Insurance Advisor - Life, Health & Wealth

Requisition	R0000191558
Employer	RBC Life Insurance Company
Canadian locations	St. John's (Terre-Neuve-et-Labrador, Canada)
Primary address	100 NEW GOWER ST, SUITE 601, ST. JOHN'S, NL A1C 6K3, 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, highly driven and entrepreneurial individuals to join our Field Sales team at RBC Insurance. As an accredited Insurance Advisor Life, Health & Wealth (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’re proud to promote a culture where great 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
- 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 referrals 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

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Requirements

- Post-secondary diploma or equivalent
- Life/A&S License (HLLQP/LLQP) or the willingness to complete it prior to start date
- Business development and prospecting skills with a goal-oriented attitude and strong ambition to succeed
- Ability to develop and maintain strong relationships with clients
- Professional sales experience with an entrepreneur minsdet
- An existing network of authorised reference and influence centres
- Digital literacy using a variety of systems and tools

Assets

- Bilingual (French & English)
- Professional sales experience in the insurance sector
- 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 presently inviting candidates to apply for future vacancies. Applying to this posting allows you to express your interest in future career opportunities at RBC. Qualified applicants may be contacted to review their resume in more detail.

Job Skills

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 R0000191558 on the RBC careers portal.

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