U.S. Wealth Advisory

Positions are available in: Americas

BlackRock's U.S. Wealth Advisory business ("USWA") manages the firm's relationships with U.S. wealth managers and their advisors, who ultimately serve end investors. Representing a full suite of strategies – from iShares ETFs and mutual funds to separately managed accounts (SMAs), model portfolios, alternatives, portfolio solutions, and sub-advisory programs – USWA's mandate is to deliver "One BlackRock" to our clients.

Our business contains many teams:

Wealth Distribution Partners

The USWA Wealth Distribution Partners ("WDP") team is responsible for managing our relationships with the largest and fastest growing financial advisors across the country. The clients we serve include financial advisors from wirehouse firms, independent broker-dealers, banks, and registered investment advisors ("RIAs"). As a Market Support Analyst intern, you will be representing BlackRock's market views, handling questions, servicing client requests, supporting senior sales teams, and driving sales in a wide range of BlackRock products.

COO Strategy

The COO strategy team is responsible for developing and executing against the strategic direction of USWA 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.

Enterprise Relationship Management

The Enterprise business serves the largest wealth clients in the United States across home offices, platforms, and the largest RIA firms. The group is responsible for driving the commercial priorities across all of BlackRock within these firms as well as developing deep senior and strategic relationships across the C-Suite of each firm.

Product Pillars

The USWA product pillar team is responsible for developing and executing against product-specific priorities for the business. The team is focused on end-to-end product management from product development to commercial execution across investment strategies including ETFs, Mutual Funds, Alternatives and SMAs.

Our business is known for:

- **Client Focus:** Delivering a consistent and outstanding client experience tailored to each client's situation needs and concerns.
- **Strategic Execution:** Capitalizing on market opportunities through strategic client segmentation and effective time and budget management.
- **Strategic Partnerships:** Leveraging insights, best practices and thought leadership across other BlackRock product & client-focused businesses.
- **Culture:** Creating great teams and building careers, leading by example through the diversity of our skills, expertise and backgrounds.

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U.S. Wealth Advisory

Our team partners with:

- **Internally**: Global Client Businesses; ETF & Index Investments; Global Product Group; Portfolio Management Group; BlackRock Alternative Solutions; Aladdin Wealth Technology; Aladdin Client Services and Solutions; Corporate Strategy; Corporate Development; Financial Planning and Analysis.
- **Externally**: Financial Advisors ("FAs") and the management teams of wirehouse firms, independent broker dealers, banks, and RIAs; custodians and fintech platforms; industry research providers.

What will you do as an Analyst?

Wealth Distribution Partners

- Handle inbound calls from FAs functioning as a liaison between the FAs and respective internal and external BlackRock regional sales teams
- Provide support to regional sales teams including scheduling meetings with clients, pre-meeting preparation for client meetings, client follow up, coordinated territory coverage, promotion of specific product or marketing campaigns; assist with problem resolution strategies and effectively communicate resolution updates
- Proactively build trusted relationships with targeted advisors to drive sales in BlackRock products during specific campaigns
- Maintain and develop knowledge of BlackRock products, market views, marketing sales strategies, technologies, and applications to fully support and service FAs
- Prepare sales/marketing proposals and reports for FAs and sales teams

COO Strategy, Enterprise, Product Pillars

- Support special projects initiated by the head of your team in areas including internal communications, organizational strategy and execution, and business innovation
- Develop quantitative analyses and qualitative research, synthesizing and presenting findings, to support business cases and drive execution on clear action steps
- Conduct data analysis and ongoing monitoring of industry flows, sales, performance and competitive positioning to inform product focus and distribution

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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