Branch Manager Advisor

Requisition	R0000175419
Employer	Royal Bank of Canada
Canadian locations	Trinity (Terre-Neuve-et-Labrador, Canada)
Primary address	No Street Address Available, TRINITY, NL A0C 2S0, Canada
Posted	November 20, 2026
Date in the description	June 4, 2026
Posted deadline	December 4, 2026
Last day to apply	December 3, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

As a Branch Manager Advisor, you fulfill a critical role in the branch with 40-50% of your time spent providing advice to clients as a Financial Advisor and 50-60% in a Branch leadership role. As a local market leader, you are responsible for the retail performance within a Branch focusing on business growth including new client acquisition and enhancing RBC’s ability to acquire and deepen client relationships. As a Financial Advisor, you have a breadth and depth of expertise across everyday banking, investments, and credit, with the ability to fulfill on a robust Advice Experience on both complex personal and business needs.

Responsibilities

- Manage a team that offers exceptional customer experience by leading with advice and taking full advantage of RBC's ability to provide appropriate solutions to meet our clients' needs and our business' financial situation.
- Champion of digital activation by proactively educating our clients to use, while leading with advice, serving digitally wherever possible and encouraging our clients to interact with us in their channel of choice.
- Lead your team from the front, actively engaging clients inside and outside the industry, providing complex advice solutions and modeling key behaviours by focusing on teamwork to meet our client's needs.
- Stay connected and active locally in your community, and motivate your RBC team and partners to proactively communicate with clients and influence centres
- Strategically manage the capacity of the consulting team by leveraging the skills and capabilities of advisors, mobility and understanding the weekly/monthly traffic flow to stimulate contact with clients.
- Role model, coach and champion of our leadership model. Constantly demonstrate empathy, kindness and take the time to understand circumstances, motivations and concerns in all interactions with employees, colleagues and clients
- Talk about it and talk about inclusion and create conditions where team members and clients are valued and appreciated; team members bring their best to work, feel a strong sense of belonging and realize their full potential, regardless of their identity.
- Develop and train your team to improve skills and capacity. Focus on employee movement through skill levels to stimulate performance in the current role and allow future career progression.

Qualifications

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Requirements

- Valid Mutual Fund Accreditation (Canada Investment Fund or Canadian Securities Course)
- Branch Compliance Officer course offered by the Canadian Securities Institute or the ability to take an exam within 4 months of the start date.
- Entrepreneurial business acquisition mindset

Assets

- Experience in both business and personal banking.
- Minimum 3 years in a people management role
- Canada (excluding Quebec): Completed Designated Financial Services Advisor (DFSA) designation, offered through the Canadian Securities Institute (i.e. Personal Financial Service Advice and Financial Planning I)
- Québec: Certificate of Achievement – Personal Financing, offered by the Canadian Securities Institute (i.e. Fundamental Principles of Personal Finance – Quebec, Investment and Taxation Fundamental Principles – Quebec, Insurance and Retirement – Quebec)

Pay and benefits

RBC teams aim to grow by working together, thinking ahead and giving dependable advice that helps clients and communities prosper. They support one another, develop their potential and strive for outcomes that benefit the communities they serve as well as the bank.

- A comprehensive total premium program including flexible premiums and benefits, along with competitive remuneration.
- Managers who coach employees and help them find opportunities to develop.
- Ability to make a difference and have a lasting impact.
- Join a collaborative team that works at a high standard and looks for new ways to improve.
- Strong financial strength and strong brand to support your goals.

Job Skills

RBC accepts applications until 11:59 p.m. on the day before the posted deadline.

Our Employment Opportunities

RBC works as One RBC and follows five shared values: putting clients first, integrity, collaboration, respect and excellence. As one of the world’s largest and most successful banks, it sees inclusion and different perspectives as important to continued growth. RBC supports staff in doing their best work, working together, innovating and developing professionally. Its policies and programs foster respect, belonging and opportunities for everyone to create value for clients and communities.

Talent community

People who join RBC’s talent community can receive new postings, career advice and recruitment event updates tailored to their interests.

RBC’s careers portal shares information about career paths and how its teams contribute to client and community well-being.

RBC is accepting applications for an existing vacancy. Qualified applicants may hear from the recruitment team for a more detailed review of their résumé.

Search for requisition R0000175419 on the RBC careers portal.

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