

Enterprise Rent-a-Car On-Campus Interviews: Dec. 3, 2009

Act NOW! Send in resume and cover letter ASAP to request interview.

Management Trainee Position

This position is your foot in the door with Enterprise.

As a new hire, once you've completed your initial orientation and training, you'll be assigned to a branch office in your home area and the hands-on training begins. You'll learn valuable business skills from capable mentors who were once in your shoes.

During your first year, you will actively participate in everything from sales and marketing and customer service to operations and finance. As you progress, you will be tested and evaluated to determine your proficiency in these areas. Successful completion of these tests and evaluations will result in rewards, pay increases and the opportunity for continued promotions.

With high performance, increasingly more opportunities will become available to you. You can choose, as most people do, to continue your rewarding ascent within our Rental Operations managerial track or you can explore these options:

- Fleet Services,
- Human Resources,
- Car Sales,
- Accounting, or
- Marketing

As a Management Trainee, you are empowered to make business decisions that greatly affect your career as well as the bottom line. You'll gain responsibility for developing new business and maintaining current relationships. You'll be responsible for understanding cost control, reading your branch's P&L statement and understanding what it takes to run a profitable business. You will also learn how to deliver superior customer service. You'll be taught how to effectively communicate, influence and interact with all types of customers, vendors and co-workers. You'll learn proper sales techniques to problem solving and conflict management. Those skills will provide you with the opportunity to market to local business partners and build solid, long-lasting relationships with key business decision-makers. In your development to become a successful manager at Enterprise, you'll learn how to mentor, train, develop, manage and promote a staff of your own.

Employees in the Management Training Program receive a competitive salary and benefits package. More importantly, however, all employees have the opportunity to

advance in responsibility and compensation at a pace far more rapid than in other entry-level positions.

The workweek generally consists of 49 hours. Since Management Trainee positions receive overtime pay, total compensation will vary with the number of hours worked. Based on successful performance, you will receive increases in responsibility and compensation during your first twelve months. Although Enterprise cannot guarantee the exact dates of your increase or the precise increase amounts, they do guarantee that if you complete twelve months' employment without extended absence due to injury, illness or other reasons, your total compensation for the twelve months will be no less than \$32,400.

In the majority of our offices, business hours are Monday through Friday from 7:30am to 6:00pm and Saturdays from 9am until 1pm. You will work one to two Saturdays per month.

Enterprise offers its employees a medical package through United Healthcare with a choice of an EPO or PPO option. Dental benefits are provided through Delta Dental and prescription insurance is provided through Express Scripts. These plans are packaged together with a minimal employee contribution toward this coverage, with the bulk of the expense being absorbed by the Company. Enterprise fully funds life insurance and long-term disability insurance for all full time employees. The life insurance is equivalent to 1.5 times your annual compensation, with a minimum benefit of \$25,000.00. Employees have the option to purchase additional coverage at 1x, 2x or 3x their annual salary.

Minimum Requirements:

- Bachelor's degree required with experience in sales, customer service, or management/leadership
- Must have a valid driver's license with no more than 2 moving violations and/or at-fault accidents in the past 3 years
- No drug or alcohol related conviction on driving record in the last 3 years (ie., DUI/DWI)
- Must be authorized to work in the U.S. and not require sponsorship now or in the future
- Must be at least 18 years old.

To apply, visit Enterprise's website at www.go.enterprise.com. Also, send your resume and cover letter to Christy Clark (Christy.Clark@erac.com). Indicate that you saw the position posting at SSU and are interested in interviewing with her on Dec. 3 on campus.