



Position: Director, National Accounts – RIA Channel
Legal Entity: VESC
Business Unit(s): U.S. Sales
Location: Flexible on location
Department: ETF Distribution
Reporting to: Managing Director, Head of RIA Channel
FLSA Status: Exempt

Summary: VanEck is seeking a Director, National Accounts to drive growth and strengthen enterprise-level relationships with key distribution partners. This role focuses on custodians and aims to expand VanEck's platform and model presence within the RIA channel.

Essential Duties and Responsibilities

Includes the following, other duties may be assigned as needed

- Cultivate and deepen relationships with key executives at custodian platforms to enhance VanEck's brand visibility and drive 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.
- Expand investment exposure within the RIA channel by securing placement of VanEck Funds and ETF strategies on platforms, recommended lists and within discretionary model portfolios.
- Understand and align with the strategic initiatives and philosophies of custodian partners, identifying opportunities for collaboration and mutual growth.
- Collaborate internally with Senior Management, Portfolio Management, Marketing, Operations, Product Management, Sales, and Legal to support initiatives that advance VanEck's national accounts strategy.
- Provide the sales force with relevant, actionable insights about custodian platform developments, equipping them with compelling and digestible messaging to support client initiatives.
- Evaluate sponsorship opportunities for special events, client seminars, and 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.
- Represent VanEck at industry conferences and events to promote the firm, build relationships with both prospective clients and institutional consultants and remain current in industry trends.
- Understand competitive environment, identify cross selling opportunities, and develop pricing strategies to enhance overall profitability.
- Prepare and deliver regular updates to leadership on the status of custodian relationships, including executive summaries detailing key developments and opportunities.
- Maintain a high level of professionalism and accountability, while fostering a collaborative, team-oriented approach.

Experience/Qualifications

The ideal candidate is a seasoned and successful National Accounts professional with established, meaningful relationships across VanEck's key custodian partners, including Schwab, Fidelity, and Pershing. 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. The candidate should possess a deep understanding of custodian platform structures, operational requirements, and business development opportunities, along with innovative ideas to best leverage data capabilities within these institutions.

- 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.
- Extensive experience navigating custodian platforms, including Schwab, Fidelity, and Pershing, with a deep understanding of their operational processes and platform strategies.
- 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 engaging and influencing senior Research professionals and decision-makers within custodian organizations.
- Strong product knowledge with the ability to position and differentiate VanEck's offerings effectively.
- Intellectual curiosity and strategic thinking.
- A strong work ethic, with a deep personal drive and ownership mentality.
- Possess a professional image and demeanor with strong presentation and communication skills
- Ability to travel extensively on a national basis to engage with custodian partners and attend relevant conferences and events.

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.