



Enterprise Rent A Car require graduates for immediate starts upon graduation in the local West Midlands region, including graduates from University of Worcester!

If you are interested and want to fast track through the process please bring your CV along to Julia Speed who will be located in First Point between 12pm and 2.30pm on Thursday 15th May. If you are successful you will be invited to an on campus interview.

Position Title: Management Trainee **Salary:** £17,500 P/A (West Midlands region) **Employment**

Type: Full time, permanent **Location:** Branches throughout the West Midlands

General Job Summary:

Enterprise started in the US in 1957 and we now have a turnover of \$14 billion, employing more than 70,000 people across the UK, Ireland, Germany, USA, Canada, France and Spain. On the Enterprise Management Training Scheme, you'll join one of our branches and learn all the business skills you need to run it yourself. This gives you the chance to experience all areas, from sales and marketing to customer service and finance. Enterprise promotes 100% from within, so our trainee programme is the fast track into a great management career. In as little as two years you could be running your own business, recruiting your own teams, and receiving your share of the profits!

What makes the perfect candidate?

In all honesty, there's nothing set in stone as to what an Enterprise employee should or shouldn't look like. However, there are several key traits we look for in all our management trainees. To join our graduate programme, the candidate will have to be comfortable balancing business-minded entrepreneurialism with the empathy and care needed to understand and meet each and every customer's requirements. Because if they are motivated by identifying and engaging with customers' needs and can deliver new and creative approaches to attracting business, then they could be a roaring success here.

A few other things

Along with an aptitude for sales, we like our management trainees to demonstrate an ability to work cooperatively as part of a team, and show genuine appreciation for the hard work of others. There's nothing we love more than someone who can motivate the people around them while gaining the

loyalty and support of a team through an inclusive and inspirational style of leadership. Last but not least, they will need to show us how positivity and enthusiasm colours everything they do. They need to ask themselves – do I have a “yes” mentality? Am I driven by the desire to achieve results? If the answer to both these questions is yes, then a graduate career with Enterprise beckons.

Minimum Requirements:

- Educated to A level standard or equivalent
- Current and valid driver's license held for a minimum of 12 months
- Satisfactory driving record
- Aged 21 years or over (for insurance purposes)
- Legally eligible to work within the UK

Preferred Experience:

- Customer service experience
- Sales environment experience

Skills/Abilities:

- *Sales Orientation* – knowledge of sales techniques and ability to excel in a competitive environment.
- *Work Ethic* – ability to work independently and/or as a team. Strong time management, attention to detail and ability to handle multiple tasks, as well as resolve recurring and irregular problems
- *Initiative and application* – resourceful, independent thinker, with attention and application to work (ability to use own judgment and self-reliant)
- *Communication* – ability to communicate effectively and present information one-on-one and in small group situations to customers, clients and other employees. Communicate company policy, procedures and programs
- *Leadership* – thinks strategically about longer term needs and the capabilities that must be in place to address these needs
- Possesses and demonstrates *management* and *leadership* skills and conveys an entrepreneurial spirit.
- Ability to contribute to *team* efforts and decisions, express a positive attitude and balance team and individual responsibilities
- *Customer Service* – ability to evaluate customer needs, fact find, build rapport, answer questions, and probe for service quality
- *Problem Solving* - Ability to handle and solve problems in a professional manner
- *Administration* – knowledge of basic computer programs and standard office equipment