Relationship Manager, Business Markets

Requisition	R0000192223
Employer	Royal Bank of Canada
Canadian locations	Toronto (Ontario, Canada)
Primary address	600 QUEENS PLATE DR, TORONTO, ON M9W 0A4, Canada
Posted	November 6, 2026
Last day to apply	January 30, 2027
Posted deadline	January 31, 2027
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 LOCATIONS THROUGHOUT THE GREATER TORONTO AREA. MOBILITY, DRIVER'S LICENSE, AND ACCESS TO A VEHICLE REQUIRED.

You will provide business and financial advice and manage a portfolio of high value small business clients who need your help as they start, manage and grow their enterprises. You are RBC’s ambassador to the local business market. Applying your mindset for external marketing and client acquisition, you will develop new business for RBC and deepen client relationships. Partnering with other RBC advisors and specialists, you will contribute to creating an experience that clients appreciate and value.

Responsibilities

- Acquiring, developing and deepening customer relations by providing financial advice tailored to their needs and added value
- Contact clients proactively, gather information through their clients' discovery, understand their needs and the changing situation and ongoing satisfaction of RBC as a whole
- Plan and prioritize customer and market activities, find opportunities and make presentations to RBC partners to meet the personal business and financial needs of clients to win as One RBC
- Managing risks and due diligence in all banking processes and developing appropriate action plans to address concerns/risks
- Digital activation champion and RBC mobile and online applications advocate, allows our clients to engage with RBC through the choice channel
- Be on your client's way, visit your customers on site to gain a thorough understanding of their business objectives and operations, as a permit

Qualifications

Requirements

- Business development and the acquisition and exploration of skills by clients, including the creation and use of valuable centres of influence within the local business community
- Proven track record in exceptional client relationship management
- Excellent communication, time management and organizational skills

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Assets

- Credit skills and knowledge, including an understanding of risk assessments, financial analysis, credit structuring/solution and contract submissions
- Completion of the Associated Account Managers Training Program or prior experience as a small business owner or similar area
- Good knowledge of a wide range of personal and commercial financial products and services

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 flexible premiums and benefits
- Opportunity to collaborate with other business segments within the bank
- Competitive compensation
- Opportunity to build close relationships, to do hard work and to work for personal and professional growth
- Flexible work/life balance
- Ability to make a difference and have a lasting impact on your customers - business and personal life

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.

Search for requisition R0000192223 on the RBC careers portal.

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