Biography

Zach Pappas – Aperio

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Vice President

Client Relationship Manager

Zach Pappas, CIMA is a Client Relationship Manager in the Business Development Group at Aperio (BlackRock). In this role, Zach focuses on client and prospect relationships on the east coast, consulting with advisors across wirehouse, RIA, private bank, and multi-family office channels partnering with advisors and clients to build custom index solutions, working closely with portfolio management, values-aligned strategists, and client experience teams.

Zach was previously a Separately Managed Account (SMA) Specialist within BlackRock's US Wealth Advisory business. In this role, he partnered with market teams across channels in addition to the wealth management industry's largest, fastest-growing advisors to represent BlackRock's Separately Managed Accounts. Zach's responsibilities included providing subject matter expertise for BlackRock's full suite of SMAs.

Prior to joining BlackRock, Zach spent five years in a number of distribution roles at John Hancock Investment Management. He most recently specialized in coverage of the major wirehouse firms with a focus on strengthening relationships among un-engaged high opportunity advisors in the Northeast in addition to serving as a specialist covering the firm's CIO IMM Models at Merrill Lynch. Zach began his career with Fidelity Investments in their Personal Investing group. He earned a Bachelor of Science Degree (Magna Cum Laude) from Worcester State University in 2016 where he was a member of the school's football team and holds the Certified Investment Management Analyst (CIMA) designation administered by the Investments and Wealth Institute.

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