Senior Relationship Manager - Royal Distinction

Requisition	R0000193503
Employer	RBC Direct Investing Inc.
Canadian locations	Toronto (Ontario, Canada)
Primary address	600 QUEENS PLATE DR, TORONTO, ON M9W 0A4, Canada
Posted	November 26, 2026
Last day to apply	December 10, 2026
Posted deadline	December 11, 2026
Business area	WEALTH MANAGEMENT
Employment status	Regular
Work schedule	Full time · 37.5 h per week
Pay type	Salaried

The position

At RBC Direct Investment, our senior relationship managers play a crucial role in our team by providing expert support to new High Net Worth/Ultra High Net Worth (HNW/UHNW) customers with very complex needs.

By joining our team, you will be able to showcase your mindset and ability to identify and develop client-centred solutions while being supported by a team committed to growth and development. RBC Direct Investment will provide you with the resources and support needed to provide your clients with RBC, RBC Wealth Management and RBC Corporate Financial Services private banking services.

Note: This role is primarily in the Oakville and Burlington areas.

Responsibilities

- Be responsible for the retention and growth of assets in an assigned portfolio of RBCDI customers of the highest value in your market
- Lead with a spirit of service, offering an exceptional partner experience that demonstrates your ability to support them and their clients with a level of care -
- Know your clients by identifying what is important to them, presenting them to RBC partners when you identify opportunities to add value
- Collaborate with local market partners, including Private Banking (PB) and Business Financial Services (BFS), to identify new high net worth client opportunities that require a specialized and in-person on-boarding experience
- Organize seminars and knowledge sessions on clients to engage and raise awareness of RBCDI's total value proposition
- To deepen customer relationships, provide value-added opportunities, ensuring that customers understand how to make the most of the leading online platform in the RBC DI= industry.
- Be responsible for understanding the growth opportunities of your market/s and cultivating the networks of the Centre of Influence (COI) to win new business

Qualifications

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Requirements

- Post-secondary education and a minimum of 4 years of experience in a client service role, motivated to help meet client needs.
- Proven ability to develop strong relationships with clients and internal stakeholders
- Proven ability to achieve results and RCIs
- 2+ years of experience in brokerage or investment
- The Canadian Securities Course (CSC) and the Manual of Conduct and Practice (CPH) as a Role will require registration by the Investment Industry Regulatory Organization of Canada (IIROC)
- Strong communication, analysis and time management skills, along with attention to detail

Assets

- Derivatives Fundamentals Course and Options License (OLC)
- Applied knowledge of asset management practices, risk management and operational procedures

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 flexible premiums and benefits, fair remuneration, commissions and inventories, where applicable
- Leaders who help you to improve by training and managing opportunities
- Capacity to make a difference and sustainable impact
- Join a collaborative team that works at a high standard and looks for new ways to improve.

Job Skills

Business Development, Coaching Others, Communication, Client Acquisition Strategy, Customer Relationship Management Strategies (CRM), Customer Value Management, Long-Term Planning, Negotiation, Perseverance and Tracking, Sales Channels, Sales Forecast

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 R0000193503 on the RBC careers portal.

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