

**About Company:**

* Penske is a privately held, diversified, on-highway, transportation services company that has subsidiaries operating in a variety of industry segments, including retail automotive, truck leasing, transportation logistics and professional motorsports.

**Key Information presented for students:**

* They are currently recruiting for:
  + Sales
    - Build relationships with customers
    - Contact other businesses
    - Consulting
    - Record and account maintenance
  + Operation management trainees
    - Candidates will develop consumer and commercial customer solutions for local and national accounts
    - Manage and oversee large fleet of vehicles
    - Generate business leads
    - Receive ongoing training and mentoring
    - Collaborate with high energy team
  + Finance
  + Maintenance coordinators
* Typical day –
  + Sales and management trainee will work in rental department
  + They will have the opportunity to work with manager,
  + Trainees will have the opportunity to shadow different areas, will have training at corporate offices,
  + Will usually be taking inbound phone calls,
  + Role is client facing
* Penske Truck Leasing –
  + Consumer Rental
  + Commercial Rental
  + Contract Maintenance
  + Full-Service Lease
  + All candidates start at the management trainee position, transition to assistant rental manager then to whatever career path they want

**Questions:**

* They are in supply chain management
* They are very inclusive
* They listen to associates to improve the company

**Interview process/tips for potential candidates:**

* Interview with district manager typically one person, sometimes two
* Understand what you want and what drives you
* Interviewers are looking for candidates that are:
  + Well spoken
  + Team players
  + Hard workers
* Have a big vision for yourself within the company
* Understand the long-term goal of the company
* When going in for an interview be able to talk about yourself
  + Talk about your strengths
  + Build up your experiences
  + Relate experiences to the role that you are going for
* Have an elevator pitch for the interview to make yourself stand out
* Know at least the minimum amount about the company and how the current economic atmosphere is affecting the company
* Show that you are investing in yourself:
  + Reach out to recruiters using LinkedIn or other method of communication

**Other:**

Field Sales Manager – Holly Bartoletti

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Sales director – Dan Donnelly

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