Senior Associate

Requisition	R0000193468
Employer	RBC Dominion Securities Inc.
Canadian locations	Toronto (Ontario, Canada)
Primary address	600 QUEENS PLATE DR, TORONTO, ON M9W 0A4, Canada
Posted	November 24, 2026
Last day to apply	February 21, 2027
Posted deadline	February 22, 2027
Business area	WEALTH MANAGEMENT
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

RBC Dominion Securities is a relationship-focused investment and wealth management firm that consistently ranks #1 in Canada. We are proud of our collaborative, supportive culture that enables success at every level and equips us to help our clients achieve their financial goals. We are seeking an experienced Senior Associate to join our team, take ownership of client outcomes, and help shape the direction of our advisory practice.

Responsibilities

- Leads the planning and delivery of client and perspective meetings for the Investment Advisor, establishes agendas, directs key discussion topics and attends meetings as the lead representative.
- Provide proactive, problem-resolution-focused client service, and take ownership of complex issues through to resolution by coordinating across departments.
- Respond to client account enquiries and ensure timely monitoring and reporting across the team.
- Develop and lead business plans, client segmentation strategies and client service plans.
- Identify and lead asset consolidation and referral growth initiatives within existing clients.
- Strengthen and manage relationships with the Centres of Influence (COI) to support long-term growth of enterprises.
- Provide clear and concrete information on market and investment research activities to inform the strategy of the advisory team.
- Guide the advisory team and clients through the heritage management process, coordinate specialists and monitor progress to ensure results are achieved.
- Mentor and support to junior team members, exchange of best practices and contribution to team development.

Qualifications

Requirements

- Canadian Investment Regulatory Review (CIRE)
- University degree
- Demonstrated leadership and self-directed, growth-oriented and objective-oriented mentality
- Exceptional skills in written and verbal communication, including ability to influence clients and internal stakeholders

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Assets

- 4 years and more professional experience in the investment sector
- Attention to details, with strong problem solving and analytical skills
- Customer service and highly developed relationship management skills
- Coaching or mentoring experience of others

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.

- A comprehensive total premium program, including premiums, flexible benefits and competitive remuneration
- Leaders who invest in your development through high impact coaching and growth opportunities
- An opportunity to have a lasting impact on the lives of clients and communities
- A dynamic, collaborative and efficient team
- A world-class financial services training programme

Job Skills

Account Management, Client Success, Decision Making, Financial Regulation, Group Problem Resolution, Interpersonal Relationships, Investment Risk Management, Mentorship, Team Leadership

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.

Search for requisition R0000193468 on the RBC careers portal.

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