

# Advisory & Client Services

BlackRock was founded by eight entrepreneurs who wanted to start a very different company. One that combined the best of a financial leader and a technology pioneer.

One that focused many diverse views on a singular purpose: to create a better financial future for our clients - companies, governments, and millions of individuals saving for retirement, their children's educations, and a better life.

Being part of BlackRock means being part of a community of smart, ambitious people. People who value diversity of thought, perspective and background, who believe everyone has a voice at the table. So, whatever your background, whatever you're studying, there's a place for you here.

## ALADDIN CLIENT SERVICES

### Become an Aladdin Ninja

Every day, the Aladdin Client Services (ACS) Team tackles the hardest, most sophisticated problems in FinTech. We utilize our in-depth understanding of Aladdin, our clients' businesses, and the investment management process to provide world-class client service to our rapidly-growing, global client base. We all studied different things and bring unique skills and experiences to the table, but we all share a serious passion for solving tough problems and keeping our clients happy.

## CORPORATE STRATEGY & DEVELOPMENT

### Support BlackRock's Board of Directors and Senior Management in driving key strategic priorities

Corporate Strategy & Development supports BlackRock's Board of Directors and Senior Management in defining corporate level strategic priorities and partners with senior business leaders in strategy design and implementation.

## FINANCIAL MARKETS ADVISORY

### Advise clients with complex capital markets exposures

The Financial Markets Advisory (FMA) group helps financial institutions, long-term investors, finance ministries and central banks address their most difficult, and interesting capital market, balance sheet and regulatory challenges. The customized services our team provides include customized model construction, complex asset valuation, strategic consulting, asset management and regulatory advisory.

## STRATEGIC INITIATIVES & BUSINESS MANAGEMENT

### Drive key initiatives and ensure integrated delivery of our capabilities

Our Strategic Initiatives and Business Management teams collaborate with multiple internal and external partners to ensure integrated delivery of BlackRock's capabilities to our clients globally. Through strategic planning and analysis, these Teams acts as the "connective tissue" of their businesses, monitor business results, allocate resources, and implement metrics-driven client support.

## Aladdin Client Services

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### Our team is known for

Being product experts with a reputation for getting the job done.

As a team of 170+ strong globally, we...

- Deliver exceptional client service to users, every time
- Solve difficult problems by providing innovative solutions
- Collaborate with others because we know we can do more together
- Learn every day, question everything, and embrace change
- Foster a fun, innovative team atmosphere

We are laser focused on giving our Analysts the skills they need for a successful career in the Aladdin Business and BlackRock. During their second year, our Analysts have the opportunity to work on specialized projects with other Aladdin teams. These projects leverage their product, technical and client skills; launching them into impactful roles in our business.

### As an Analyst you will

- Answer questions and help our clients run their businesses on Aladdin: You will take phone calls, emails, and chats from industry practitioners at some of the world's most respected investment institutions. You will solve problems that matter, making direct and measurable difference to our clients. In the process, you will build technical, industry, and relationship skills.
- Use technology to solve problems: We will teach you the skills you need to succeed, such as maneuvering relational databases and parsing product logs. After just your first few weeks on the desk, you will be using these skills to work with our clients and product teams to make Aladdin better.

- Educate users, leverage service insights, and relay user experience feedback to improve the client experience and our product: We believe that the best client service is proactive, not reactive. We are students of our own data and engage with our clients to keep problems from arising, rather than dealing only with issues that are brought to our attention.
- Work on a global team, with a local presence: Our support model follows the sun – if a market is open somewhere in the world, so are we! You will get to work with teams across the world, while still engaging with a vibrant local team.

### Aladdin at a glance

Aladdin is BlackRock's end-to-end investment platform. Just like the markets and users it services, it is complex and rapidly evolving:

- Home to over \$17 trillion in assets under management
- Over 300 unique clients
- A rapidly growing client base that includes close to 30,000 users
- Presence in over 50 countries

As the Aladdin Client Community continues to grow, so does the Aladdin Business:

- Over 500 members of the Aladdin Business
- Over 1,500 engineers dedicated to developing Aladdin

The clients you will work with include some of the world's most sophisticated asset managers, insurance companies, banks, treasuries, pension funds, and sovereign wealth funds.

# Corporate Strategy & Development

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Corporate Strategy & Development supports BlackRock's Board of Directors and Senior Management in defining corporate level strategic priorities and partners with senior business leaders in strategy design and implementation. The group is responsible for supporting the firm in positioning BlackRock to generate robust, long-term growth through formulating and executing enterprise-level vision and strategy, facilitating business level strategies and driving large multi-functional assignments and initiatives for the firm; ultimately positioning the Firm to create value for shareholders.

## Our team is known for

- **Trusted Advisor:** Partners with senior management and business units to determine strategic objectives and how to best execute upon them
- **Exposure:** Works across various geographies and businesses to assess performance and drive forward looking strategy
- **Diligence:** Evaluates external business opportunities globally, including acquisitions, partnerships and JVs
- **Visibility:** Educates and updates buy-side investors about the strategic direction and financial results of BlackRock

## As an Analyst you will

- Understand key revenue and expense drivers and work with business management to optimize firm productivity
- Be a thought partner for businesses to analyze investment in strategic initiatives, including potential acquisitions, divestitures and capital-related initiatives
- Develop detailed budget and forecast models to drive asset allocation decisions and closely monitor firm performance
- Support product development and market penetration for key businesses across the firm
- Support BlackRock's participation in shareholder meetings, financial conferences, earnings releases and Investor Days

## Teams at a glance

Summer Analysts, Analysts and Associates support both Corporate Development and Strategy projects

### Corporate Development

- Identifies and executes M&A transactions, lift-outs and strategic partnerships

### Strategy

- Partners with senior business leaders in strategy formulation and execution.

