RBC Group Consultant - Alberta

Requisition	R0000190338
Employer	RBC
Canadian locations	Calgary (Alberta, Canada)
Primary address	339 8 AVE SW, CALGARY, AB T2P 1C4, Canada
Posted	October 14, 2026
Last day to apply	March 29, 2027
Posted deadline	March 30, 2027
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

RBC Group Advantage is a comprehensive business segment that offers a variety of retirement savings products including Group RRSP's, Deferred Profit Sharing Plans, Group Tax Free Savings Accounts and Defined Contribution Pension Plans that are combined with expert advice and delivered in the convenience of the workplace.

If you are a self-motivated professional who enjoys building relationships with business clients and thrives on putting clients first, you will enjoy this mobile consultant and advice role focused on the delivery of the Group Retirement Savings value proposition to commercial/corporate clients. This is an important role to all RBC business platforms and offers a variable compensation plan.

Responsibilities

- Clients anchoring to group retirement savings and financial well-being programs: 60% of your time will be spent on lead production and 40% on activation of sales
- Identify referral opportunities for mortgage and capital loan programs
- Champions RBC Advantage Group Value Proposal with partners and in the external market
- Establish and maintain relationships with senior executives in the personal and commercial banking and wealth management sector in Canada
- Allow activities that result in the acquisition of new Group Advantage sponsors
- Be flexible to work on an occasional evening or weekend

Qualifications

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Requirements

- Strong skills in prospecting, networking and business development
- Excellent ability to develop internal and external relationships to identify and implement strategies that stimulate business growth
- Independent, entrepreneurial and self-management competencies to achieve planned objectives
- Experience in creating a reference network and a current and extensive network of influence centres
- Designation as a Retirement Plans Associate (RPA) and/or Certified Employee Benefit Specialist (CEBS) through the International Foundation of Employee Benefit Plans or be willing to complete the necessary courses to achieve the RPA designation within 18 months of start date

Assets

- Excellent presentation, communication, time management and organizational skills. highly developed mobile PC and skills with demonstrated digital capacity using Microsoft Office products (Excel, Word, Power Point)

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.

Job Skills

Adaptability, Business Development, Customer Centricity, Curious Mindset

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.

Search for requisition R0000190338 on the RBC careers portal.

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