Manager Business Markets

Requisition	R0000191668
Employer	RBC
Canadian locations	Toronto (Ontario, Canada)
Primary address	2 BLOOR ST E, TORONTO, ON M4W 1A8, Canada
Posted	October 30, 2026
Last day to apply	December 30, 2026
Posted deadline	December 31, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

PLEASE NOTE THIS IS FOR VARIOUS POTENTIAL LOCATIONS THROUGHOUT THE GREATER TORONTO REGION. FLEXIBILITY & MOBILITY REQUIRED.

You will lead a best-in-class business markets team to maximize RBC’s position in the market and bring the best of RBC to businesses and their owners. You will coach your team to deliver an exceptional client experience leading to the retention, acquisition and growth of target Business client relationships. You will build high employee engagement through recruiting, talent management, professional development and ongoing coaching, growing diverse talent for today and the future. Your passion in creating success for our clients, employees and communities will be the key to your success in this role.

Responsibilities

- Team of coaches to work on attracting, developing and maintaining customer relationships and presenting the full range of RBC partners, along with a wide range of products and solutions to deepen relationships through needs-based advice
- Recruit and develop leading talent; lead change management and support team to provide differentiated customer experience
- Develop your team's capabilities, including their credit skills; maintain oversight to ensure that measures are taken to maintain satisfactory operational and credit effectiveness through portfolio management activities and routines
- Demonstrate your market leadership by promoting the RBC brand and enhancing visibility by developing and maintaining a network in the business community, working closely with business leaders, COI’s, and community groups
- Promote digital activation with your team by becoming a champion to ensure that customers are set up to take advantage of digital solutions for themselves and their business

Qualifications

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Requirements

- Knowledge of financial analysis and risk assessment and knowledge of the financial dynamics, needs and challenges associated with business clients
- Strong coaching and leadership capacity to create and support a high-level professional team
- Capacity to develop and maintain strong commercial and community networks
- Proven ability to build strong relationships with key stakeholders
- Experience in new communications and technologies (i.e. web meetings, social media, digital banking and mobile applications) and knowledge of traditional and non-traditional competitors

Assets

- Knowledge of a wide range of business financial products and services, such as credit and investment, is an asset
- Commercial bank and/or Business markets experience of an asset
- Post-secondary degree, ideally in business, business administration or related experience

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 performance-based premiums, flexible benefits and competitive pay
- Leaders who support your development by coaching and managing future opportunities
- Join a collaborative team that works at a high standard and looks for new ways to improve.
- A unique opportunity for personal and professional growth

Job Skills

Adaptability, Best Practices Implementation, Business Development, Communication, Creative Vision, Client Relationship Management (CRM), Decision Making, Financial Planning and Analysis (FP&A), Talent Management, Team Work

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 R0000191668 on the RBC careers portal.

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