



Position: Director, ETF Strategist – FA Channel

Legal Entity: VESC

Business Unit(s): U.S. Sales

Location: West Region, Preference for California Based – Los Angeles or San Francisco

Department: ETF Distribution

Reporting to: Managing Director, Head of FA Channel

FLSA Status: Exempt

Summary: VanEck is seeking a Director, ETF Strategist responsible for initiating coverage and supporting ETF producers within the FA channel with a focus on the Western U.S. region. This role involves working collaboratively with the regional wholesalers and providing support across half the country.

Essential Duties and Responsibilities:

Includes the following, other duties may be assigned as needed:

- Support the development and execution of the ETF business plan for the region, incorporating a segmented business approach by client type, opportunity, and geography.
- Partner with regional wholesalers to conduct joint meetings, both live and via video conference focusing on ETF opportunities and client engagement.
- Collaborate with wholesalers to raise and retain ETF assets within the territory, serving as the primary resource for ETF related follow up.
- Maintain and enhance expertise in ETF fundamentals to provide high-value support and insights.
- Employ a consultative sales approach to effectively position the VanEck value proposition in collaboration with regional wholesalers.
- Act as a subject-matter expert on VanEck products, staying informed about existing offerings and new launches.
- Monitor the competitive landscape, maintaining a deep understanding of competitors and positioning.
- Assist in aligning VanEck ETFs with client platforms, themes, and strategies to support wholesaler efforts.
- Represent VanEck at regional industry conferences as appropriate.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily.

Qualifications

- Highly developed communication skills, both written and verbal, with the ability to present complex investment material to clients effectively.
- Strong analytical skills and a detail-oriented mindset, capable of understanding and articulating financial market nuances.
- High work ethic, self-motivation, and reliability, with a demonstrated drive to succeed in a fast-paced environment.
- Organized and adaptable, with strong technical and problem-solving skills.

- Ability to travel extensively within the Western U.S.

Education and/or Experience

- Bachelor Degree preferably in Finance, Economics, or related discipline.
- Minimum of 5 years of relevant experience in financial services, with exposure to ETFs or related capital markets functions (e.g. agency or principal trading, capital markets desk, or index provider).
- Series 7 and 63 licenses are required.
- Technical proficiency, including investment acumen and strong understanding of financial markets and products.
- CIMA or CFA preferred but not required.

VanEck is committed to treating all applicants and employees fairly and to providing equal opportunity in compliance with applicable federal, state and local laws. VanEck does not and will not discriminate against any employee or applicant for employment on the basis of race, religion, ancestry, color, gender, gender identity, pregnancy, age, physical or mental disability, national origin, marital status, sexual orientation, citizenship status, covered-veteran or military status, genetic information, and/or any other factor protected by law.