Senior Relationship Manager, Commercial Financial Services-Agriculture

Requisition	R0000193385
Employer	RBC
Canadian locations	Yorkton (Saskatchewan, Canada) · Weyburn (Saskatchewan, Canada) · Moosomin (Saskatchewan, Canada)
Primary address	84 BROADWAY ST E, YORKTON, SK S3N 0K9, Canada
Posted	November 24, 2026
Last day to apply	December 7, 2026
Posted deadline	December 8, 2026
Business area	PERSONAL & COMMERCIAL BANKING
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

Your natural flair for providing advice and resolving intricate business challenges is what sets you apart from the crowd. This role is all about professional relationship management and delivering top-tier financial advice in an end-to-end industry, whose specialized approach aligns sales, products, risk policy, and market strategies to deliver solutions specific to individual needs. This is a senior role in which your highly developed experience with financial analysis, credit, and client acquisition relationship takes center stage. Your finely honed solution-development skills, combined with your innate business acumen, portfolio management expertise, and knack for client service, sets the stage for success.

Responsibilities

- Apply your past business development experience to prospecting and generation of leaders, to new and existing customers
- Demonstrate portfolio management and risk mitigation by reviewing financial statements by identifying trends, monitoring risks and evaluating credit restructuring
- Provide exceptional customer experience by offering quality business and financial advice
- Take advantage of RBC's expertise by identifying opportunities for referencing, making presentations and making appropriate references to RBC's partners
- Collaborate and coordinate with the different teams to develop and implement a client contact strategy
- Digital activation champion by becoming a champion of the RBC mobile app and portfolio, promoting regular use by educating and guiding clients on how to use it

Qualifications

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Requirements

- Minimum 3-5 years commercial banking experience
- Proven track record in business development and exceptional client relationship management
- Credit skills, including risk assessment and financial analysis, structuring/credit solutions and presentation of the transaction
- Expertise in a past role (e.g., real estate, health, agriculture)
- Experience in new communications and technologies (i.e. web meetings, social media, digital banking and mobile applications)
- University degree, ideally Bachelor of Science in Agriculture or related experience

Assets

- Strong communication and presentation skills
- In-depth knowledge of products and services depends on industry specialization
- New skills in client acquisition (e.g., presentation of value proposition, lead generation, initial contact with client and cold call, reference request)
- University degree, ideally in agriculture: Poultry experience or related experience

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.

- World-class sales and leadership training with countless development opportunities
- A comprehensive total premium program with flexible premiums and benefits, and competitive pay
- An emphasis on work-life balance
- A unique opportunity for personal and professional growth
- Join a collaborative team that works at a high standard and looks for new ways to improve.

Job Skills

Adaptability, Business development, Customer center, Communication, Critical thinking, Curious Mindset, Financial work, Practice management

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 R0000193385 on the RBC careers portal.

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