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

Position Summary: The Head of Intermediary Distribution is responsible for leading, defining, and executing the firm’s distribution strategy across the FA and RIA channels. This is an active, hands-on sales management position, requiring direct experience and the ability to lead an established sales team. This role will be based in the NY office and will require travel 60% to 80% of the time. To apply for this position, please email careers@vaneck.com.

Essential Duties and Responsibilities:
• Leading a team of distribution professionals across the FA and RIA channels as well as National Accounts to maximize client engagement, building client loyalty and increasing distribution of VanEck products in key markets.
• Building a vision and executing on distribution strategy. Create and implement a strategic sales plan to increase assets under management and use of VanEck products.
• Develop and drive strategies for penetrating strategically important complexes, and large advisory teams that can markedly increase sales and asset targets.
• Use data and analytics to optimize distribution strategy and client experience.
• Develop and maintain relationships with key influencers and decision makers with key distribution partners to ensure that maximum coverage, and office access and penetration are being achieved.
• Coaching, mentoring and improving the skills of team members. Ensure team understands and is working toward achieving firm goals.
• Travel with the team to observe activity, meeting quality, penetration rate and other important metrics.
• Partnering effectively across the organization to achieve business goals. Continually messaging up to senior management around the state of key relationships, and any significant strategic matters.

Supervisory Responsibilities
• The position will have supervisory responsibilities.

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
• Minimum 15 years of experience in the investment management industry including 5 years in senior level roles in Intermediary or Sales/Business Development.
• Leadership – ability to both lead themselves and others in achieving long-term results.
• Knowledge –knowledge of markets, economy, advisors businesses, end-clients and competitors. Recent experience in meeting with financial adviser home offices. RIA experience preferred.
• Results – a proven history of delivering consistent and repeatable results in an ethical manner.
• Data driven – understands how to use data and analytics to optimize distribution strategy and client experience. Experience with Salesforce preferred.
• Strategic and forward looking growth mindset. Ability to identify key trends and advise how VanEck can enhance its client and advisor engagement strategy.
• Ability to think ahead and plan over a multi-year time frame and effectively organize and manage multiple priorities to achieve goals and plans.
• Good verbal and written communication and sales presentation skills.
• Demonstrates integrity, personal drive, and motivation to succeed.

Compensation:
• If this position will be performed in whole or in part in New York City, the base salary range is $175,000 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.

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

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