Sr. Relationship Manager, Commercial Financial Services

Requisition	R0000193696
Employer	Royal Bank of Canada
Canadian locations	Vaughan (Ontario, Canada)
Primary address	1520 MAJOR MACKENZIE DR W, VAUGHAN, ON L6A 0A9, Canada
Posted	November 26, 2026
Last day to apply	December 10, 2026
Posted deadline	December 11, 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 sales 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 the Retail & Business Services industry, where a specialized approach aligns sales, products, risk policy, and market strategies to deliver solutions specific for individual needs. This is a senior role in which your highly-developed experience with financial analysis, credit, and client acquisition takes center stage. Your finely honed solution-development skills, combined with your innate salesmanship talent, portfolio management expertise, and knack for client service, sets the stage for success.

Responsibilities

- Apply your past sales experience to new and existing customers for lead prospecting and production
- Demonstrate portfolio management and risk mitigation through the review of financial statements, identifying trends, monitoring risks and assessing credit restructuring
- Provide exceptional customer experience by providing quality business and financial advice
- Build on RBC's expertise by identifying opportunities for referencing, making presentations and making appropriate references to RBC partners
- Collaborate and coordinate with the various teams to develop and implement a client contact strategy
- Digital empowerment champions by becoming a champion of the RBC mobile app, promoting regular use by educating and guiding clients on how to use it

Qualifications

Requirements

- Minimum 3-5+ years commercial banking experience
- Proven track record in sales and business development and exceptional client relationship management
- Credit skills, including risk assessment and financial analysis, credit structuring/solution and presentation of the transaction
- Expertise in a specialized sector (e.g., professional and commercial services, real estate, health, agriculture, etc.)

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Assets

- Strong communication and presentation skills
- In-depth knowledge of products and services dependent on industry specialization
- New skills in client acquisition (e.g., presentation of value proposition, lead production, first contact with client and cold call, reference request)
- University degree, ideally in business, business administration or related experience
- MBA, CPA, CFA considered to be an asset

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 training for senior managers with countless development opportunities
- A comprehensive total premium program including flexible premiums and benefits, competitive remuneration, commissions and inventory, if applicable
- Particular attention to work-life balance
- A unique opportunity for personal and professional growth
- Working in a dynamic, collaborative, progressive and efficient team

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 R0000193696 on the RBC careers portal.

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