

Role Profile

Director, BAS – Private Credit, DACH

Corporate Title:	Director
Business / Division:	BlackRock Alternatives Specialists (BAS) EMEA
Reporting Manager:	Jean-Christophe Rey (MD, Head of Private Credit Fundraising, EMEA)
Location:	Munich/Frankfurt or Zurich

About BlackRock:

BlackRock is a global leader in investment management, risk management and advisory services for institutional and retail clients. At September 30, 2016, BlackRock's AUM was \$5.1 trillion. BlackRock helps clients around the world meet their goals and overcome challenges with a range of products that include separate accounts, mutual funds, iShares® (exchange-traded funds), and other pooled investment vehicles. BlackRock also offers risk management, advisory and enterprise investment system services to a broad base of institutional investors through BlackRock Solutions®. As of September 30, 2016, the firm had approximately 13,000 employees in 30 countries and a major presence in global markets, including North and South America, Europe, Asia, Australia and the Middle East and Africa. For additional information, please visit the Company's website at www.blackrock.com | Twitter: [@blackrock_news](https://twitter.com/blackrock_news) | Blog: www.blackrockblog.com | LinkedIn: www.linkedin.com/company/blackrock

Business Unit Overview:

BlackRock takes a dynamic approach to alternative investments, creating investment vehicles designed to capitalise on evolving opportunities in fast-changing markets. We offer clients strategies across the alternatives spectrum including real estate equity and debt, private equity, private credit, infrastructure, single-strategy hedge funds, funds of hedge funds, commodities, currency and opportunistic strategies. We manage over \$135bn of assets across these strategies, including over \$50bn of private markets assets.

Our alternative investment capabilities are fully integrated into BlackRock, allowing investment teams to capitalise on the firm's considerable resources in areas such as risk management, product development, client service and operational support. With global alternative industry assets under management now surpassing \$5 trillion, we continue to witness increasing demand for innovative, value added alternative investment solutions from institutions, foundations and endowments, as well as high net worth investors and their representatives. Private Markets within the Alternative Investment platform remains at the forefront of this broad investor demand.

BlackRock Alternatives Specialists (BAS) is a specialized sales force that covers all distribution, client types, geographies and alternatives products. The group has exceptional access to the investment teams, resources and strategies within our Alternatives business (BlackRock Alternative Investors) and is tasked to create and find solutions for individual clients using BlackRock's broad expertise across alternative investments. BlackRock's objective is no less than to create the world's preeminent provider of alternative investment solutions.

With deep industry expertise, demonstrated access to proprietary deals and a purely fiduciary mindset, our experienced investment professionals leverage BlackRock's unparalleled risk management capabilities, global reach and deep local presence to deliver compelling investment opportunities to meet our clients' needs across Private Markets. BlackRock provides investors with Infrastructure Debt & Equity, Real Estate Debt & Equity, Private Credit & Private Equity via funds, co-investments and managed accounts. Our 500person team is based in over 22 offices globally.

Job Purpose/Background:

Reporting to JC Rey, Head of BlackRock Private Credit Distribution in EMEA, this role will sit within BAS. The focus will be on developing and maintaining key institutional, consultant and retail relationships across the DACH region with a particular focus on the Private Credit strategies and a further appreciation of the broader Private Markets products that BlackRock have to offer. This individual will contribute to the growth of assets under management while continually improving and enhancing the client experience, especially with respect to Private Credit.

Key Responsibilities:

- The candidate will be a proven producer with the ability to use independent judgment, forge good working relationships with regional and business counterparts.
- Spearhead Private Credit capital raising across the DACH markets in close coordination with the local institutional and retail client coverage teams, as well as fellow BAS colleagues in the region.
- Initiate sales activity with un-penetrated investors in the DACH region to proactively prospect new business and form new client relationships.
- Lead relationships with relevant consultants in the region in close coordination with the Global Consultant Relations team to ensure effective and integrated coverage.
- Engage with Private Credit investment teams to provide solutions and identify cross-selling opportunities.
- Assist Private Markets colleagues with product development, and take a holistic view of the business across our entire suite of alternative investment products.
- Ensure participation in large profitable RFPs and source non-competitive opportunities.
- Mentor junior RMs to build their sales capabilities.

Knowledge / Experience:

- Extensive experience in and knowledge of the asset management industry, specifically a deep knowledge of Private Markets investment. Those with extensive experience in Private Credit are of particular interest.
- Solid rolodex of clients across institutional (and ideally retail) channels in the DACH region.
- Ability to articulate our various funds and investment strategies.
- Proven sales background – a smart, articulate and highly motivated road warrior – is a “hunter gatherer”.
- Strong organizational skills to aggregate, synthesize and prioritize Private Markets sales activities in the region.
- Displays natural leadership among broader sales team to drive business development energy and to establish credibility in making strategy and resource allocation decisions.
- Understand key drivers of success, various metric schemes and a working knowledge of our competitors.
- Ability to effectively execute on decisions in a fast-paced environment.
- Clear awareness of key issues in the Private Markets industries affecting investors from investment, service and regulatory perspectives.
- Ability to work alone as well as successfully being a part of the wider team.
- Strong intellectual ability and interpersonal skills.
- Ability to speak German fluently is essential
- Ability to lead by example – high ethical standards and strong work ethic.
- Has, or is willing and able to obtain, the required licenses.

Contact Details:

Alice Girardot

alice.girardot@blackrock.com