Relationship Manager, Commercial Financial Services

Requisition	R0000193433
Employer	Royal Bank of Canada
Canadian locations	Oshawa (Ontario, Canada)
Primary address	43 CONLIN RD E, OSHAWA, ON L1G 7W1, Canada
Posted	November 25, 2026
Date in the description	November 24, 2026
Posted deadline	December 8, 2026
Last day to apply	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

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 to Commercial clients, where a specialized approach aligns sales, products, risk policy, and market strategies to deliver solutions specific for this industry's needs. In this role your highly-developed experience with financial analysis, cash management, investments, credit, and client acquisition takes centre 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.

*The successful candidate must be mobile in several markets. The work area will be discussed with the hiring manager.

Responsibilities

- Provide exceptional customer experience by offering quality business and financial advice
- Develop your needs-based sales strategy for all customers and prospects to increase revenue, deepen customer relationships and achieve a high level of customer loyalty
- Demonstrate portfolio management and risk mitigation by reviewing financial statements by identifying trends, monitoring risks and evaluating credit restructuring
- Take advantage of sales tools, including sales planning, prospecting and pre-call planning tools
- Collaborate and coordinate with internal subject matter specialists to develop and implement a client contact strategy
- Take advantage of RBC's expertise by identifying opportunities for referencing, making presentations and making appropriate references to RBC's partners

Qualifications

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Requirements

- Proven track record in business development and exceptional client relationship management
- Passion for providing quality advice and meeting customer needs
- Strong interpersonal and bargaining skills
- Experience in new communications and technologies (i.e. web meetings, social media, digital banking and mobile applications)
- University degree, ideally in business, business administration, or related experience

Assets

- Entrepreneurial attitude and self-motivation to achieve above average results
- Experience in responding to requests for proposals and negotiating banking contracts.
- Continuous learning with deep curiosity to understand its various clients and is up to date with changes in customer needs, procedures and relevant products
- Bilingual English/French

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.
- A world-class financial services training programme

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 R0000193433 on the RBC careers portal.

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