Financial Advisor - Kitchener-Waterloo Market - Elmira Branch

Requisition	R0000193341
Employer	Royal Bank of Canada
Canadian locations	Kitchener (Ontario, Canada)
Primary address	180 KING ST W, KITCHENER, ON N2G 1A6, Canada
Posted	November 25, 2026
Date in the description	November 24, 2026
Posted deadline	December 3, 2026
Last day to apply	December 2, 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 Advisor, you attract, nurture, and grow relationships with our high-value personal and small business clients, by adding value in the moments that matter to them. You provide our clients with proactive, professional advice and collaborate with RBC partners to help clients with their goals and key life events. As an expert advisor, you have a breadth and depth of expertise across everyday banking, investments, and credit, with the ability to fulfill on a robust Advice Experience on both complex personal and business needs.

Responsibilities

- Constantly demonstrate empathy, kindness and take the time to understand circumstances, motivations and concerns in all interactions with colleagues and clients
- Communicate effectively to identify client needs, provide advice, solutions and resolve client concerns proactively at the first point of contact
- Use your own consulting skills, those of the good partner of the RBC ecosystem to meet all of our clients, both personal and business
- Provide professional advice and training to address complex credit and investment issues, ensuring that recommended solutions are tailored to client needs and financial circumstances
- Champion of digital activation by proactively educating our clients to use, while leading with advice, serving digitally wherever possible and encouraging our clients to interact with us in their channel of choice.
- Make good use of technology to connect with customers both virtually and face-to-face
- Implement effective contact and relationship-building strategies that accelerate the acquisition and maintenance of new clients in your local community
- Collaborate with leading professionals in financial planning, retirement planning, mortgages and business banking to ensure that clients receive personalized and relevant expert advice.

Qualifications

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Requirements

- Valid Mutual Fund Accreditation (Canada Investment Fund or Canadian Securities Course)
- Canada (excluding Quebec) - Completed Designated Financial Services Advisor (DFSA) designation, offered through the Canadian Securities Institute (i.e. Personal Financial Service Advice and Financial Planning I)
- Québec – Certificate of Achievement – Personal Finance, offered by the Canadian Securities Institute (i.e. Fundamental Principles of Personal Finance – Quebec, Investment and Taxation Fundamental Principles – Quebec, Insurance and Retirement – Quebec)
- 2-3 years of experience in the financial services sector, credit processing and investment
- Demonstrated ability to build trust and maintain long-term client relationships
- Digital knowledge on a wide range of devices (e.g. smartphones, tablets, laptops, etc.)

Assets

- Second language skill
- Active in developing a strong network in the local community

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.

- Career development and high-end business coaching to bring your career to the next level
- Competitive salary, annual bonuses and recognition programs that reward higher performance
- A strong range of tools, including emerging digital capacity to enhance your competitive advantage
- Opportunity to represent Canada's leading financial services brand in your community

Job Skills

Client Centricity, Communication, Critical Thinking, Curious Mindset

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 R0000193341 on the RBC careers portal.

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