Associate Vice President, Core Banking, RBCx (similar to Commercial Account Manager)

Requisition	R0000192344
Employer	Royal Bank of Canada
Canadian locations	Ottawa (Ontario, Canada)
Primary address	90 SPARKS ST, OTTAWA, ON K1P 5B4, 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	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

We are looking to build a self-motivated and well-organized management relationship to support a portfolio of technology clients in the Ottawa area. Working from our Ottawa office at 90 Sparks Street, you will be the bank's main point of contact with a diverse group of technology companies with different needs and your job will be to get the best of RBC and RBCx to their doorstep.

This role works in the office 3-4 days a week.

Who are we?

At RBCx, we are the creators of bold ideas and technologies, helping some of the most ambitious technology and innovation companies expand and impact the world by connecting them to the right people, ideas and financial solutions of one of Canada's largest banks.

Responsibilities

- Manage, maintain and deepen our relationship with a portfolio of technology clients with a majority of brands thanks to an exceptional customer experience (CX)
- Become a reliable advisor to the clients we support and play a partner role in their growth
- Use the tools and systems in place at RBC, along with your understanding of RBC's business model, cash management needs and long-term goals to provide financial solutions, strategic advice and presentations to individuals or businesses that can help our supported clients succeed, e.g., RBC's internal partners such as cash management solutions specialists, deposit specialists, capital market and foreign exchange experts, community benefit experts, the National Bank of the City, along with external partners such as the BDC, etc.
- Apply a continuous improvement approach to provide a superior customer experience.
- Lead the KYC and AML processes, and achieve key portfolio quality metrics and compliance with all relevant internal policies.

Qualifications

Requirements

- Passion for the Technology Sector: You want to play a role in the Canadian innovation economy.
- Excellence in trying new things: RBCx builds an end-to-end platform with capital and non-capital solutions to help the customers we support thrive. We will always build, launch new products and build our capabilities, and be able to adopt a state of almost constant improvement and innovation will be crucial.

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- Empathy for the unknown and constantly evolving: the needs of a technology company can change often and you will have to be comfortable with throwing plans out the window and returning to the drawing board when and when needed but without sacrificing priorities.
- Service and sales experience: at least 2 years of experience in a service and/or sales environment with strong communication and relationship management skills

Assets

- Experience as an entrepreneur, launching a business, working in a start-up, or advising/mentoring and working with early-stage tech startups at an accelerator, incubator, innovation hub or a venture capital fund.
- A thorough understanding of the technological ecosystem and the challenges to growth for a technological start-up in Canada.
- School exposure through a post-secondary degree or a degree in business or business administration or a degree and/or related science experience.
- 3 or more years of experience in the field of commercial loans/business banks, or in the field of business development and/or customer relationship management.

Pay and benefits

We thrive on the challenge to be our best, on progressive thinking to keep growing, and on working together to deliver trusted advice to help our clients thrive and communities prosper. We care about each other, reaching our potential, making a difference to our communities, and achieving success that is mutual.

- We are proud to offer a comprehensive compensation program that includes competitive pay, bonuses and flexible benefits.
- You will work with leaders who support your development through coaching and managing opportunities
- We promise you to work in an inclusive, collaborative, progressive and efficient team.
- We have a world-class financial services training program.

If you are looking for more information about RBCx, visit our website or sign in to us on Twitter and LinkedIn. #RBCx

Who at RBC is this role a food fit for?

If you are a Business Account Manager (BAM), a Relationship Manager - Commercial Accounts (RMCA), a Commercial Account Manager (CAM) Intern or an Associate / Commercial Banking Advisor (CBA) / Client Engagement Advisor (CEA), this could be the next great job for you at RBC/RBCx. In particular, if you are looking to take the next step in your development and become the face of the relationship for the clients we support without the immediate pressures of New Client Acquisitions (NCAs), then this might be an ideal next role for you.

Job Skills

Adaptability, Adaptive Apprenticeship, Business, Business Development, Client-Centro, Client Centricity, Communication, Critical Analysis, Critical Thought, Curious Mindset, Financial Work, Financial Principles, 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 R0000192344 on the RBC careers portal.

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