Institutional Client Business

Positions are available in: Americas, Asia Pacific and Europe

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.

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.) and specialist clients (e.g., family offices, investment trusts & charities). In addition to the teams who deliver the breadth and depth of BlackRock, our ETF sales team focuses specifically on increasing ETF adoption across client segments.

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.

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 in 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 and 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

BlackRock

Americas Institutional Business

Positions are available in: Americas and Canada Institutional

Americas Institutional Business (AIB) collaborates with teams across BlackRock – including iShares, Risk Advisory, Fixed Income, Equity, Alternatives and Multi-Asset investment teams – to deliver the breadth and depth of BlackRock's platform to institutional clients. Our clients include pensions, family offices, foundations, endowments, investment consultants and healthcare systems. The Institutional Client Business is a global team that spans 30+ offices and covers more than 4,000 institutional clients worldwide. Analysts in ICB have access to unique market intelligence sessions, professional development courses, training and sponsorship of exams (Series 7, Series 63, CFA).

We create, communicate and deliver thoughtful investment solutions to clients globally.

- Build and maintain client relationships
- Work closely with professionals across BlackRock to provide world-class client service
- Develop and deliver sophisticated investment products and solutions

The US & Canada Institutional Business sits within The Americas Institutional Business, which spans the United States, Canada and Latin America.

Within the U.S. & Canada Institutional Business are both client-facing and non-client-facing teams. Our teams include:

1. U.S. Pensions
2. Middle Market Pensions
3. Family Office
4. Foundations & Endowments
5. Healthcare
6. Canada Institutional
7. Client Insights Unit
8. Institutional Marketing
9. Institutional Business Management

Our team 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: Coordinating 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 client businesses across asset classes

Our team partners with:

- **Internally**: Product teams (iShares, Risk Advisory, Fixed Income, Equity, Alternatives, Multi-Asset investment), Legal & Compliance, Global Consultant Relations, Marketing
- **Externally**: Institutional clients across the U.S. & Canada

Americas Institutional Business

What will you do as an Analyst?

- Serve as the primary day-to-day contact for sales, service and communication to clients, consultants and intermediaries
- Support the distribution strategy development, including product, segment and market perspectives
- Assist in business initiative projects, learning 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

What capabilities are we looking for?

- Relationship management
- Critical thinking
- Project management
- Analytical approach
- Collaborative spirit
- Technical curiosity