Mortgage Specialist

Requisition	R0000190773
Employer	Royal Bank of Canada
Canadian locations	Vancouver (Colombie-Britannique, Canada)
Primary address	1025 GEORGIA ST W, VANCOUVER, BC V6E 3N9, Canada
Posted	November 19, 2026
Date in the description	October 20, 2026
Posted deadline	December 31, 2026
Last day to apply	December 30, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Commission

The position

In this role, you provide peace of mind to clients by providing customized mortgage solutions and advice. Your ability to develop relationships with both internal and external partners is crucial to your success, particularly within the community and realtors' offices. Further, you build client loyalty through your keen desire to provide exceptional and personalized service, while your proven motivation and entrepreneurial sales style allows you to drive the business results you desire.

***Require Mandarin and Cantonese Language skills for this location**

Responsibilities

- To foster local business opportunities and seek new clients by building relationships within the community and your centres of influence
- Develop a loyal customer base by providing outstanding mortgage advice and financial solutions
- Manage your personal sales results successfully, while working with RBC partners to anchor your external activities
- Take the initiative to provide advice and solutions to clients, meeting their individual needs
- Remain mobile to be accessible and accommodate clients' preferences

Qualifications

Requirements

- At least 3 years of proven commercial success, ideally in financial or real estate services
- A strong network in your community, resulting in referrals, new clients and business growth
- Proven ability to build confidence and maintain long-term customer relationships
- Ability to cultivate strong relationships with internal partners
- Self-starter who works independently and seeks out answers

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Assets

- Prior experience as a mortgage lender
- Strong knowledge of the mortgage origination business and home financing products
- Excellent presentation and excellent organizational skills

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 benefits, unlimited pay and retirement options
- World-class training programs and career development opportunities
- The advantage of working with a dynamic, collaborative and effective team where initiative and hard work are recognized and rewarded
- Flexible work schedule based on client preferences and your own work-life balance
- Innovative mobile technology to ensure your success

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.

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 R0000190773 on the RBC careers portal.

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