



Position: Director, National Accounts
Department: U.S. Distribution
Location: New York City
Reporting to: Managing Director, Head of National Accounts
FLSA Status: Full-Time Exempt

Position Summary

VanEck sponsors a wide variety of specialized and unique investment strategies and is highly differentiated within the marketplace. Our broad range of investment solutions includes traditional investment like Mutual Funds, ETFs and SMAs but also nontraditional investments such as Private Equity, crypto currencies and digital assets. VanEck has strong distribution partnerships across broker-dealers wirehouses, regional BD's and independent RIAs. VanEck seeks to hire a senior National Accounts professional who can continue to grow enterprise level relationships with key distribution partners while expanding our platform and model presence. The Director, National Accounts will report to the Head of National Accounts. The Director of National Accounts is responsible for managing relationships with assigned partner firms, aiming to enhance platform penetration, drive asset flows, secure data and increase market share for VanEck's strategies.

Essential Duties and Responsibilities

Includes the following, other duties may be assigned as needed

- Cultivate relationships with key executives at partner firms to elevate VanEck's brand visibility and execute strategic initiatives, including shelf space expansion, new product placement and launches, and securing various resource commitments. Key contacts will include Platform Heads, Product Gatekeepers, Heads of Research & Due Diligence, and senior leadership.
- Expanding investment exposure in established relationships by adding VanEck Funds and ETF strategies to platforms, recommended lists and discretionary model portfolios.
- Deepen and expand partnerships by fully understanding the strategic initiatives and philosophy of partner organizations, identifying opportunities where VanEck can align with or support these initiatives.
- Collaborate internally with Senior Management, Portfolio Management, Marketing, Operations, Product Management, Sales, and Legal to support a wide range of initiatives, fostering internal advocacy for VanEck's national accounts strategy.
- Provide the sales force with relevant, actionable insights about partner firm developments and expectations, equipping them with compelling and digestible messaging to support client initiatives.
- Assessing the merits of unique sponsorship opportunities and resource commitments as it pertains to special events, client seminars, and key adviser educational meetings within partner firms. These opportunities will be discussed, vetted and agreed upon by senior leadership.
- Work with client stakeholders to define success metrics and determine engagement strategies.
- Participate in industry conferences and events to promote the firm, build industry relationships with both prospective clients and institutional consultants and remain current in industry trends.
- Oversees client profitability. Understands competitive environment and anticipates and identifies opportunities for cross selling, develops pricing strategies, and works with the unit to enhance profitability.

- Regularly update leadership on the status of partner relationships and any significant strategic matters. Prepare executive summaries of the state of the partner relationships that are covered by the NA Director.
- Maintain a high level of professionalism and accountability, while fostering a collaborative, team-oriented approach.

Supervisory Responsibilities

This job has no immediate direct supervisory responsibilities.

Experience/Qualifications

The ideal candidate is a seasoned and successful National Accounts professional with established, meaningful relationships across VanEck's key partner firms. They should be well-known and respected by key decision-makers and influential executives within these institutions, including those in Platform, Research, and C-Suite roles. They should have a strong working knowledge of current data capabilities with partner firms and ideas around how to best leverage them.

We may also entertain other professional profiles (Investment or Broker-Dealer) who can demonstrate significant partner firm knowledge and relationships, platform knowledge, business acumen, client facing skills and the ability to influence and execute.

- Education: Four-year college or equivalent education and experience.
- Minimum 10 years of experience in the asset management industry, specifically working with ETFs and mutual funds.
- Deep understanding of Capital Markets.
- High technical proficiency and strong investment acumen.
- Ability to engage with sophisticated Research professionals.
- Extensive platform knowledge (UMA, Discretionary, Fund/ETF Models).
- Expertise in navigating large and complex institutions.
- Strong product knowledge.
- Intellectual curiosity and strategic thinking.
- A strong work ethic, with a deep personal drive and ownership mentality.
- Ability to operate independently without constant oversight or direction.
- Possess a professional image and demeanor with strong presentation and communication skills
- Ability to perform extensive regional/national travel.

Compensation:

If this position will be performed in whole or in part in New York City, the base salary range is \$150,000 to \$200,000. 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.

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.