

@WORK
spotlight

FEATURED YOUNG PROFESSIONAL

Name: Jennifer Sutton

Age: 24

Company: Enterprise Rent-A-Car,
www.enterprise.com

Title: Branch Manager, Glens Falls, New York

What is your typical day like?

There's really no such thing as a typical day at Enterprise. Every day is different. I'm responsible for the whole show—the training, the customer service, the fleet management, the business-to-business marketing—pretty much everything that goes into running a business.

What's the coolest part of your job?

The feeling of empowerment. I run my own branch, and I take a lot of pride in that. I like the fact that we work on a recognition and rewards system. It's up to you how quickly your career moves. Your goals are visible and attainable. Everyone's always telling you that if you achieve your goals, you'll get to the next level. In the last two years, I've been a management trainee, a management assistant, an assistant manager, and now a branch manager. The other huge plus is the people who work here—they're fantastic.

Why did you want to work for Enterprise Rent-A-Car?

When I first heard about the opportunity at Enterprise, I didn't think I was interested—but then I learned more about the company. For me, it's not about cars or the car rental industry; it's about a great company. I was looking for a place where I could learn and develop my career. Enterprise taught me how to run a business and then gave me the opportunity to do so.

How would you describe the company's culture?

It's a very fun environment. We go out after work and sometimes hang out on the weekends. We compete with each other to get the next promotion, but we also help each other out. The actual office environment is professional. We also go to great lengths to be very customer-friendly—even our mission statement states that our number one goal is customer satisfaction, not necessarily profits. That's because we're a family-owned company, and the values that were part of this company at the start are still just as visible today.

What kinds of perks does Enterprise offer its employees?

We have a pay-for-performance program, meaning you set your own goals and you get promotions and bonuses based on



that. We have a full benefits package, including profit sharing and a 401(k), and we do a lot of community service. We also promote from within. That's really great because I know that it's up to me to work hard and accelerate my career.

What advice would you give a young job seeker who is interested in working at Enterprise?

You don't need to know how to run a business when you come in—our training and management development will teach you that. Whether you're a recent college grad or a seasoned professional, you'll be hired as a management trainee and will have to work your way up through the system. We're looking for leadership, a strong work ethic, someone who is goal-oriented and very energetic. We want you to stand out in a crowd.

To see current job openings at Enterprise, visit www.experience.com.