



**Position:** Director, RIA West

**Legal Entity:** VEAC

**Department:** External Sales

**Location:** California – San Francisco or Los Angeles

**Reporting to:** Managing Director, National Sales Manager

**FLSA Status:** Exempt

VanEck has a history of looking beyond the financial markets to identify trends likely to create impactful investment opportunities. We were one of the first U.S. asset managers to offer investors access to international markets. This set the tone for the firm's drive to identify asset classes and trends – including gold investing in 1968, emerging markets in 1993, and exchange-traded funds in 2006 – that subsequently shaped the investment management industry.

Today, VanEck offers active and passive strategies with compelling exposures supported by well-designed investment processes. The firm's capabilities range from core investment opportunities to more specialized exposures to enhance portfolio diversification. Our actively managed strategies are fueled by in-depth, bottom-up research and security selection from portfolio managers with direct experience in the sectors and regions in which they invest. Investability, liquidity, diversity, and transparency are key to the experienced decision-making around market and index selection underlying VanEck's passive strategies.

**Job Summary:** The Director, RIA West is responsible for the sale of ETF, mutual fund, and SMA products across the Registered Investment Advisor (RIA) channel. Coverage includes California, Arizona, Nevada, Oregon, Hawaii, Washington, and Alaska. This role requires deep investment and market knowledge, excellent communication skills, and a proven track record in sales within the asset management industry.

**Essential Duties and Responsibilities:**

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

- Proactively sell VanEck ETFs, mutual funds, and SMAs to the RIA Market Segment.
- Develop and execute a strategic sales plan to achieve sales targets for ETFs, mutual funds, and SMAs.
- Establish and maintain strong relationships with financial advisors, brokers, and other key intermediaries.
- Include/Refer VanEck ETF Strategist, as necessary.
- Travel at least 80% of the time.
- Effectively manage a territory budget.
- Effectively manage a territory rotation.
- Profiling firms and contacts in order to uncover needs and recommend appropriate solutions across multiple product lines.

**Education, Licensing and/or Experience**

- BA/BS Degree
- Minimum 3 years of relevant external sales experience (experience within the RIA channel preferred), with minimum of 8 years industry experience
- FINRA Series 7 and 63 licenses required (with clean compliance record)
- CIMA, CFP, CAIA, CFA designations desired
- Demonstrated record of selling success and achievement of sales goals.



**Knowledge, Skills, and Abilities:**

- Excellent communications skills.
- Strong presentation skills.
- Detail oriented and well organized.
- Proficient time and territory management skills.
- Possess in-depth understanding of ETFs and mutual funds, financial concepts, product knowledge, investment management, and client-service strategies.
- Consultative selling skills
- Ability to work with all levels of an organization
- Understanding and experience in the usage of investment analytics, tools, etc.
- Ability to leverage internal resource personnel (internal partner, product management)
- Proficient in Microsoft Office and Salesforce or similar CRM
- Ability to travel within territory 80%
- Strong work ethic and drive to succeed.

**Key Differentiators:**

- Located within the assigned territory; preference for candidates based in San Francisco, Broader Bay Area or Los Angeles Area.
- Pre-existing client contacts within the territory