Insurance Advisor Life, Health & Wealth

Requisition	R0000191542
Employer	RBC Life Insurance Company
Canadian locations	Ottawa (Ontario, Canada)
Primary address	90 SPARKS ST, OTTAWA, ON K1P 5B4, Canada
Posted	November 3, 2026
Last day to apply	December 14, 2026
Posted deadline	December 15, 2026
Business area	INSURANCE
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

We are looking for self-motivated, motivated and entrepreneurial people to join our RBC Insurance field sales team.

As an accredited Life, Health & Wealth Advisor (HLLQP/LLQP) you provide integrated life insurance planning and advice to your existing network of referrals and new RBC client acquisitions. Your drive to understand the full-suite of RBC Insurance Life, Whole Life, Living Benefits, & Wealth products enables you to provide valuable solutions to your clients based on their needs. Alongside your own prospecting and networking activity, you are fully supported by internal partners who work to help to deepen your client relationships through effective opportunity spotting and honest sales practices.

We are proud to promote a culture where people and ideas are rewarded and teamwork is encouraged. When you succeed, we succeed. Join us!

Responsibilities

- Connect with clients through discovery to better understand their life events and offer comprehensive insurance and financial advice that aligns with their current and changing needs
- Independently prospecting, developing and developing a new business book through targeted outreach, networking and strategic relationship building activities.
- Promote a first customer mindset in a digital environment by meeting customers when it is the most convenient for them
- Develop and deepen customer relations with the use of Salesforce and other compliant customer/electronic tools
- Contribute to your sales team's success and be responsible for achieving your individual sales goals.
- Increase your external networks by taking advantage of market opportunities and references from approved centres of influence
- Review individual activity results on a regular basis and adjust activities when needed to meet objectives
- Pursue your vision of RBC as one of the most reliable and prosperous financial institutions

Qualifications

Requirements

- Business development and skills development with objective-oriented attitude and strong ambition to succeed
- 2+ years of professional sales experience
- Ability to develop and maintain strong relationships with clients

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- Life/A&S License (HLLQP/LLQP), or willingness to complete before the start date
- An existing network of referrals and approved centers of influence
- Post-secondary diploma or equivalent
- Digital literacy using a variety of systems and tools
- Valid Canadian Driver Licence and Clean Vehicle Required to Meet Clients in a Designated Area

Assets

- Fluent in English + other language
- Great communication skills
- Industry Designations Preferred: CFP (Certified Financial Planner), CLU (Chartered Life Underwriter), CHS (Certified Health Insurance Specialist)

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.

- The resources and support you need to develop your client portfolio and advance your career goals
- 3 weeks of paid vacation
- A comprehensive compensation package and incentives that recognize strong performance
- Flexible health benefits that allow you to choose the level of protection that suits you and your family
- Savings, profit sharing and retirement options to help you increase your savings and plan for your future financial security
- Exceptional training programs and career development opportunities
- RBCI software tools to increase your productivity

RBC is accepting applications for an existing vacancy. Qualified applicants may hear from the recruitment team for a more detailed review of their résumé.

Job Skills

Communication, Competitive Markets, Cross Sales, Customer Knowledge, Customer Needs, Interpersonal Relationship Management, Life Assurance, Perseverance and Follow-up, Sales, Sales Activities

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 R0000191542 on the RBC careers portal.

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