Position: Director, Insurance Business Development
Department: US Distribution
Reporting to: Managing Director, Head of US Distribution
Location: New York, NY
FLSA Status: Full-Time Exempt

Position Summary: The Insurance General Account market is estimated at $8 Trillion+, and current Insurance ETF allocations are approximately $40 Billion AUM. Insurance Company coverage at VanEck can be segmented into a few main categories:

- General Accounts that are increasingly using VanEck strategies (primarily ETFs) to access certain asset classes or express an investment view
- Variable Annuity platforms that utilize VanEck’s actively managed strategies via VIP funds or sub-advisory agreements
- Asset managers within insurance companies, that often manage proprietary and third-party institutional assets, and often use VanEck ETFs as an extension of their internal capabilities
- Retail distribution platforms within insurance companies (mutual funds, ETF model portfolios, other retail products) make use of VanEck ETFs within their products

Essential Duties & Responsibilities:

- Develop and execute a strategic growth strategy for the VanEck business within the Insurance Company segment. This will focus primarily on the General Account opportunity set, but it should also include other groups within the Insurance Company umbrella such as third-party institutional asset management, retail distribution platforms, or other pockets of money the Insurance Company may manage (like an insurance company’s pension or foundation portfolio).
- Maintain existing and build new relationships across the sub-advisory landscape, targeting insurance companies with large and successful variable annuity businesses.
- Partner with Institutional Product Marketing in meeting the requirements of existing and prospective clients.
- Work closely across the Institutional distribution team to identify market opportunities and deliver solutions to clients
- Lead from the front with client-facing responsibilities and engagement, establishing credibility and building relationships with key C-Suite executives who preside over investment management and allocation decisions on behalf of their organization’s General Account.
- Engage C-Suite contacts in a consultative and substantive manner to understand the scope of their organization, business model, investment process, capital infrastructure, and a wide range of insurance-centric issues (ALM, RBC, Regulatory, Compliance, Ratings etc.) to identify needs and effectively position VanEck’s suite of ETFs and active investment solutions.
- Articulate VanEck’s current and cyclical market/economic outlook and investment strategy, as well as educating clients on VanEck’s strategies and solutions, and on the capital markets in general.
- Serve as the key contact between the relationships and VanEck, orchestrating firm resources, such as partnering with product managers and portfolio managers to close new business opportunities, as well as working closely with Institutional Product Marketing.
- Develop a methodology designed to source assets across focus products in the VanEck product suite, creating a needs-based assessment for each individual prospect.
• Attend and present in a variety of venues (client meetings, board meetings, conferences etc.) Represent VanEck with various insurance industry groups, including conferences, panel participation, and speaking engagements
• Collaborate closely with key internal partners to drive success.
• Operate with a high level of professionalism and accountability, along with providing quality service and support
• Deliver against growth targets

Experience/Qualifications
• Bachelor’s degree required
• FINRA Series 24, 7 & 63 licenses
• Investment industry designations such as Chartered Financial Analyst (CFA) or Certified Investment Management Analyst (CIMA) preferred
• Relevant experience in the investment management industry with deep understanding of Insurance companies and their complex capital and investment related issues.
• Highly conversant across a broad range of Insurance-related topics and issues including Asset-Liability Matching, Risk-Based Capital, Statutory Accounting Principles, GAAP Accounting Rules, Corporate Finance, Ratings, and Regulatory.
• Self-directed, action oriented with the ability and desire to roll up sleeves, get hands dirty and dig into the depths of the business.
• Excellent verbal and written communication and sales presentation skills.
• Demonstrates integrity, personal drive, and motivation to succeed.
• Heavy national travel required.

Compensation:
• If this position will be performed in whole or in part in New York City, the base salary range is $150,000 to $185,000. Individual salaries may vary based on different factors including but not limited to, skills, experience, job-related knowledge, and location. Base salary does not include other forms of compensation or benefits offered in connection with this position.

To apply for this position, please email your resume to careers@vaneck.com.

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.