BlackRock® CAMPUS CAREERS

ABOUT BlackRock®

BlackRock was founded 28 years ago by eight entrepreneurs who wanted to start a very different company. One that combined the best of a financial leader and a technology pioneer. And one that focused many diverse views on a singular purpose: making a difference in the lives of the parents and grandparents, the doctors and teachers who entrust us with their money—and their futures—every day.

UNLOCKING CLIENT BUSINESSES

Within the Client Businesses, we create, communicate, and deliver thoughtful investment solutions to our clients globally. The Client Businesses serve a diverse base of institutional and retail clients, including pension plans, insurance companies, consultants, endowments, foundations, charities, corporations, official institutions, banks, and individual investors.

Client Businesses:

- Build and maintain client relationships
- Develop and deliver sophisticated investment products and solutions to address each client's goals and objectives
- Work closely with professionals across BlackRock to provide world-class service

RELATIONSHIP MANAGEMENT

Create new business opportunities and deliver world-class client service

The Relationship Management Teams represent BlackRock's client-facing sales and relationship professionals, who deliver investment solutions for each client's goals and objectives. These Teams partner with BlackRock product strategists, portfolio managers and researchers across asset classes and geographies. The Relationship Management Teams represent BlackRock to our clients and the outside world, creating new business opportunities by identifying client needs, supporting key relationships, and providing superior service to existing clients and consultants.

CLIENT BUSINESSES GROUPS

BUSINESS MANAGEMENT

Drive business results and achieve objectives through strategy & analytics

The Business Management Teams ensure the integrated delivery of BlackRock's capabilities to our clients globally. By engaging directly with the leaders of each Client Business, these Teams drive key initiatives and ensure consistent messaging and coordination with internal partners across BlackRock. Through strategic planning and analysis, these Teams act as the "connective tissue" of their businesses, monitor business results, allocate resources, and implement metrics-driven sales execution.

PRODUCT MANAGEMENT

Execute product strategy and positioning to address client needs

The Product Management Teams are responsible for commercializing key products that contribute to the firm's success and maximize impact on financial results. These Teams operate cross-functionally to develop and implement product strategy by working closely with key stakeholders, including Relationship Managers, Investment Teams, Marketing, Operations & Administration, and Legal & Compliance. Product Managers drive new product development, manage the existing product range, create sales positioning and materials, and support business development.

Positions available in: New York | London | Continental Europe | San Francisco | Princeton | Toronto | Hong Kong | Singapore

KEY TASKS

- DELIVER SOLUTIONS
- DEVELOP STRATEGIES
- BUILD RELATIONSHIPS
- DRIVE NEW BUSINESS

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OUR TEAMS ARE KNOWN FOR:

- **Client Focus:** Delivering a consistent and superior client experience based on understanding each client's situation, needs, and concerns
- **Sales Acumen:** Executing flawlessly at each stage of the BlackRock sales process, from profiling and needs-assessment to negotiating and closing
- **Strategic Execution:** Capitalizing on market opportunities through strategic client segmentation and effective time and budget management
- **Project Management:** Overseeing the implementation of client requests from onboarding to maintaining client accounts.

AS AN ANALYST YOU WILL:

- 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

QUALITIES WE LOOK FOR:

- Intellectual curiosity and strong research skills
- Strategic thinking and the ability to see the big picture
- Active listening skills and the ability to communicate clearly
- Strong organizational skills and the ability to multi-task
- Advanced proficiency in Microsoft Excel and PowerPoint

TEAMS AT A GLANCE

Institutional: Clients include public pension plans, corporations, governments, insurance companies, consultants, endowments, foundations, and official institutions

Retail: Clients include financial advisors via private banks, insurance providers, registered investment advisers, and individuals via direct distribution

iShares: BlackRock's $1 trillion ETF franchise; clients span retail and institutional segments

US Retirement Group: specialized team focused on providing retirement solutions to institutional and retail clients

Latin America & Iberia: specialized team focused on institutional and retail clients in the Latin America and Iberia regions

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OUR TEAMS ARE KNOWN FOR:

- **Institutional-quality, Client-relevant Content:** Produce messaging and develop value proposition for BlackRock products, platforms, and capabilities to attract new business
- **Contextual Positioning**: Deliver in-depth product analysis, incorporate competitive information, and explore industry trends
- **Strategic Product Partnership**: Client-centric product development and range management, connecting Investment Teams and Client Businesses across asset classes (fixed income, equity, alternative investments)

AS AN ANALYST YOU WILL:

- Understand and support BlackRock's product line, such as open and closed-end funds, ETFs, hedge funds, commingled funds, and/or separate accounts
- Partner with key stakeholders (investment teams, relationship managers, marketing, legal) to position and deliver product content for client and internal communications
- Develop, write, and refine messaging for sales materials, including pitch books, reference guides, new business proposals, and internal presentations
- Construct responses to common client questions, new business development inquiries and due diligence questionnaires
- Assist with strategic business and platform development initiatives

QUALITIES WE LOOK FOR:

- Excellent written, oral, and interpersonal communication skills
- Ability to understand and synthesize complex concepts and
- Consultative, analytical mindset and creative aptitude
- Proactive and detail-oriented nature with strong project and time management skills
- Advanced proficiency in Microsoft Excel and PowerPoint

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OUR TEAMS ARE KNOWN FOR:

- **Strategically-Minded, Execution Focused:** Developing and delivering world-class operating processes to optimize efficiency of the Client Businesses
- **Strategic Execution:** Developing business strategy and relevant analytics to monitor, understand, and drive business results
- **Delivering the Firm:** Ensuring consistent messaging, processes, and coordination across BlackRock to deliver a seamless client experience

AS AN ANALYST YOU WILL:

- Support senior leadership through performance reporting
- Draft executive-level presentations and talking points
- Build and present sophisticated, insightful analytics on strategic initiatives and internal business operations
- Compile and analyze results / trends across the Client Businesses and the asset management industry
- Participate and support project management activities of strategic Client Business initiatives
- Assist with strategic planning, metrics, reporting, cross-business initiatives, and business process design

QUALITIES WE LOOK FOR:

- Excellent written, oral, and interpersonal communication skills
- Strong quantitative skills and demonstrated analytical ability
- Effective project management skills, with the ability to manage multiple projects simultaneously
- Proven ability to work on a team towards a common goal
- Advanced proficiency in Microsoft Excel and PowerPoint

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FOR MORE INFORMATION: www.blackrock.com/campus