Title: Internal Wholesaler, Insurance Channel
Business Unit(s): U.S. Sales
Department: Insurance (Dept 26)
Reporting to: Internal Sales Manager
Location: New York, NY
FLSA Status: Exempt

Summary: The Internal Wholesaler for the Insurance Channel will support the Director of Insurance Business Development. As a team, they will be responsible for the sale of VanEck products across multiple types of insurance markets: General Accounts, Variable Annuity Platforms, Asset Managers (within insurance companies) and Retail Distribution Platforms (within insurance companies) which include: mutual funds, variable insurance and ETF model portfolios. The focus will primarily be on the General Account opportunity set. The insurance general account market is estimated at $8 Trillion+ and only approximately $40 Billion is allocated to ETFs.

Essential Duties and Responsibilities:

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

- Effectively support a territory rotation
- Profiling contacts in order to uncover needs and recommend appropriate solutions across multiple product lines.
- Conduct research and engage in calling efforts on insurance companies in support of the direct sales and service effort.
- Track inflows and outflows on a daily basis, to be reported monthly in summary form.
- Respond to client or prospect inquires.
- Preparation of pre/post meeting needs for Insurance channel.
- Support for conferences and sponsorship planning and follow-up
- Assist the Insurance team members to upload newly launched funds at partner firms
- Coordinate and facilitate the RFP process from start to finish
- Analyze competitive landscape and portfolio characteristics across strategies for the purposes of product onboarding, research advocacy and firm discretionary model placement in partnership with Portfolio Management and Product Management
- Compile sales opportunity data using Salesforce, Whale Wisdom and S&L Data
- Contribute to the maintenance and improvement of the firm’s Client Relationship Management (CRM) system
- Participate in client and prospect meetings, initially with a senior member of the team.
- Champion for insurance where applicable on the internal sales desk
- Responsible for internal communication to key stakeholders at VanEck (sales, marketing, portfolio management and operations)
  - Update product menus
  - Assist with creation of Weekly Summaries
  - Create and maintain partnership summaries – key themes and profitability analysis
Qualifications:
- Proficient in Excel, PowerPoint and Morningstar®
- Strong quantitative analytics skills
- Effective presenter both orally and in written form
- Detail-oriented with strong organizational and follow up skills
- Ability to work independently and manage/prioritize multiple projects
- Team-player attitude and a desire to work on a wide range of projects
- Strong presentation skills
- Time management skills
- Consultative selling skills
- Broad Market Knowledge
- Insurance Industry Knowledge
- Ability to Leverage internal resource personnel (product management, product specialists)
- Ability to work in office a minimum of 4 days per week.

Supervisory Responsibilities:
This job has no supervisory responsibilities.

Education and/or Experience:
- Bachelor degree with a business-related concentration preferred.
- 2+ years asset management, sales or marketing experience
- Series 7 and 63 licenses

Competencies:
To perform the job successfully, an individual should demonstrate the following competencies:
- Professional demeanor
- Capacity for learning new procedures/ideas
- Motivation
- Enthusiasm

Language Skills:
- Ability to effectively present information in one-on-one and small group situations to customers, clients, and employees of the organization.

Compensation:
- If this position will be performed in whole or in part in New York City, the base salary range is $70,000 to $75,000. 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.

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