Director, Corporate Client Group

Requisition	R0000192376
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 1, 2026
Last day to apply	November 30, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

As a Director, Corporate Client Group, you are aligned to our Large Client Segment (LC) client segment within Corporate Client Group (CCG), defined as commercial clients with annual sales revenue between $25MM and $100MM. As a professional relationship manager with strong business development skills and advanced financial acumen, you are responsible for new client acquisition, deepening and growing existing client relationships, portfolio management, and profitability. You excel at delivering timely and relevant financial advice to large commercial businesses within your industry of focus, aligning sales, products, risk policy and market strategies to deliver customized solutions specific for your clients' needs. You successfully execute RBC and commercial banking strategic business priorities of delivering a highly differentiated client experience to enhance client loyalty and grow revenue.

Mobility

This role will cover a market that extends from Kingston to Ottawa. The candidate must be mobile and available to travel in this area.

Responsibilities

- Managing a portfolio of large business clients, taking responsibility for the overall relationship strategy within the RBC relationship team
- Provide an exceptional customer experience by providing proactive and personalized business and financial advice, demonstrating a deep understanding of your customers, business and industry
- Acquiring and developing strong business relationships, collaborating with the customer relations team and bringing RBC's full scope to businesses, business owners and their employees
- Work closely with CCG Finance to manage and support complex customer credit needs, demonstrating a high level of credit, sound risk mitigation and portfolio oversight
- Promote internal and external strategic partnerships and influence centres to achieve the company's strategic objectives while focusing on target market customers
- Ensure that customers can take advantage of digital solutions for themselves and their business

Qualifications

novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com

Royal Bank of Canada Website, © 1995-2026 - Tous droits réservés © 2026 - optimisé par novijob™

Requirements

- University degree, ideally in business or business administration, with strong financial analysis skills
- Minimum 3-5 years, commercial banking experience
- Proven track record in business development and exceptional client relationship management skills
- Strong communication, presentation and negotiation skills
- In-depth knowledge of banking products and services, including industry expertise, as appropriate
- Experience and comfort with new technologies (e.g. video conferencing, social media, digital banking and mobile applications)

Assets

- MBA and/or CFA considered an asset

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 competitive pay, premiums and flexible benefits
- Continuing career development opportunities
- World-class business training, leadership and development opportunities
- Support for a dynamic, collaborative, progressive and efficient team, along with world-class tools and training
- Opportunity to achieve great success and grow your career with RBC

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 R0000192376 on the RBC careers portal.

novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com novijob.com

Royal Bank of Canada Website, © 1995-2026 - Tous droits réservés © 2026 - optimisé par novijob™