

**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

 Holly.Bartoletti@Penske.com

Sales director – Dan Donnelly

 Dan.donnelly@penske.com