Director, Parallel by RBC

Requisition	R0000192279
Employer	Royal Bank of Canada
Canadian locations	Toronto (Ontario, Canada)
Primary address	600 QUEENS PLATE DR, TORONTO, ON M9W 0A4, Canada
Posted	November 24, 2026
Date in the description	November 9, 2026
Posted deadline	December 2, 2026
Last day to apply	December 1, 2026
Business area	WEALTH MANAGEMENT
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

We are looking for an experienced manager with a proven growth vision to lead the continued marketing and expansion of Parallel by RBC, our multi-family strategic offering. It's a central role where you will stimulate business development and relationship management, implement our established growth strategy, and scale up Parallel's presence in ultra-markets.

high-net-worth families and established single-family offices. As Director, you will combine relationship expertise with entrepreneurial acumen to transform Parallel into a market-leading offering, while strengthening it as a unifying point of coordination across RBC’s integrated capabilities.

Responsibilities

Growth & Relationship Management

- Lead the commercialization strategy for Parallel, building on the foundation of existing fee-paying family relationships and expanding market share within target UHNW and family office segments
- Establish and maintain strategic relationships with existing clients, potential clients, external advisors, family office decision makers and complementary service providers
- Strengthen referral partnerships across Private Banking, Dominion Securities, Investment Counsel and Capital Markets, helping generate new-to-RBC relationships, deepen existing client engagement and create opportunities for additional assets and enterprise revenue
- Increase awareness through presentations, engagement of advisors and custom discussions with customers who translate the value proposition of Parallel into commercial traction

Sales & Business Development

- Develop and execute go-to-market strategies that communicate Parallel’s differentiated, client-driven family office offering
- Lead client acquisition initiatives and manage the sales pipeline to achieve growth objectives while maintaining service quality
- Work with internal teams to develop highly tailored solutions that address complex needs involving multiple entities, cash management, payment administration, consolidated reporting and fund calls

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Strategy Execution & Compliance

- Stay informed of industry trends, market conditions and regulatory changes affecting UHNW families and family offices
- Ensure strict compliance with confidentiality, data protection and regulatory compliance protocols while managing sensitive customer information
- Maintaining the reputation of Parallel, for an exceptional quality of service as business scales

Qualifications

Requirements

- Bachelor of finance, economics, business or related field, with at least 10 years of progressive experience in wealth management, private bank or family office environment
- Experience in relationship management and business development, including the acquisition and maintenance of experience with very high net worth individuals, family offices and institutional partners
- A strong entrepreneurial mentality with the ability to think strategically, take calculated risks, deliver results and challenge conventional thinking in a dynamic and growth-oriented environment
- Excellent interpersonal and communication skills with the ability to communicate complex financial concepts effectively to UHNW individuals, family members, external advisors, and internal stakeholders
- In-depth knowledge of investment management, asset distribution, risk management, real estate planning, tax strategies, wealth preservation and alternative investments (equities, fixed income, equity, real estate)
- Common business sense, including understanding P&L management, pricing models, market positioning, client acquisition economies, and operational efficiency measures
- High level of integrity, professionalism and ethical conduct with the ability to treat confidential information with discretion
- Interfunctional skills with ability to navigate complex organizational structures, influence stakeholders across business lines and build enterprise-wide partnerships

Assets

- Experience in upgrading multifamily office operations or similar specialized financial services
- Knowledge of technology platforms and data aggregation tools (such as Addepar or similar)
- Context of advisory or relationship roles with established UHNW or family offices
- Understanding the regulatory requirements of wealth management and family offices
- Experience in geographic market expansion or new market entry strategies
- Exposure to AI, automation and emerging technologies in financial services
- Work experience in organizational elevators to create integrated and coordinated customer experiences

Pay and benefits

We are committed to meeting the challenge of being the best, of gradually thinking about how to continue growing and of working together to provide reliable advice that can help our clients thrive and communities thrive. We care about each other and we are working collectively hard to realize our potential, make a difference for our communities and achieve mutual success.

- A comprehensive total rewards program including bonuses, performance incentives aligned with growth parameters and flexible benefits
- Competitive compensation with potential for significant increases related to business growth, revenue generation and customer acquisition
- Leaders who support your development through coaching, mentoring executives and career growth opportunities
- An opportunity to make a lasting impact by building and expanding a transformative offer that serves high net worth families
- Access to RBC's expanded resources and capabilities to support your growth initiatives, customer relationships and technology priorities

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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.

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 R0000192279 on the RBC careers portal.

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