Group Consultant

Requisition	R0000190393
Employer	Royal Bank of Canada
Canadian locations	Mississauga (Ontario, Canada)
Primary address	1530 DUNDAS ST W, MISSISSAUGA, ON L5C 1E4, Canada
Posted	October 14, 2026
Last day to apply	March 30, 2027
Posted deadline	March 31, 2027
Business area	HUMAN RESOURCES & BMCC
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

This is for current and future opportunities in the Greater Toronto Area.

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
- High-tech PC and mobile knowledge with demonstrated digital capacity using Microsoft Office products (Excel, Word, Power Point)
- Action oriented and creative business acumen

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 total compensation program with competitive pay, bonuses and flexible benefits, plus commissions and stock where applicable.
- A world-class financial services training programme
- Excellent professional development and access to a variety of job opportunities in businesses and geographies
- Managers who coach employees and help them find opportunities to develop.
- Join a collaborative team that works at a high standard and looks for new ways to improve.

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 R0000190393 on the RBC careers portal.

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