Associate Director – Commercial Mortgage Finance

Requisition	R0000193172
Employer	Royal Bank of Canada
Canadian locations	Calgary (Alberta, Canada)
Primary address	335 8 AVE SW, CALGARY, AB T2P 1C9, Canada
Posted	November 19, 2026
Last day to apply	December 3, 2026
Posted deadline	December 4, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

As an Associate Director, Commercial Mortgage Finance, you will develop and deliver strategies to support the execution of the sales plans within an assigned market territory and segment. You will contribute to a differentiated client experience providing Commercial Mortgage services to new and existing clients through insight, focused financial advice, and solutions to meet the clients' business and financial goals. This role is considered hybrid; however, it is a requirement to be able to commute to the RBC office location in downtown Calgary.

Responsibilities

- Complete the comprehensive analysis of revenue-producing real property, submit credit bids to the collective risk management, present the terms and conditions of financing to clients/partners and liaise with various internal and external partners for product disbursement
- Be vigilant about all transactions: knowing your client, the transaction credit structure, risk analysis and client strategy
- Strategically priced and charged, in line with prescribed guidelines and maintain a balance between growing commercial mortgage revenues, client profitability and relationship building
- Effectively manage pipelines and related activities to develop and maintain operations. Put customers first. Excel by responding to requests quickly and reliably, and ensure the smooth functioning of banking products and services
- In conjunction with the relationship team, create exceptional client experiences by delivering value-added advice aligned to your expertise and the client's needs. Take responsibility of client problems at first point of contact and engage appropriate partners to effectively resolve the problems
- Understand the client's financial situation, use co-workers' knowledge to ensure client time is respected and demonstrate interest in client activities as part of your pre-contact planning review for all client calls/meetings
- Deliver financial and business advice through a differentiated value proposition. Present solutions that clearly articulate the benefits and advantages to the client. Help the client to understand alternatives, navigate, and implement proposed solutions
- Participate in the local market – industry and customer events, business associations, customer recognition days, community fundraising, etc.

Qualifications

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Requirements

- Post-secondary education completed and/or 3 years and over, commercial bank or commercial real estate loan experience
- Strong communication and interpersonal skills
- Proven financial acuity and credit and risk management skills
- Strong organizational skills. Ability to manage multiple transactions at various stages of the end-to-end sales process along with other business priorities

Assets

- Experience in commercial real estate loans and/or commercial real estate transactions
- Experience in commercial real estate transactions provided by CMHC

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

Advice-based solutions, Client discovery, Data analysis, Digital literacy

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 R0000193172 on the RBC careers portal.

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