Financial Advisor

Réquisition	R0000193552
Employeur	Banque Royale du Canada
Lieux au Canada	Fredericton (Nouveau-Brunswick, Canada)
Adresse principale	435 BROOKSIDE DR, FREDERICTON, NB E3A 8V4, Canada
Publication	25 novembre 2026
Dernier jour pour postuler	8 décembre 2026
Date limite affichée	9 décembre 2026
Secteur d'activité	Services bancaires aux particuliers et aux entreprises
Statut	Permanent
Horaire	temps plein · 37,5 h par semaine
Rémunération	Salarié

Le poste

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

- Consistently demonstrate empathy, kindness and take the time to understand circumstances, motivators and concerns in all interactions with colleagues and clients
- Communicate effectively to uncover client needs, deliver client centric advice, solutions and proactively resolve client concerns at first point of contact
- Use your own advice capabilities, an those of the right partner in the RBC ecosystem to meet our clients entire suite of financial needs, both personal and business
- Provide professional advice and education with an ability to address complex credit and investments, ensuring solutions recommended are appropriate for client needs and financial circumstances
- Champion digital enablement by proactively educating our clients to self-serve, while leading with advice, serving through digital where possible and encouraging our clients to interact with us in their channel of choice.
- Make good use of technology to connect with clients both virtually and face to face
- Implement effective contact and relationship building strategies, that accelerate new client acquisition and retention in your local community
- Collaborate with market-leading professionals in financial planning, retirement planning, mortgages, and business banking experts to ensure clients receive customized and relevant expert advice

Qualifications

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Requirements

- Valid Mutual Funds accreditation (Investment Funds in Canada 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)
- 2-3 years of proven sales experience in the financial services industry, handling credit and investments
- Demonstrated ability to build trust and maintain long-term client relationships
- Digital literacy across a broad range of devices (i.e., smartphones, tablets, laptops, etc.)

Assets

- French language proficiency
- Active in developing a solid network in the local community

Pay and benefits

We thrive on the challenge to be our best, progressive thinking to keep growing, and working together to deliver trusted advice to help our clients thrive and communities prosper. We care about each other, reaching our potential, making a difference to our communities, and achieving success that is mutual.

- Career development and top-notch sales coaching to take your career to the next level
- Competitive salary, annual bonus, and recognition programs that reward top performance
- Strong suite of tools, including emerging digital capability to enhance your competitive edge
- Opportunity to represent Canada’s leading financial services brand in your community

Compétences professionnelles

Communication, Curiosité intellectuelle, Orientation client, Pensée critique

RBC accepte les candidatures jusqu’à 23 h 59 la veille de la date limite affichée.

Le milieu de travail chez RBC

RBC s’appuie sur cinq valeurs communes : la priorité au client, l’intégrité, la collaboration, le respect et l’excellence. Le principe Ensemble à RBC, la clé de la réussite, guide son travail. Pour l’une des plus grandes institutions financières et des plus rentables au monde, l’inclusion et la diversité des perspectives contribuent à la croissance. La banque veut permettre à son personnel de donner le meilleur de lui-même, de collaborer, d’innover et d’évoluer. Ses politiques et programmes favorisent le respect, l’appartenance et l’accès aux occasions pour tous, au bénéfice de sa clientèle et des collectivités.

Communauté de talents

La communauté de talents RBC transmet aux personnes inscrites des offres récentes, des conseils de carrière et des invitations à des activités de recrutement selon leurs intérêts.

Le portail de RBC présente les parcours professionnels et la contribution de ses équipes au bien-être de la clientèle et des collectivités.

RBC cherche à pourvoir un poste vacant et invite les personnes intéressées à postuler. L’équipe peut communiquer avec les personnes qualifiées pour examiner leur CV plus en détail.

Sur le portail de RBC, recherchez la réquisition R0000193552.

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