Associate

Requisition	R0000193106
Employer	Royal Bank of Canada
Canadian locations	Winnipeg (Manitoba, Canada)
Primary address	220 PORTAGE AVE, WINNIPEG, MB R3C 0A5, Canada
Posted	November 19, 2026
Last day to apply	December 2, 2026
Posted deadline	December 3, 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 partner, you provide proactive sales support and customer contact with a value-appropriate team of financial planners. You are responsible for supporting the unit/team in achieving sales objectives by contributing to a differentiated customer experience. In this role, you work with partners across the organization to identify and respond to customer needs and objectives, strengthen customer relationships and facilitate their business with RBC.

Responsibilities

- You are a strategic member of the financial planning team and will work directly with financial planners to provide pre- and post-intervention services and client services and to achieve their financial plan.
- Maximize opportunities to effectively identify client needs, make referrals, expand profitable client relationships, and track and review progress against the teams' annual sales plan. Increase sales enablement for Financial Planners by assisting with preparations for client meetings, and supporting the fulfilment of credit, investments, and everyday banking solutions.
- You enable and educate our clients by proactively leading with advice, serving through Digital and by leading as a Digital Ambassador who keeps current on technology by building your digital IQ
- Exercise due diligence in all policies and procedures and in areas of correct operational identity/risk

** Please note that the specific location must be determined. The successful licensee must be mobile in the Winnipeg market**

Qualifications

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Requirements

- Mutual fund accreditation (e.g., Canadian investment funds, or Canadian securities courses)
- Lead a unique RBC advisor with extensive and in-depth expertise in banking, investment and credit, with the ability to meet a strong personal and business consulting experience
- Strong contact routines that proactively establish yours and your financial planning schedule, integrating consistent maintenance and anchoring activities to help the team achieve better results
- Flexibility, eagerness to learn, strong personal ethics and hunger for success
- Ability to work in teams and in autonomy, demonstrating strong collaborative skills
- Ability to take advantage of your own capabilities, and those of the right partner in our ecosystem, at the right time, to meet the full range of financial needs of the client.
- Fluent in English AND Mandarin or Cantonese is an asset

Assets

- Track record in building rapport and maintaining client relationships within the financial industry
- Ability to provide increasingly complex advice on banking, investment and credit to personal and business clients

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 remuneration, premiums and flexible benefits.

- Continued opportunities for career advancement

- Support a dynamic, collaborative, progressive and efficient team, along with world-class tools, coaching and development opportunities

- Opportunity to achieve great success and grow your career with RBC

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 R0000193106 on the RBC careers portal.

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