Sales & Relationship Management – Institutional & Retail

Positions available in all regions: Americas, APAC & EMEA

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.

Teams you may be considered for:

There may be additional teams you could be considered for that are not listed below.

Americas Institutional Business

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 4,000+ institutional clients worldwide.

Official Institutions Group (OIG)

OIG specializes in delivering BlackRock's investment management, risk management and advisory solutions to official institutions around the globe, such as central banks, sovereign wealth funds, national pension funds, multilaterals and government agencies. BlackRock manages close to $600 billion in assets on behalf of these institutions. OIG is responsible for driving the firm's topline strategy for this differentiated client base.

Retirement

BlackRock's Retirement team consists of two teams: Distribution and Product Strategy & COO. Distribution is responsible for business development, strategy and client service across a variety of retirement segments, including Defined Contribution (institutional, advisor-sold and record-keeping) and Retirement Insurance. The Product Strategy & COO team is responsible for developing and driving business strategy across all teams within Retirement.

Latin America Retail

The Latin America group serves institutional and retail clients, including corporate and public pension plans; insurance companies; third-party mutual funds; corporations; official institutions; banks and all other financial intermediaries throughout the region. Professionals within the team work together to deliver a full range of asset management, risk management, and advisory services relevant to clients' investment needs.

Regional Platforms (US, APAC, EMEA)

The regional platform 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, private assets and managed accounts, among others, working in partnership with financial intermediaries. Our client segments include institutional (e.g., pension schemes, asset managers and asset owners), wealth (e.g., private banks, wealth managers, etc.), and specialist clients (family offices, investment trusts & charities).

Financial Institutions Group

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.

Global Consultant Relations (GCR)

GCR is responsible for developing and maintaining relationships with global, regional and local consultants and ensuring that BlackRock is a key partner in delivering investment solutions for their clients across all asset classes. Primarily based in the US and UK, GCR is also represented in Germany, France, Netherlands, Singapore, Switzerland, Canada, Japan, Hong Kong and Australia.

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This function is known for:

- Creating, communicating and delivering investment solutions for our clients worldwide while also developing marketing strategies for new business growth – including cultivating relationships with key distributors of our investment products
- Being a fast-paced, high-visibility environment where our work covers some of the most important and strategic relationships for the firm

What will you do as an Analyst?

- Collaborate with senior relationship managers to deliver BlackRock investment expertise and innovative solutions to clients
- Maintain internal client management data, including accurate records of meetings and business development activities
- Support sales and client coverage by serving as the team's primary contact and driving the development and execution of team and sales strategies
- Work with relationship managers on a range of business management initiatives, including industry and market research, meeting preparation and client meeting execution

What capabilities are we looking for?

- Strong curiosity about exploring and understanding financial markets and the asset management industry
- Strong proficiency and demonstrated experience working in all Microsoft Office applications, particularly Microsoft Excel and PowerPoint
- Relationship management
- Attention to detail
- Ability to synthesize large amounts of data and information effectively
- Outstanding interpersonal skills; ability to communicate and partner at all seniority levels
- Strong project management skills with the ability to navigate multiple stakeholders and contributors to an initiative or project

Your learning & development will include:

- Gaining a deep understanding of the investment landscape by directly learning from savvy market experts
- Developing 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