BlackRock

Client & Product Management

Create, communicate, and deliver thoughtful investment solutions to clients globally.

The client and product management groups build and maintain client relationships, work closely with professionals across BlackRock to provide world-class service, and develop and deliver sophisticated investment products and solutions. They serve a diverse base of institutional and retail clients, including pension plans, insurance companies, consultants, endowments, foundations, charities, corporations, official institutions, banks, dual investors.

Our Business is known for

- Client Focus: Delivering a consistent and superior client experience based on understanding each client's situation, needs, and concerns.
- Strategic Execution: Capitalizing on market opportunities through strategic client segmentation and effective time and budget management.
- Project Management: Overseeing the implementation of client requests from onboarding to maintaining client accounts.
- Strategic Product Partnership: Client-centric product development and range management, connecting investment teams and clients businesses across asset classes.

As an Analyst you will

- Serve as the primary day-to-day contact for sales, service, and communication to clients, consultants, and intermediaries.
- Support the development of distribution strategy, including product, segment and market perspectives.
- Assist in business initiative projects, learning how to act as a project manager.
- Collaborate with senior relationship managers to deliver BlackRock investment expertise and innovative solutions across all asset classes to clients.

Businesses at a glance

You may be considered by one or more of the below businesses:

ETF and Index Investing

BlackRock is the largest exchange traded fund (ETF) and index investments provider. As a business, we develop, analyze, and manage ETFs and Index Investments that track most major indices, providing clients with access to markets around the world.

Institutional Client Business

Institutional Client Business (ICB) collaborates with teams across BlackRock – including iShares, Risk Advisory, and Fixed Income, Equity, Alternatives, and Multi-Asset investment teams – to deliver the breadth and depth of BlackRock's platform to institutional clients. ICB is a global team that spans 31 offices and covers over 4,000 institutional clients worldwide. Analysts in ICB have access to unique market intelligence sessions and professional development courses as well as trainings and sponsorship of exams (Series 7, Series 63, CFA).

Retail & Wealth Advisory

Retail & Wealth Advisory is a broad-based B2B platform that delivers products and services through our distribution partners, such as gatekeepers, private bankers, financial advisors, insurers, RIAs and direct platforms. Global Retail has strength across geographies and asset classes via active and passive vehicles (e.g., mutual funds, ETFs, closed-end funds, hedge funds, separately managed accounts and sub-advisory).

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