Financial Planner Relationship Manager

Requisition	R0000193180
Employer	Royal Bank of Canada
Canadian locations	Sault Ste. Marie (Ontario, Canada)
Primary address	602 QUEEN ST E, SAULT STE. MARIE, ON P6A 2A4, Canada
Posted	November 20, 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 RBC Financial Planner, you have the opportunity to grow and manage a portfolio of mass affluent clients. You provide ongoing comprehensive reviews of your clients' financial circumstances, creating long-term relationships through superior advice, financial planning expertise, and ongoing services. Your boundless energy to meet targets and your passion for holistic financial planning is what pushes you to provide world-class advice and solutions that help clients achieve their long-term goals. With a combination of base plus variable compensation, you can create the future you want for yourself and for the clients you advise.

Responsibilities

- Provide tailor-made advice in financial planning and help clients achieve their goals, using our unique range of investment, credit and daily banking solutions
- Increase, expand and maintain your client portfolio using value-based relationship management practices, achieving performance objectives
- Cultivate relationships with service partners and local markets to optimize business opportunities and references

Qualifications

Requirements

- Financial Planning Designation (QAFP, PFP or CFP)
- Mutual fund licensing (IFIC or CSC)
- Minimum 3 years of experience in financial planning
- Strong financial sense, along with proven skills in networking, client acquisition and relationship management, and partnership and collaboration history
- Ability to create a market presence, build COI relationships, and cultivate strong partner relationships

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Assets

- Ability to be mobile throughout the market

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.

- RBC Full-time employee status with unlimited earnings potential and full benefits
- Working with a dynamic, collaborative, progressive and efficient team
- A world-class financial services training programme
- Flexible work/life balance options

Job Skills

Business development, customer centre, communication, long-term planning

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 R0000193180 on the RBC careers portal.

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