

iShares & Wealth

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

The iShares & Wealth sales team establishes and maintains relationships with clients across numerous distribution channels. The iShares & Wealth team has two target segments: Wealth and Institutional.

What does our business do?

Wealth

The Wealth Coverage team leads our relationships and drives flows with clients across the marketplace from Financial Advisory Networks, D2C brokers, wealth platforms and advisors to private banks. This spans Discretionary Portfolio Management, Advisory and Execution only.

Institutional (Asset Managers & Asset Owners)

The Asset Owners & Asset Managers team are responsible for driving adoption of index and active investment solutions for asset managers and ETFs for asset owners.

Our business is known for:

- Being a fiduciary to our clients – we are their trusted, primary contact at the firm.
- Providing well-rounded solutions for our clients – you will work with investment teams across all product segments including active, index, private markets and more!

We partner with:

- **Internally:** investment teams, market strategists, legal & compliance, operations and marketing
- **Externally:** regulators, industry organizations, portfolio managers, fund selectors, CIOs, investment managers and business developers.

What will you do as an Analyst?

- Be responsible for crafting sales materials and briefings for account managers and the broader team
- Support day-to-day client engagements, e.g., answering queries and providing updates to clients
- Gain exposure to a wide range of teams and functions through coordinating teams across BlackRock to bring the whole firm to our clients, including client servicing teams, investment teams, legal and compliance and more.

What capabilities are we looking for?

- Passionate about financial markets – keeps up with the news, is eager to learn and be a "Student of the Markets"
- Interpersonal skills – ability to be an effective partner and connect with colleagues and clients from all walks of life
- Strong presentation delivery skills
- Ability to explain complex concepts clearly and concisely
- Well organized and able to keep track of multiple projects simultaneously
- Excellent Microsoft Office skills
- Full proficiency in English; other languages are a plus!

BlackRock