Relationship Manager Intern, Commercial Financial Services

Requisition	R0000191809
Employer	Royal Bank of Canada
Canadian locations	Nanaimo (Colombie-Britannique, Canada)
Primary address	205 COMMERCIAL ST, NANAIMO, BC V9R 5G8, Canada
Posted	November 10, 2026
Date in the description	November 8, 2026
Posted deadline	November 27, 2026
Last day to apply	November 26, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Internship
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

As our Relationship Manager Intern, you are in a proactive, face-to-face client relationship role in RBC's Commercial Banking platform. The program is based primarily in a Commercial Centre and lasts approximately 9 months. A mentor is assigned to coach you throughout your training. This opportunity prepares you to deliver excellent, responsive, and proactive service to commercial business clients in the areas of accounts, operating services, credit, lending, and deposits. Your training occurs on-the-job, combined with self-study material, interactive online courses, and classroom training.

Responsibilities

- Provide value-added financial advice and solutions tailored to your customers
- Take advantage of sales tools, including sales planning, prospecting and pre-call planning tools
- Apply a continuous improvement approach to provide superior customer experience
- Develop your needs-based sales strategy for all customers and prospects to increase revenue, deepen customer relationships and achieve a high level of customer loyalty

Qualifications

Requirements

- At least 1-2 years of experience in commercial lending, and previous banking experience in a relationship management role
- Post-secondary degree or diploma, ideally in business or business administration, or related experience
- A proven success in a business development role, particularly in the acquisition of new customers, prospecting and cold call
- Financial statements review and computer modelling and analysis
- Experience in communications and emerging technologies (i.e. web meetings, social media, digital banking and mobile applications)

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Assets

- Passion for providing quality advice and meeting customer needs
- Strong interpersonal and bargaining skills
- Entrepreneurial attitude and self-motivation to achieve above average results
- Continuous learning with deep curiosity to understand its various clients and is up to date with changes in customer needs, procedures and relevant products

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
- Managers who coach employees and help them find opportunities to develop.
- Join a collaborative team that works at a high standard and looks for new ways to improve.
- A world-class financial services training programme

Job Skills

Adaptability, Business development, Customer center, Communication, Critical thinking, Curious Mindset, Financial work, Practice management

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 R0000191809 on the RBC careers portal.

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