U.S. Retirement Group

Positions are available in: Americas

Retirement is changing. Previous generations looked to the traditional company pension, in combination with social security, to provide for retirement. Today, the burden of providing for retirement has shifted to the individual. And it's up to all of us to help everyone get the "new" retirement right.

We do that by empowering plan sponsors, intermediaries, consultants, financial advisors and participants with clear, smart retirement solutions that help simplify the challenges they face. We demonstrate the highest level of integrity at every step, keeping in mind that the Retirement Group is not about a quick fix.

It's about applying the best practices gleaned from decades of experience and research to help participants prepare for retirement at all stages of the investment lifecycle – from building up savings over the course of their career to spending them down in retirement.

Our business contains three teams:

Distribution
Business development, strategy and client service across a variety of retirement segments including Defined Contribution (institutional, advisor-sold and record keeping) and Retirement Insurance.

Marketing
The marketing team is responsible for digital, content, paid media, partnership marketing, participant engagement, product marketing and events. The team also amplifies the firm's retirement narrative.

Product, Strategy & COO
The team is responsible for developing and driving business strategy for the Retirement Group alongside innovation, commercialization, sales strategy, product management and client implementation.

Our business is known for:

- BlackRock's Retirement Group is a leader in the defined contribution market
- We are the #1 defined contribution investment-only provider by AUM
- We are the #2 overall defined contribution asset manager
- 80,000 workplace retirement plans are served by our team
- 60% of the Fortune 100 companies are clients
- 40 million Americans are served through their employers
- We pioneered the target date fund in 1993

We partner with:

- **Internally**: We partner with Portfolio Management, Product Specialists, Operations, Legal & Compliance, Sustainable & Transition Solutions, Public Policy, Institutional Client Business, U.S. Wealth Advisory, Communications, Aladdin Wealth Technology and Digital Marketing
- **Externally**: We partner with Plan sponsors, intermediaries consultants, financial advisors and plan participants

BlackRock

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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 development of distribution strategy, including product, segment and market perspectives
- Assist in business initiative projects, learning how to act as a project manager
- Collaborate with senior relationship managers to deliver BlackRock investment expertise and innovative solutions to clients

What capabilities are we looking for?

- Adaptability
- Client Service
- Critical thinking
- Multitasking
- Presentation skills
- Problem-solving
- Relationship management

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