



**Position:** Internal Wholesaler  
**Legal Entity:** VEAC  
**Department:** Internal Sales  
**Location:** New York, NY or Tampa, FL  
**Reporting to:** Internal Sales Manager  
**FLSA Status:** Exempt

VanEck has a history of looking beyond the financial markets to identify trends likely to create impactful investment opportunities. We were one of the first U.S. asset managers to offer investors access to international markets. This set the tone for the firm's drive to identify asset classes and trends – including gold investing in 1968, emerging markets in 1993, and exchange-traded funds in 2006 – that subsequently shaped the investment management industry.

Today, VanEck offers active and passive strategies with compelling exposures supported by well-designed investment processes. The firm's capabilities range from core investment opportunities to more specialized exposures to enhance portfolio diversification. Our actively managed strategies are fueled by in-depth, bottom-up research and security selection from portfolio managers with direct experience in the sectors and regions in which they invest. Investability, liquidity, diversity, and transparency are key to the experienced decision-making around market and index selection underlying VanEck's passive strategies.

**Job Summary:** The Internal Wholesaler plays a key role within the VanEck distribution organization helping to drive sales and build relationships with Financial Professionals selling VanEck ETFs and mutual fund products. Partnering with the External Wholesaler, the Internal Wholesaler will develop and maintain existing relationships and identify and acquire new business within their assigned territory to meet sales goals.

**Essential Duties and Responsibilities:**

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

- Develop relationships with Financial Professionals and drive awareness of VanEck products through outbound calls and email.
- Respond to inbound product and sales calls.
- Proactively sell VanEck ETFs, mutual funds, and SMAs.
- Partner with External Wholesaler to retain assets and uncover new business within the territory.
- Include/refer VanEck specialists, as necessary.
- Effectively manage a territory rotation.
- Assess the needs of clients by asking targeted questions in order to recommend appropriate solutions across multiple product lines.
- Support the External Wholesaler in the development and execution of a strategic business plan helping to drive business within the territory.

**Qualifications:**

- Familiar with characteristics of the FA & RIA marketplace.
- Fluent in English.
- Strong interpersonal skills.
- Exceptional oral and written communications skills.
- Detail oriented and well organized.
- Ability to prospect within a targeted group of advisors.



- Strong presentation skills.
- Time management skills.
- Consultative selling skills.
- Broad Market Knowledge.
- ETF and Mutual Fund and product knowledge.
- Ability to leverage internal resource personnel (product management, product specialists).
- Ability to effectively present information in one-on-one and small group situations to customers, clients, and employees of the organization.
- Proficient in Microsoft Office and Salesforce or similar CRM.
- Ability to present and work with all levels of an organization
- Employ a consultative sales approach

#### **Education and/or Experience**

- BA/BS Degree
- NASD Series 7 and 63 licenses with clean U-4.
- Minimum of 2 years prior experience in a financial services internal sales role.