Latin America

Positions are available in: Americas (New York & Miami)

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.

Our business is known for:

Client Offshore Wealth

The Offshore Wealth team focuses on financial intermediary sales of BlackRock products through wirehouses, broker-dealers, private banks, independent advisors, family offices and RIAs. In addition, the team aims to deliver a consistent and superior client experience based on understanding each client's situation, needs and concerns.

Marketing

The Marketing team works with sales and product teams to develop and activate our marketing roadmap. The team also promotes the BlackRock platform and brands to all client segments.

COO/Strategy

The COO/Strategy team is responsible for developing and executing against the strategic direction of LatAm and leading the operating cadence of the business. The team is focused on developing and communicating insights about our industry and competitive landscape; assessing our business performance; allocating resources; executing on business plans; and leading a range of strategic initiatives to shape our direction as a business.

Our team partners with:

- **Internally:** We partner with global functions regularly, including Operations, Investments, Sales, Marketing, Strategy, Product teams, and corporate functions, among others.

- **Externally:** The Region has many external partners, dependent on team. Our marketing and public relations teams work with agencies across geographies. Our distribution teams and operations teams partner closely with clients to help solve for their investment needs. Our Operations teams partner with transfer agents, custodians and others.

BlackRock.

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What will you do as an Analyst?

- Serve as primary day-to-day contact for sales, service and communication to clients, consultants and intermediaries
- Coordinate conversations with product partners and internal stakeholders in preparation for conference calls and meetings
- Oversee production of briefing documents, pitch books, business proposals and other client-specific materials
- Maintain internal client management data, including accurate records of meeting and business development activities
- Assist with strategic planning, metrics, reporting, cross-business initiatives and business process design

What capabilities are we looking for?

- A passionate interest in exploring and understanding financial markets and the asset management industry
- Strong analytical and problem-solving skills with the ability to synthesize information, summarize issues and think creatively
- Attention to detail and proofing skills are critical
- Strong project management skills with the ability to navigate multiple stakeholders and contributors to an initiative or project
- A desire to work in a high-energy environment with a dedicated commitment to excellence
- An ability to work as a team player, accept substantial individual responsibility, and proactively create value for the team
- Strong proficiency and demonstrated experience working in all Microsoft Office applications, particularly Microsoft Excel and PowerPoint
- Exemplary communication skills (verbal and written)
- Superior interpersonal skills; ability to communicate and partner at all seniority levels
- High degree of professional discretion, integrity and discernment
- An ambitious spirit that is willing to pursue additional responsibility quickly

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