Alumni Spotlight,
Chris Fitzpatrick of Enterprise Rent-a-Car

Career Services and Cooperative Education: Nice to meet you Chris! Thank you so much for agreeing to interview with us. You were a Business Administration major at Montclair, what can you tell us about that experience?

Chris Fitzpatrick: Nice to meet you! Yes, while at Montclair I majored in Business Administration, with a duel concentration in Management and Marketing. I enjoyed the program, and I would say that Human Resource Management with Dr. Mark Allyn, Consumer Behavior with Dr. Nathan Himmelstein and Training and Development with Dr. Zey were some standout courses that helped me to narrow down my career path.

CSCE: It’s wonderful to hear that you had so many positive influences at Montclair. Now that you are in the corporate world, how would you describe your typical day at work?

CF: I make my own day, very proactively. Some days I spend at local colleges doing events, seminars, and career fairs. Many days I am conducting phone or face-to-face interviews, or participating in promotional interviews for managers. I also do a lot of training for our new hires.

CSCE: Sounds like you are very busy. How did you know this industry would be best for you?

CF: I didn’t at first, but I have always been sales and performance driven, and very competitive. Enterprise fell into my lap, but it was my great relationship with the person who hired me as well as my passion for diversity and development that led me to Talent Acquisition and Recruiting.

CSCE: Passion for your work is so important! Tell us more about the Enterprise corporate culture.

CF: It is performance driven, high energy, and very positive. Managers really look out for their teams, and upper management values everyone’s effort and input. All promotions are internal, so you cannot be passed over for an opportunity because someone from outside the company was hired. You work hard, but there is a tremendous pay off to that work. It is very rewarding to see someone that I hired become a manager, a department head or a top salesperson. There is a real intrinsic reward to knowing that you saw something in someone that they were able to turn into a career, where they are motivated every day and well compensated.

CSCE: So you get to help others on a daily basis—that is very rewarding! I can see why you have so much enthusiasm for your job. What types of people do you enjoy working with the most?

CF: I love working with colleges. I had an amazing experience as a student leader at Montclair State, and being able to give back by hiring current students and grads is amazing. I love any atmosphere where the goal is inclusion, education, and the betterment of individuals and society.

CSCE: It is amazing that you have been able to find so much meaning in your work, that is so inspiring. Tell me, what skill do you value most as a professional in your field?

CF: Work ethic and communication. Work ethic is not just working hard; it is also the level of pride someone takes in his or her work. If you do something, you want it to be your best. Communication is critical in almost any industry, being able to communicate with customers, clients, accounts, supervisors, subordinates—they all require you to be flexible with communication. Cross-cultural communication is also a must.

CSCE: Thank you for all this advice for our students. What is the best advice you have ever received?

CF: “Imagine how much would get accomplished if it didn’t matter who got the credit.”

By Lauren Biondi, Communications Coordinator, Center for Career Services & Cooperative Education