Relationship Management & Sales

BlackRock was founded 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: to create a better financial future for our clients - companies, governments, and millions of individuals saving for retirement, their children's educations, and a better life.

Being part of BlackRock means being part of a community of smart, ambitious people. People who value diversity of thought, perspective and background, who believe everyone has a voice at the table. So, whatever your background, whatever you're studying, there's a place for you here.

PRODUCT MARKETING & SALES

Execute product strategy and positioning to address client needs

The product marketing & sales 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.

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.

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Product Marketing & Sales

BLACKROCK®

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Our team is 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

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 $1.3 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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Relationship Management

BLACKROCK®

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Our team is 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
- Assist with strategic planning, metrics, reporting, cross-business initiatives, and business process design

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