# Financial Markets Advisory

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The Financial Markets Advisory group (FMA) advises financial institutions, central banks, regulators, and government entities on their most critical and often most complex financial issues. The group typically works with senior management at clients around the globe with a focus on their balance sheet and capital markets exposures as well as a wide range of other strategic, regulatory, and operational challenges. Since its founding in 2008, FMA has executed assignments in over 30 countries for over 250 unique clients.

## Our team is known for

- **Expertise:** Combine the strategic mindset and creative problem solving of a financial consultancy with the asset expertise of an investment bank. Our team advises senior executives at financial institutions and government entities on their most difficult – and most interesting – capital markets, balance sheet, and regulatory issues
- **Customized services:** We provide customized services to meet our clients' needs including model construction, complex asset valuation, strategic advisory, asset management, and regulatory consulting
- **Clients:** Include some of the largest, most sophisticated financial institutions in the world, as well as government institutions across the globe, providing our Analysts with diverse and challenging work experiences
- **Scale:** Ability to analyze large, complex data sets, produce comprehensive analyses, and leverage cross-functional professionals to meet client needs
- **Trusted Advisor:** Operates to the highest fiduciary standards and conflict management principles

## As an Analyst you will

- Be afforded a diverse and challenging professional experience with broad reach across the public and private sectors
- Interact directly with clients to present results, address requests and questions
- Work on multiple cross-functional project teams concurrently, providing you with access to a range of professionals, their expertise and experience
- Learn about financial institutions, markets, and the key issues driving change

## We are looking for individuals who have

- Excellent problem-solving abilities and intellectual curiosity
- Rigorous attention to detail and strong sense of initiative and ownership
- Effective communication and analytical skills
- Interest in financial institutions and capital markets

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## **One team, two paths.**

FMA offers two paths within the Analyst program, one focused on strategic advisory, problem solving, and client relationships (Advisory) and the other focused on capital markets, data, analytics, and technology (Markets and Analytics Group). While these roles differ functionally, projects are staffed in a multi-disciplinary manner, with team members constantly working together to meet client objectives.

### **ADVISORY**

- Play a key role in managing large, multi-disciplinary project teams including subject matter experts, market practitioners, and technologists
- Assist in leading project execution with a hands-on role in driving project progress and deliverables
- Develop analytical skills by performing quantitative analyses in support of client engagements
- Enhance written and verbal communications skills and synthesize complex topics in client presentations and pitch materials
- Build and deploy subject matter expertise across a range of themes in order to help clients achieve their objectives, including bank balance sheets, capital markets, credit risk management, etc.

### **MARKET & ANALYTICS GROUP**

- Develop asset class expertise by working alongside capital market experts in support of client objectives
- Gain a deep understanding of data, analytics, and modeling by contributing to the execution of engagements
- Leverage BlackRock proprietary technology and relevant programming languages to create, enhance, and execute projects in a scalable manner
- Stay abreast of market trends and of the evolving landscape of relevant technology
- Significant quantitative coursework and familiarity with programming languages (in particular Python and/or R) recommended



# Strategic Initiatives & Business Management

Our Strategic Initiatives and Business Management teams collaborate with multiple internal and external partners to ensure integrated delivery of BlackRock's capabilities to our clients globally. These teams drive key initiatives and ensure consistent messaging and coordination with internal partners across the Firm. Through strategic planning and analysis, these Teams acts as the "connective tissue" of their businesses, monitor business results, allocate resources, and implement metrics-driven client support.

## Our team is known for

- **Strategic Product Partnership:** Client-centric product development and range management, connecting Investment Teams and Client Businesses across asset classes (fixed income, equity, alternative investments)
- **Delivering the Firm:** Ensuring consistent messaging, processes, and coordination across BlackRock to deliver a seamless client experience
- **Strategic Execution:** Developing business strategy and relevant analytics to monitor, understand, and drive business results

## As an Analyst you will

- Work on analysis to provide internal or external clients with insights and recommendations based on trends in the asset management industry and in the broader economy
- Build and present sophisticated, insightful analytics on strategic initiatives and internal business operations
- Assist with strategic planning, metrics, reporting, cross-business initiatives, and business process design
- Partner with key internal stakeholders (investment teams, relationship managers, marketing, legal) to position and deliver product content or business support

## Teams at a glance

You may be considered for one or more of the below teams:

### Strategic Product Management

Tasked with ensuring that BlackRock has an industry-leading product set to support our client's needs and the firm's growth aspirations in all market environments

### Strategic Partner Program

With executive focus and targeted senior contact with our clients, this team understands the strategic business priorities of our largest and most complex clients, and develops forward-looking plans that address them.

### Business Management

Responsible for developing and delivering world-class operating processes to optimize efficiency of the client teams at BlackRock

### Philanthropy

Through a rigorous approach and a belief in innovation and technology, this team capitalizes on initiatives that deliver outsized, long-term results for underserved individuals and their communities.