



Sales Associate for the Sales Development Program

Posted by: United Rentals

Posting date: 27-Feb-2026 **Closing date:** 26-Aug-2026

Education: Bachelor's

Language: English

Job location: Terrace

Salary: \$\$40.45–\$58.30 Per Hour

Years of Experience: 1 year

Vacancy: 1

Job Type: Full Time

Job id: CAJ1839566

Job description:

Complete job description

Fantastic company. Fantastic individuals. Fantastic chances.

Come develop your future with United Rentals if you want the opportunity to leave your mark with the biggest equipment rental company in the world!

You will start a structured training program as a Sales Associate on our General Rentals team in order to be ready for a future position as an Outside Sales Representative. You'll collaborate with professionals in the field who are keen to assist you in gaining practical

expertise with our technological goods and cultivating the interpersonal abilities that propel client success.

What you'll do:

To get a comprehensive grasp of the whole equipment-rental lifecycle, start your training in a local branch by shadowing both sales and operational positions.

Participate in a digital onboarding course with peers from throughout North America. It will help you hone your sales skills for success in our sector and offers a cooperative learning environment that enables you to establish and use a robust internal support system.

Go through a number of outbound sales campaigns that expose you to various construction verticals, varied client spend levels, general vs. specialist equipment rentals, and both new and current customer demographics.

Learn how to use the main sales tools offered by United Rentals, such as our customer site, inventory management systems, CRM, and mobile apps.

Oversee high-level sales discussions about pricing negotiations, requests for several pieces of rental equipment, collective agreements with the government and educational institutions, equipment servicing contracts, the sale of old equipment after its rental period is over, and much more.

Acquire knowledge of tried-and-true sales techniques to provide our clients with answers and boost sales.

Take part in neighborhood team activities including charity drives, equipment yard sales, customer appreciation events, daily safety huddles, customer entertainment trips, and internal team-building seminars at 1UR.

With the help of weekly peer-ranked contests, real-time sales performance indicators, and numerous accomplishment levels, you may monitor your progress in sales development.

Get daily feedback from ride-alongs to nearby work sites, phone coaching sessions, and corporate and local leadership meetings. Developing sales plans for your accounts and setting reasonable deadlines to reach your objectives can help you increase interest during these sessions.

Before being promoted to an Outside Sales Representative (OSR), the typical Sales Associate spends four to six months in the Sales Development Program (SDP); the exact time frame depends on both individual performance and market circumstances.

Additional tasks as delegated

Conditions:

A bachelor's degree or comparable professional experience

Experience working in a sales position with customers (recommended)

Outstanding communication and interpersonal abilities

Excellent cooperation and teamwork abilities

competent with computers and smartphones and tablets

A current driver's license and a respectable driving history

Training: Must report on-site Monday through Friday and reside within a reasonable driving distance of the designated branch.

Why come along?

We do more than only "talk the talk"! We are an award-winning organization that really cares about its employees and was just recognized as a Glassdoor Best Place to Work in 2026. As a result, we provide top-notch benefits and perks that will help you and your family. Along with our financial and health plans, we also provide:

Paid Leave for Parents

The United Compassion Fund

Program for Employee Discounts

Opportunities for Career Development and Promotion

Extra Vacation Purchase Plan (US Only)

Payactiv offers early wage access (US hourly only).

Paid Time Off for Illness

A culture that is inviting and inclusive

Find out more about all of our benefits available in the US [here](#).

Regardless of a person's race, color, religion, sex, national origin, age, genetic information, citizenship status, veteran status, sexual orientation, gender identity, handicap, or any other legally protected status, United Rentals, Inc. is an Equal Opportunity Employer. Please contact careers@ur.com for help if you need a reasonable accommodation at any stage of the application process.

Veterans, reservists, current duty personnel, and their families are all valued employees of United Rentals. Our success is fueled by the same principles that characterize your service: collaboration, leadership, discipline, and integrity. We are prepared to assist you in making the move to a fulfilling profession since we already have a large number of veterans on our staff.

There are several distinct positions with various tasks and responsibilities at United Rentals. Candidates' real pay rates vary based on a variety of characteristics, such as their job, education, training, experience, talents, and aptitude.

Range of Compensation: \$40.45 to \$58.30

To apply for this job vacancy, please send your resume along with a cover letter and a reference letter from your previous employer to the following email: careers@ur.com

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