

Enterprise Holdings Career Tuesday

November 9, 2021

- **Who is Enterprise Holdings?** Umbrella brand, headquartered in St. Louis, MO; **total transportation provider**
 - Enterprise Rent-a-Car and many other divisions including rideshare, fleet management, car sales, etc
 - Multiple brands including **National, Enterprise, Alamo, etc**
 - Many locations across New England and are still growing in this market
 - Stays top of mind for customers through great customer service
- **Has the pandemic changed the landscape of the company?** Considered an essential business, able to stay open, but made adjustments to how they operated so everyone felt comfortable
 - **Use more technology** in processes and engagement with customers so they can distance as they engage; what can we do to make sure vehicles are properly sanitized? Partnered with Clorox to add additional level of sanitation
 - Listened to customers and employees to see what their needs were while adjusting to the new situation
 - **Fully hiring now for almost every position offered**
- **What does Enterprise hire for?**
 - **Entry level:** Sales Management Trainee (learn every part of the business and what you are interested in; push your career in direction that fits you best)
 - **Internships:** Management Trainee Intern **Spring (Part Time)** and **Summer (Full Time)** - very similar to entry level role; want to train and develop you to transition into full time role post graduation with an accelerated career path afterwards) -- **summer is 90 days and may be able to stay on part time until you graduate**
 - Gain hands-on experience in the business; learn how to produce results and improve performance; heavy focus in sales and customer service and peel back layers of business; how can you help the branch? How can we control costs? Customer facing and fleet management/finances, and HR - taste of every area
 - **Part time jobs:** Customer Service Representatives, Drivers, Auto Detailers
- **Awards:** Best Employers for Women, Best Employers for Diversity, Top 10 Intern Program, Top Entry Level Employer
- **Locations:** Full time is **flexible based on where you live**, closer to home; 4-6 months in you will transfer to another location within the area
 - Internship opportunities available at flagship stores/more popular locations
- **What do you look for in candidates?** Customer service, sales piece - do you have the ability to persuade?, leadership skills (want future managers!), work ethic and flexibility, someone ready to dive in and learn as much as they can, communication skills

- **Interview process:**
 - **Interns:** first phone interview, then interview with hiring manager or area manager, final interview with group rental manager
 - **Full time:** first phone interview, then virtual interview with recruiter, then face to face interview with area manager, and final interview with group rental manager
- **Company culture:** only promote from within, always someone you can relate to in any experience you have, managers do a great job of getting to know employees both in and out of work which allows them to coach employees, reward hard work, lots of opportunities to network
- **“Why Enterprise” for you (Katie)?:** Met area manager at career fair at UConn and level of success she achieved was appealing; opportunity is very appealing, got first promotion in 9-12 months, you get out what you put in and ability to grow career quickly
- **Career path:**



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- **Applying for roles:** posted on Handshake and company website; Spring opportunities are on Handshake and will be taken down in December, Summer roles will be available after that