What is the opportunity?
As Senior Trust Advisor, you will be responsible for achieving profitable business results through the development and retention of a book of U/HNW clients within a specific territory. Results will be achieved through a relationship management approach with clients and partners within the local/regional marketplace. You will also work in partnership with the Regional Manager to implement strategies, processes and sales management disciplines achieving sustainable earnings and revenue growth.

What will you do?
- Create an exceptional client experience by providing superior service and comprehensive fiduciary solutions that meet client needs/goals.
- Develop proactive client contact strategies for each client to ensure broadening of the client relationship to the next generation and with RBC Wealth Management (RBCWM) and RBC Group of Companies through ongoing client discovery.
- Ensure client strategic objectives are known, reviewed and a documented client action plan is set up customized to the client's unique situation. Action Plans are communicated on a regular basis with clients and partners to ensure seamless integrated RBC planning.
- Identify any referral opportunities to appropriate Professionals across the RBC network and other Centers of Influences (COIs) where appropriate
- Demonstrate a commitment to taking ownership and accountability for efficient client problem resolution.
- Develop and maintain centers of influence and internal RBC partnerships to drive referrals and new client acquisition.
- develop and execute against a well thought out and robust business plan and approach within market to actively seeking new business opportunities
- Assist Regional Manager in establishing goals for employees within team that are clearly defined, measurable, achievable and align them with the overall business' strategic priorities

What do you need to succeed?

Must-have
- 8-10 Years providing Trust & Estate related advice to clients
- Possess or work towards TEP Designation (Trust and Estate Practitioner)
- University Degree or Equivalent
- Designated or Accredited as a Senior Trust Officer

Nice-to-have
- Canadian Securities Course
- 3-5 years' experience with valued based selling

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 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.

- Challenging work
- Variety of assignments
- Financial strength and a strong brand
- Prestige
- Management that supports your work and progression

To apply, please click the link below.

https://career8.successfactors.com/sfcareer/jobreqcareer?jobId=166621&company=RBC&username