



Position: Sales Associate

Department: Sales

Reporting To: Director, Sales

Legal Entity: VanEck Securities UK Limited

Business Unit(s): EMEA Sales

Location: London, UK

Summary: Supporting sales activities active and passive UCITS funds in UK and Ireland. We are searching for a candidate with a strong background covering the UK and Irish market.

Essential Duties and Responsibilities:

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

- Supporting in driving active and passive products in terms of assets and revenue growth
- Identifying and acquiring potential investors for responsible markets with a focus on the Wealth Management and Digital Platforms channel (ie, online banks & brokers / robo advisors, etc).
- Helping in developing creative strategies to strengthen the regional set-up and improve sales
- Maintaining and strengthening the relationship with existing clients in the allocated channels
- Organizing and participating in road shows with Portfolio Managers and Senior Analysts
- Managing relevant campaigns/subscriptions for prospects and investors
- Supporting conferences and client-attending events
- Supporting country sales manager UK and Ireland

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

Supervisory Responsibilities

This job has no supervisory responsibilities (at least at the beginning)

Qualifications

- Good communication skills in English
- Proven ability to serve clients needs
- Knowledge of industry, fund and investor landscape in UK/Europe
- Ability to maintain client related information within CRM database
- Roll up your sleeve work ethic
- Relationships and network within the relevant countries

Education and/or Experience

- Bachelor Degree in Business or Finance

- Master Degree in Business or Finance (Desirable)
- 2+ years of relevant experience in one of the two defined regions, preferably in a similar capacity
- CFA or similar education preferable
- Good understanding and knowledge of both ETF's and Mutual Fund industry is a plus, additional skills/experience in gold/commodities, fixed income or emerging markets a plus

Competencies

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

- Professional demeanor
- Capacity for learning new product/procedures/ideas
- Motivation
- Enthusiasm
- Team Player
- Ability to work independently, self-driven personality

Language Skills

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