Senior Will and Estate Advisor

Requisition	R0000187285
Employer	Royal Trust Corporation of Canada
Canadian locations	Halifax (Nouvelle-Écosse, Canada)
Primary address	1959 UPPER WATER ST, HALIFAX, NS B3J 3N2, Canada
Posted	November 13, 2026
Date in the description	September 9, 2026
Posted deadline	December 11, 2026
Last day to apply	December 10, 2026
Business area	WEALTH MANAGEMENT
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Commission

The position

As a professional with the RBC Royal Trust, the Senior Will and Estate Advisor is responsible for the acquisition of new wills and powers of attorneys and agents appointing the Royal Trust as trustees. You will develop and maintain strong collaborative relationships with high-value clients and key internal and external partners to identify appropriate opportunities and ensure a superior experience with the Royal Trust.

Responsibilities

- New appointments by will and mandate and other new business opportunities through established relationships with influence centres (accountants, lawyers, trustees, investment advisors, etc.).
- Provide advice on real property planning issues, ensure that new documents meet internal policy standards, and ensure that will policies are met.
- Acting as a resource for the Royal Trust by providing advice on specific legal issues related to estates and trusts, along with to internal partners and clients through presentations on estates and succession planning.
- Keep up to date on legislative changes related to estates and trust issues in the applicable jurisdiction.
- Provide timely and effective customer service to existing clients with respect to their will and proxy/mandate.
- Provide superior client service to existing clients and partners to ensure that appointments are maintained.
- Participate in banking and industrial events, to continue to develop industry and professional expertise.
- Be Ambassador of the Royal Trust as a professional of the estate and trust in the market.

Qualifications

Must haves

- Canadian Law Degree and calls on the bar in at least one Canadian province or territory.
- Advanced knowledge of wills, estate administration, trust administration and related services, tax rules and planning concepts
- Advanced knowledge of the law relating to wills, estates and trusts
- Experience in Will, Estate and Trust Law, Financial Planning, Trust and Estate Administration, and Relevant Tax, Environmental, Family and Insurance Issues
- Demonstrated presentation skills

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Assets

- Relationship management, marketing and sales development capabilities
- Established internal and external business network
- Trust and Estate Practitioner (TEP) designation
- Financial planner designation

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, competitive remuneration, commissions and inventories, where applicable
- Capacity to make a difference and sustainable impact
- Join a collaborative team that works at a high standard and looks for new ways to improve.
- Opportunities to do challenging work

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 R0000187285 on the RBC careers portal.

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