Vice President Commercial Financial Services

Requisition	R0000193125
Employer	Royal Bank of Canada
Canadian locations	St. Catharines (Ontario, Canada)
Primary address	80 KING ST, ST. CATHARINES, ON L2R 7G1, Canada
Posted	November 23, 2026
Last day to apply	December 6, 2026
Posted deadline	December 7, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

Responsibilities

- Provide ongoing leadership, direction and coaching to the relationship manager team, by strengthening employee engagement through targeted sales activities.
- Lead and promote change within the organization by strengthening commitment and inspiring your team to achieve desired business results
- Demonstrate your leadership by promoting the RBC brand and enhancing visibility by developing and maintaining a network in the business community, working closely with business and industry leaders, community groups and RBC partners
- Manage the company to achieve market and sales objectives by focusing on effective sales management routines that add value to the team while reconciling operational and credit risk requirements
- Make full use of RBC's capabilities, including branches, alternative delivery channels and service partners, to achieve RBC's business objectives
- Use digital channels, raise awareness and make sure your team allows customers to access RBC digital

Qualifications

Requirements

- Minimum 5-7 years commercial banking experience preferred
- Experience in leading and coaching professional sales teams at high levels of performance
- Actively promote the continuous learning and professional development of team members, along with the model of their commitment to development by actively developing, developing and learning as a leader and coach
- Astute business acumen with a solid knowledge of the financial sector and commercial banks
- In-depth knowledge of credit management, product and pricing policies, privacy, the code of conduct and anti-money laundering requirements, and general business centre activities.
- Strong business orientation and a demonstrated passion for putting customers first
- Experience in new communications and technologies (i.e. web meetings, social media, digital banking and mobile applications)

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Assets

- Strong organizational skills with the ability to manage a geographically diverse and mobile team
- Proven skills in leadership, sales management and performance management
- Strong communication and presentation skills
- Post-secondary degrees, ideally in business, business administration, MBA or related experience are required.

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 performance-based premiums, flexible benefits and competitive pay
- Managers who coach employees and help them find opportunities to develop.
- A dynamic collaborative culture where personal initiative and hard work are recognized and rewarded
- A unique opportunity for personal and professional growth

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 R0000193125 on the RBC careers portal.

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