Director, Treasury Solutions – Capital Markets

Requisition	R0000192499
Employer	Royal Bank of Canada
Canadian locations	Calgary (Alberta, Canada)
Primary address	335 8 AVE SW, CALGARY, AB T2P 1C9, Canada
Posted	November 12, 2026
Last day to apply	November 30, 2026
Posted deadline	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

Reporting into the Managing Director & Head, Treasury Solutions - Capital Markets, you will be accountable for the management and revenue growth of RBC's energy and regional portfolio of corporate clients from a Treasury and Cash Management perspective. Your clients are Strategic Tier 1 clients of RBC where relationships involve "co-petition"; RBC may be a client or potential client, strategic partner, legislative stakeholder. These clients often have significant strategic, operational and reputational importance for the bank and provide a gateway for various products and services, directly or indirectly impacting revenues to the business and RBC. You also manage higher tiered Solutions Based Clients (directly or indirectly) where there are complex banking relationships requiring a high degree of customization and/or collaboration. The development of regional/industry business strategies, fostering an environment for new client acquisition, peer mentorship and overall portfolio growth are also critical aspects of your role.

Mobility

This position will require the ability and willingness to travel within the region and abroad.

Responsibilities

- Work proactively with RBC's Executive Director, regional or specialized team and business partners to develop and implement national and industrial sales and marketing plans that increase revenue flows and ensure operational objectives are met.
- Deliver business advice and new insights to clients with a unique perspective, using industry and economic insights to effectively lead meaningful client discovery sessions to uncover hidden business challenges and opportunities Identifies key work activities, Sales and Operational requirements, manages RFP processes for client portfolio and successfully closes opportunities for new/upgraded solutions to existing clients, reviewing and providing guidance on any RFPs responses submitted by direct reports
- Addressing client needs on a business basis - effectively directing companies to other platforms, stakeholders or partners and developing and implementing regional guidance strategies
- Work with the Executive Director to develop a comprehensive portfolio and specialized business plans, under the leadership of the Treasury Solutions Value Proposals, which support the strategic initiatives of the World Bank, Royal Bank Capital Markets and RBC.
- Work closely with Royal Bank's capital market partners worldwide to support the company's overall strategies and objectives.
- You will oversee meeting revenue and business objectives, the portfolio and team, reviewing sales results for planning, and periodically adapting activities, when needed, to take advantage of opportunities and engage in dialogue with the Executive Director and the Project Leader to fill gaps in the plan.

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- Provide ongoing coaching and development to encourage employee growth and stimulate desired behaviours in direct and indirect relationships, including the use of bank-supported client contact processes and customer retention.
- Develop reviews/strategie plans for clients in consultation with relevant stakeholders, review and provide advice on client plans for direct or indirect reporting.
- In partnership with peers, actively participates in industry and regulatory forums, playing a leading role in developing and implementing key strategies.

Qualifications

Requirements

- At least 12 years of experience in a banking, account management or sales role with a thorough knowledge of RBC treasury management products, new industry trends and the ability to speak about RBC's broader strategies, relevant industry issues and legislation
- Proven track record in providing exceptional client service, achieving business plan and revenue growth in different market situations
- Experienced negotiating skills in complex client scenarios and ability to work with senior stakeholders, both internally and within the portfolio
- Ability to develop and communicate senior market strategies and industrial and legislative issues to senior employees
- Strong written and verbal communication skills, including attention to details related to complex calculations and customized contract documentation
- Ability to prioritize multiple and sometimes conflicting time requests

Assets

- University/college studies or equivalents of professional designation
- Certified Professional Treasury (CTP), CerticM or other relevant professional designation

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.

- Capacity to make a difference and sustainable impact
- Join a collaborative team that works at a high standard and looks for new ways to improve.
- Opportunities to do challenging work

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 R0000192499 on the RBC careers portal.

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