Director, Global Procurement - Technology & Operations

Requisition	R0000191381
Employer	Royal Bank of Canada
Canadian locations	Toronto (Ontario, Canada)
Primary address	600 QUEENS PLATE DR, TORONTO, ON M9W 0A4, Canada
Posted	November 16, 2026
Last day to apply	November 29, 2026
Posted deadline	November 30, 2026
Business area	CHIEF LEGAL & ADMIN OFFICE GRP
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

As Director – Global Technology Sourcing - Innovation, Operations, and AI - you will oversee managing a team of Procurement professionals supporting three large Technology and Operations teams. You will oversee the development and execution of sourcing, negotiations, and savings strategies and optimizing total value generated from RBC’s supplier base. You will be a trusted Procurement advisor to senior executives on contract and negotiation matters across complex categories including SaaS, foundational LLMs and AI based tools, and more. This role is essential in strengthening relationships with business unit clients and suppliers along with ensuring solutions are developed and delivered on time and against operational and financial business targets.

Responsibilities

- Lead complex negotiations to achieve the best agreement for the organization on quality, quantity, risk, timing, etc.
- Partner with senior execs to help proactively manage contract renewals and sourcing events under their purview.
- Key interactions among senior management; understands and influences stakeholder groups and decision makers
- Establish strategic direction and plan to support long-term business and business unit plans.
- Coach and manages the team to understand RBC's vision, and to support and strengthen targeted behaviours that align with the RBC leadership model.
- To be a change agent to improve the processes and time frames for acquiring AI software and tools while balancing due diligence, risk and cost.

Qualifications

Requirements

- 10 years and more experience in technology procurement, procurement and relationship management
- Experience in leading and supporting a team of procurement practitioners, including managing inter-stakeholder interactions/relations
- Demonstrated depth and experience in SaaS and in particular in software procurement
- Strong Business and Financial Acumen
- Demonstrated experience leading to large, complex requests for proposals and direct negotiations with a total contract value of $20 million or more
- Strong grasp of procurement law and/or regulations

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- Targets and results-oriented objectives; capable of meeting high quality standards while simultaneously performing various tasks and deadlines.

Assets

- Procurement experience specific to negotiations with foundational AI providers and associated tools.
- Understanding, experience or training in law and/or technology
- Experience in developing strategies and presenting to senior managers
- People-specific skills in providing counselling and coaching to help build team capacity

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.
- Managers who coach employees and help them find opportunities to develop.
- 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.
- A world-class financial services training programme
- Flexible work/life balance options
- Opportunities to do challenging work

Job Skills

Contract Management, Contract Review, Decision Making, Interpersonal Relationship Management, Long-Term Planning, Negotiation, Sourcing and Procurement, Supplier Evaluations, Waterfall Model

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 R0000191381 on the RBC careers portal.

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