Sales & Relationship Management

Positions available in: Americas, Europe, and Asia Pacific

Our relationship management professionals build and maintain client relationships, work closely with professionals across BlackRock to provide outstanding service, and are responsible for the strategy and distribution of BlackRock's platform.

Our team is known for:

- **Client Focus**: Delivering a consistent and outstanding client experience tailored to 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, connecting investment teams and client businesses across asset classes

Our business contains several teams:

Client Businesses (Asia Pacific & EMEA)

The Client Business teams are responsible for the strategy and distribution of the breadth and depth of BlackRock's platform and products, including open-end funds, closed-end funds, alternatives and managed accounts, among others, working in partnership with financial intermediaries. In EMEA, our client segments include institutional (e.g. pension schemes), wealth (e.g. private banks, wealth managers, etc.), specialist clients (family offices, investment trusts & charities). In addition to the teams who deliver the breath and depth of BlackRock, our ETF sales team focuses specifically on increasing ETF adoption across client segments.

Client Experience (CX)

The Client Experience (CX) team, situated within the Technology & Operations organization, is responsible for operational client servicing, working in partnership with our client businesses and teams across the firm to drive, enhance and deliver an exceptional client service experience. Our vision is to make BlackRock easy to do business with, and to deliver clients a high-quality service experience across all products, using optimized technology to drive growth.

Global Consultant Relations (GCR)

The Global Consultant Relations (GCR) team sits within the Global Client Office. GCR is responsible for developing and maintaining relationships with global, regional and local consultants across all asset classes. Primarily based in the US and UK, GCR is also represented in Germany, Switzerland, Canada, Japan, Hong Kong and Australia.

Global Product Group (GPG)

Global Product Group (GPG) brings innovation, discipline, and focus to BlackRock's investment product line by aligning client and investment teams in the design and execution of product-related initiatives.

Strategic Clients and Business Development (SCBD)

Responsible for delivering the full depth and breadth of BlackRock's capabilities to a subset of our largest clients on a global basis. The team fulfils this mission by assigning global, firm-wide ownership of Strategic Partner relationships to an Accountable Executive (AE), who quarterbacks the client across all BlackRock business areas.

Sales & Relationship Management

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Financial Institutions Group (FIG)

The Financial Institutions Group is responsible for establishing and maintaining relationships with insurers.. We pride ourselves on creating and delivering bespoke investment solutions, advisory, and analysis to our clients. We partner closely with other teams at BlackRock including Financial Markets Advisory, FIG Portfolio Management, and Aladdin FIG. With over $500BN of assets under management, the group is the industry's largest third-party manager of insurance assets

Solutions Structuring

Developing BlackRock's outsourcing and solutions proposition, as well as structuring and implementing partnerships with Wealth and Institutional clients in EMEA.

U.S. Wealth Advisory (USWA)

The U.S. Wealth Advisory team is responsible for distribution, marketing, and product management for BlackRock's U.S. registered products serving the largest and fastest growing financial advisors across the country. The clients we serve include financial advisors from wirehouse firms, independent broker-dealers, national/regional banks and RIAs. The products we serve to our clients include alternative investments, open-end funds, closed-end funds, separately managed accounts, model portfolios and ETFs.

What will you do as an analyst?

- Support sales and client coverage by serving as the team's primary point of contact
- Support and drive the development and execution of team and sales strategies
- Collaborate with senior relationship managers and internal stakeholders, supporting them into delivering BlackRock's investment expertise and innovative solutions to clients

What capabilities are we looking for?

- Strong presentation skills
- Relationship management
- Attention to detail
- Proactivity
- Ability to synthesize large amounts of data and information effectively
- Integrity

Your learning & development will include:

- Gain a deep understanding of the investment landscape by directly learning from savvy market experts
- Develop a global perspective on the trends driving investment decisions and how to translate this into unique client insights
- An opportunity to be an authority on the firm's new offerings, solutions and campaigns
- Opportunities to pursue professional qualifications