

Strategic Clients

Positions are available in all regions: Americas, Europe, and Asia Pacific

The Strategic Clients teams are responsible for delivering the full depth and breadth of BlackRock's capabilities to a subset of our largest clients on a global basis. These include global financial institutions, public pensions, insurers, official institutions, and corporations.

Our business contains three teams:

Strategic Partner Program [The Americas]

Responsible for the delivery within the U.S., Latin America and Canada.

Strategic Partner Program [Asia Pacific]

Responsible for the delivery across Asia-Pacific.

Strategic Client and Business Development [Europe]

Responsible for the delivery across Europe, Middle East and Africa.

Our team is known for:

- Ensuring that we understand the strategic business priorities of our largest clients and develop forward-looking plans that address them.
- Coordinating and driving execution across the whole firm to support this mission.
- Identifying trends and opportunities across client segments.
- Facilitating executive engagement with our most important clients.
- Delivering a differentiated experience to our Strategic Partners that increases their satisfaction and positively impacts their enterprise.
- Partnering with internal stakeholders across BlackRock to drive execution of commercial opportunities for our key clients.

Our team partners with:

- **Internally:** Global Executive Committee members, Vice Chairmen, Chief of Staff teams, Financial Planning & Analysis, BlackRock's wealth and institutional client businesses, BlackRock Solutions, Alternatives, Portfolio Management Group, iShares, Financial Intuitions Group, Financial Markets Advisory and various groups within Technology & Operations.
- **Externally:** Relationship managers at client firms.

Strategic Clients

What will you do as an analyst?

- Work in a small, focused team with extensive day-to-day contact with senior business leaders and stakeholders across BlackRock.
- Work on implementing firm growth priorities across Strategic Partner firms - provide analysis, metrics and generate insights that support key initiatives.
- Support senior BlackRock leadership in identifying opportunities for revenue growth and executive-level engagement and direct firm resources towards those opportunities.
- Drive coverage of strategic clients in partnership with stakeholders across BlackRock by implementing formal relationship review sessions.
- Partner with country / business BlackRock leadership to define and execute business development strategies and creating a clear roadmap for growing relationships with identified prioritized clients.
- Help drive strategic C-Suite events (sometimes on a global scale).
- Brief senior BlackRock executives on Strategic Partner client relationships.
- Support the execution of broader Firm-wide strategic projects.

What capabilities are we looking for?

- Interest in capital markets and financial services.
- Commitment to excellence and high level of energy to help scale and enhance this strategic function within the firm.
- Effective team player, comfortable working across multiple functions, geographies and stakeholders, with maturity and judgment in dealing with internal stakeholders.
- Excellent verbal and written communication skills.
- Robust quantitative skills along with demonstrated analytical ability to synthesize information and summarize issues.
- Eagerness to learn and understand all aspects of the business and delivering on strategic and tactical objectives.
- High attention to detail and ability to effectively multi-task.