

Sales & Relationship Management – Fintech Platform

Positions available in all regions: Americas, APAC & EMEA

Every day, our team tackles the hardest, most sophisticated problems in fintech. Our team members come from different majors and bring diverse skills and experiences to the table, but we share a serious passion for solving tough problems and keeping our clients happy. We partner with clients to help them oversee their enterprise risk, build better portfolios and enhance their value proposition to clients. This is achieved by using risk analytics – powered by Aladdin® – to equip clients with model construction capabilities, risk monitoring tools, and portfolio construction & analytics.

Teams you may be considered for:

It is possible that you will be evaluated for opportunities with teams other than those listed below.

Aladdin Client Business

We apply our in-depth understanding of Aladdin, our clients' businesses, and the investment management process to provide world-class service and solve tough problems for our rapidly-growing, global client base.

Aladdin Wealth Technology

Manage and grow client relationships throughout the entire client life cycle, from early-stage sales pitches to technical implementations to maintaining the relationship with live clients on the Aladdin Wealth platform.

This function is known for:

- Being product experts with a reputation for getting the job done. As a global team, 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
- Client teams develop a strong working relationship with clients to support the implementation and adoption of tools, including developing and delivering training and marketing materials for client use

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What will you do as an Analyst?

- Develop a strong working relationship with clients to support implementation and adoption of tools, including developing and delivering training and marketing materials for client use
- Play an integral role in managing the client relationships, including delivering on client commitments, responding to client inquiries and partnering to continue to enhance the service provided
- Actively manage client communications regarding product changes and improvements
- Ensure a smooth transition from Implementation to Production support
- Have direct, daily interactions with industry practitioners at respected investment institutions; solve problems that matter, making direct and measurable differences to our clients
- Build technical, industry and relationship skills

What capabilities are we looking for?

- Strong project management and coordination skills; able to manage multiple priorities
- Strong technical problem-solving skills, trouble-shooting skills and analytical thinking
- Strong interpersonal skills, both written and verbal, with the ability to convey concepts simply and clearly
- Strong interest in finance and portfolio management; practical experience in the financial market is a strong plus
- Intermediate coding and programming skills

Your learning & development will include:

- A robust training program and ongoing development through your time with the firm
- The skills and support network you need for a successful career at BlackRock
- The opportunity to work with some of the most sophisticated clients globally, while learning fundamental financial, technological skills, and software development life cycle best-practices