



Title: Regional Vice President, FA Channel
Location: Florida
Department: Sales
Reporting to: Vice President, National Sales Director
FLSA Status: Full-Time Exempt

Essential Duties and Responsibilities:

The Regional Vice President, FA Channel is responsible for the sale of mutual fund products and ETFs through the Financial Advisor (FA) channel.

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

- Proactively sell Van Eck mutual funds and Market Vectors ETFs to the FA Market Segment
- Include/Refer Van Eck specialists, as necessary
- Travel at least 80% of the time
- Effectively manage a territory budget
- Effectively manage a territory rotation
- Profiling firms and contacts in order to uncover needs and recommend appropriate solutions across multiple product lines

Differentiating Attributes:

- Focused on a specific market place (FA)
- Located within the assigned region
- Ability to present and work with all levels of an organization
- Employ a consultative sales approach
- Experience Selling Mutual Funds and/or ETFs
- External Selling and Territory Management

Qualifications:

- Familiar with characteristics of the RIA marketplace
- 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 and territory management skills
- Consultative selling skills
- Broad Market Knowledge
- Mutual Fund and ETF Product Knowledge
- Ability to Leverage internal resource personnel (internal partner, product management, product specialists)
- Proficient in Microsoft Office

Education, Licensing and/or Experience

- Bachelors Degree with a Business related concentration.
- 5 years related financial services experience, with a minimum of 4 years experience in financial services sales (experience with the FA channel preferred)
- NASD Series 7 and 63 licenses required (with clean compliance record).

Competencies

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

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

Language Skills:

- Ability to effectively present information in one-on-one and small group situations to clients

Salary: based on experience. We offer a strong benefits package, 95% company paid.

Contact Information:

careers@vaneck.com **NO PHONE CALLS, FAXES OR AGENCIES PLEASE**