

Joseph Margaitis
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OBJECTIVE

A career, where I challenge myself utilizing my experiences, and unyielding drive to perform at the highest degree.

EDUCATION

Bachelor's Degree, Communications Sciences, Minor in Business
University Of Connecticut | Storrs, CT

WORK EXPERIENCE

Area Manager

May 2002 - present

Enterprise Holdings | Windsor Locks, CT

- Rental Services Oversee 7 Locations located in Northern CT and Springfield, MA territories Driving a team of 50+ employees to achieve their potential as well as maximize each locations potential. Responsibilities include hiring, coaching and evaluating employees to maximize retention.
- Handle all customer satisfaction issues in a timely manner to ensure complete customer satisfaction.
- Marketing to business partners to generate growth, as well as develop new business through building relationships.
- Facilitate reviews and weekly branch audits; Monitoring/Advising on P&L statement reviews. Controlling costs and maximizing profits.
- Setting goals and rewarding those teams that perform well, and coach teams/individuals in areas of opportunity.
- 6 competitors have closed down in marketplace due to winning strategy.
- Currently have highest customer satisfaction rating in Group (Western Mass, and Connecticut)
- Ranked #1 in Group on Fiscal Year, 2011 Balance Report for Customer Service, Growth, Operating Profit, and Employee Retention.
- Founder, Organizer, and Commissioner of Company Basketball League, consisting of 6 teams, entering its 4th year.