

JOB POSTING DETAILS

Job Title	Banking Advisor	Job Type	NA
Job ID	3053	Duration	NA
Date Posted	October 15, 2021	Location	Bruce Mines
		Closing Date	November 15, 2021

Job Overview - Description & Duties

This unique position calls on your client-focused sales expertise and natural problem-solving skills to maximize each client interaction. Specifically, you help clients with their everyday banking, credit, and investment needs. As an RBC ambassador, you add value in the moments that matter most to clients and collaborate with RBC partners to help clients achieve their goals. Whether you're demonstrating to a client how to use digital banking, on-boarding a new client, or referring a complex opportunity to a specialist, your expertise will contribute to creating meaningful and memorable client experiences to drive client satisfaction and loyalty.

Required Skills

Mutual Funds accreditation, or willingness to obtain it (i.e., Investment Funds in Canada or the Canadian Securities Course)
Demonstrated passion for putting clients first, as well as success in a hands-on, target-driven sales environment
Problem-solving and people skills, with the ability to build strong relationships and proactively connect with clients
Flexibility, eagerness to learn, strong personal ethics, and a hunger for success
Digital literacy across a broad range of devices (i.e., smartphones, tablets, laptops, etc.)
Track record in building rapport and maintaining client relationships within the financial or service industry

Other Requirements

Proactively engage with clients in all areas of the branch and in the community, uncovering banking needs, providing help and advice, as well as identifying sales and referral opportunities
Focus on client education and demonstration, leveraging technology to deliver a memorable client experience, drive sales, and retain business
Respond to client-initiated contact, assisting them with a full range of financial transactions
Actively listen and engage clients in conversation to further understand their individual needs
Proactively take ownership of resolving and preventing client banking problems
Cultivate and maintain relationships with partners to make the most of business opportunities and referrals

How to Apply

Please submit your resume to Tiffany Gardner at tiffany.gardner@rbc.com
Royal Bank is committed to providing an inclusive and accessible candidate experience. Only those candidates selected for an interview will be contacted. If you require accommodation during the recruitment and selection process, please let us know. We will work with you to meet your needs.