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## Banking Advisor

@ KENORA, Ontario, Canada

Platform: Personal and Commercial Banking    Sub Category: Sales and Advisory    Type: Full time    Application Deadline: 05/20/2024  
Req ID: R-0000085097

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### Job Summary

### Job Description

#### What is the opportunity?

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

#### What will you do?

- Proactively engage with clients in all areas of the branch and in the community, uncovering banking needs, providing help and advice, as well identifying sales and referral opportunities
- Focus on client education and demonstration, leveraging technology to deliver a memorable client experience, drive sales, and retain busine
- 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

#### What do you need to succeed?

##### Must-have

- Mutual Funds accreditation (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.)
- Availability to work all open business hours

##### Nice-to-have

- Track record in building rapport and maintaining client relationships within the financial or service industry

#### What's in it for you?

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

- A comprehensive Total Rewards Program including competitive compensation, bonuses, and flexible benefits
- Continued opportunities for career advancement
- World-class sales training, coaching, and development opportunities

- Support from a dynamic, collaborative, progressive, and high performing team, as well as world-class tools and training
- Opportunity to achieve great success and grow your career with RBC

### Job Skills

### Additional Job Details

#### Address:

144 MAIN ST S:KENORA

City:

KENORA

Country:

Canada

Work hours/week:

37.5

Employment Type:

Full time

Platform:

Personal and Commercial Banking

Job Type:

Regular

Pay Type:

Salaried

Posted Date:

2024-04-18

Application Deadline:

2024-05-20

### Inclusion and Equal Opportunity Employment

At RBC, we embrace diversity and inclusion for innovation and growth. We are committed to building inclusive teams and an equitable workplace employees to bring their true selves to work. We are taking actions to tackle issues of inequity and systemic bias to support our diverse talent, cl communities.

We also strive to provide an accessible candidate experience for our prospective employees with different abilities. Please let us know if you need accommodations during the recruitment process.

### Join our Talent Community

Stay in-the-know about great career opportunities at RBC. Sign up and get customized info on our latest jobs, career tips and Recruitment events matter to you.

Expand your limits and create a new future together at RBC. Find out how we use our passion and drive to enhance the well-being of our clients c communities at jobs.rbc.com (https://jobs.rbc.com/ca/en).

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