



Title: Regional ETF Specialist - FA
Location: East and West Coast
Department: Sales
Reporting to: Manager - Sales
FLSA Status: Full-Time Exempt

Summary: Looking for two Regional ETF Specialists, one for the West coast the other for the East; responsible for initiating coverage with ETF producers with Broker Dealer/IBD and RIA advisors collaboratively with respective regional wholesaler. Assist with institutional coverage on a reactive basis.

Essential Duties and Responsibilities:

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

- Develop, and manage, ETF business plan for region to include segmented business approach by client type, opportunity, and geography.
- Raise, and retain, ETF assets in territory in partnership with respective wholesaler. Specialist would own any ETF follow up.
- Expertise in ETF fundamentals.
- Consultative sales approach artfully positioning the Van Eck value proposition.
- Become a Van Eck product expert. Maintain knowledge of existing products as well as new products as they are launched.
- Have deep understanding of competitive universe and competitive positioning.
- Learn all client platforms, themes, and strategies with goal to position Van Eck ETFs accordingly.
- Attend regional industry conferences as appropriate.
- Bloomberg ETF expertise.

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

Qualifications

- Good communication skills.
- Ability to interact effectively with all levels of staff and clients.
- Ability to apply common sense understanding to carry out detailed but uninvolved written or oral instructions.
- A working knowledge of Internet, MS Word and Excel is required.
- Roll up your sleeve work ethic.

Education and/or Experience

- Bachelor Degree preferably in Finance.
- Minimum of 5 years' experience.

- Series 7 and 63 licenses required.
- CIMA, CFA preferred but not required.

Competencies

To perform the job successfully, an individual should demonstrate the following competencies:

- Professional demeanor
- Capacity for learning new procedures/ideas
- Motivation
- Enthusiasm

Language Skills

- Ability to effectively present information in one-on-one and small group situations to customers, clients, and employees of the organization.