

# ENTERPRISE HOLDINGS™



**About Company:** A family-owned, world-class portfolio of brands. They operate a global network that covers nearly 100 countries, nearly 80,000 team members, and nearly 1.7 million vehicles taking customers wherever they need to go. They lead the transportation service industry.

- They also focus on transportation solutions
- Also considered to be more than just a car rental company as they have multiple brands under them and considered to be very diversified
- Considered an essential business during the pandemic because they provided transportation to front line workers
- More tech involved because of the pandemic

## **Key Information presented for students:**

- They are full into hiring mode for every position that is offered
- Sales management trainee
  - o Entry level position
  - o Exposed to different aspects of business
  - o Given opportunity to grow within the company through this program
  - o Location for this program is based on where you live, however, you will be transferred to a different branch for exposure to different management
- Management trainee internship
  - o Internships are offered in the Storrs area
  - o You will get hands on experience as an intern
  - o At the end you'll be able to review sales and performance with the manager
  - o They try to retain interns for full time employment
- Part time jobs
  - o Auto Detailer
  - o Driver
  - o Customer Service Representatives
  - o The jobs allow you to build on your soft skills that they are looking for

-

### Question asked/answers:

- There are multiple tracks that you can take through the Sales management program, you will not be stuck doing sales work
- Enterprise was picked by one of the recruiters because of the level of success and promotion opportunities
- They promote from within

### Interview process/tips for potential candidates:

- Their top priority is customer service, so they are looking for someone that is people oriented
- Do you have the ability to persuade?
- Show that you have been a leader
- Work ethic is valued very much
- Be flexible
- Be a good communicator
- Interview process:
  - o Interns –
    - 1<sup>st</sup> interview with recruiter over phone
    - Then interview with an area manager
    - Final interview with group rental manager
  - o Sales management trainee –
    - 1<sup>st</sup> interview with recruiter over phone
    - Then a virtual interview with recruiter
    - Then a group interview
    - Lastly a face to face

### Other:

- The quote they go by “work hard and they reward hard work”