



**Allison Zolot**  
Senior Vice President & General Counsel

December 14, 2023

**VIA Upload to Online Public Inspection Files**

EEO Staff  
Investigations & Hearings Division  
Enforcement Bureau  
Federal Communications Commission  
45 L Street, NE  
Washington, D.C. 20554

RE: EEO Audit – KMJI(FM), Ashdown, AR (Facility ID 7828)

Dear Sir or Madam:

Townsquare License, LLC, the licensee of broadcast station KMJI (FM), Ashdown, Arkansas, hereby responds to the Commission’s notice of audit issued to KMJI(FM). This response includes information about the following stations, which, with KMJI(FM), comprise the Townsquare License, LLC’s Texarkana employment unit (referred to herein as “Townsquare Texarkana,” the “Unit,” or the “Stations”):

KKYR-FM, Texarkana, TX (Facility ID 7066)  
KPWW(FM), Hooks, TX (Facility ID 65292)  
KYGL(FM), Texarkana, AR (Facility ID 12312)

**a. *Public File Report.*** Copies of the Unit’s two most recent EEO public file reports for the periods covering February 1, 2021 to January 31, 2022 (“2021-2022 Reporting Period”) and February 1, 2022 to January 31, 2023 (“2022-2023 Reporting Period”) (the 2021-2022 Reporting Period and the 2022-2023 Reporting Period, together, the “Audit Period”) are attached as Exhibit 1 and Exhibit 2, respectively. As noted on the face of the reports, both were amended on December 14, 2023.

The Stations’ website addresses are <https://mymajic933.com/>, <https://kkyr.com/>, <https://power959.com/>, and <https://kygl.com/>. The Unit’s most recent public file report is posted on each of these websites.

**b. *Supporting Documentation for Vacancies.*** Among other sources, Townsquare Texarkana uses a recruiting company called Greenhouse to export vacancy listings to a variety of sources, including Indeed.com, LinkedIn.com, ZipRecruiter.com, and the Townsquare Media Careers webpage. The text of the notice that was posted to Greenhouse sources is included in Exhibit 4, along with screenshots from Greenhouse showing the Greenhouse sources that were

notified about each vacancy. Exhibit 4 also includes information excerpted from reports that Greenhouse provides to Townsquare Texarkana. These reports indicate the Greenhouse source that referred each applicant for the various full-time positions filled during the Audit Period. Not all of these applicants were interviewed. In addition, Townsquare Texarkana advertised all vacancies on Glassdoor.com. Exhibit 4 contains screenshots confirming these postings. No recruitment sources have requested to be notified of vacancies.

**c. *Total Number of Interviewees and Referral Sources.*** The total number of interviewees for each full-time vacancy filled during the Audit Period and the referral sources for each interviewee are provided in Exhibit 3. The date of each full-time hire during the Audit Period is also provided in Exhibit 3.

**d. *Documentation of Recruitment Initiatives.*** The Unit currently has a total of six (6) full-time employees. The population of the market in which the Stations operate is less than 250,000.<sup>1</sup> Therefore, the Unit is required to perform two points worth of recruitment initiatives within a two-year period pursuant to 47 C.F.R. §§ 73.2080(c)(2) and (e)(3).

The Unit engaged in a number of recruitment initiatives as shown in the EEO public file reports attached as Exhibit 1 and Exhibit 2. The Unit personnel involved in each recruitment initiative are listed in these reports. See Exhibit 5 for documentation of at least two points worth of initiatives.

**e. *Discrimination Complaints.*** There was one resolved and no pending complaints alleging unlawful discrimination in the employment practices of the Unit during the current license term. Details about the resolved complaint are as follows:

An Account Executive (“AE”) filed a disability discrimination and retaliation claim with the U.S. EEOC, Little Rock, Arkansas division on August 2, 2022 (EEOC Charge No. 493-2022-01374). The AE claimed she was denied reasonable accommodation for her disability and ultimately discharged due to her disability and requested accommodation in violation with the Disabilities Act of 1990. On December 8, 2022, the EEOC dismissed the charge and the matter was closed.

**f. *Management’s EEO Responsibilities.*** EEO compliance is an integral function of management at all levels within the Unit. Market staff meets regularly with the Market President, during which they discuss general employment issues and training, as well as methods for handling problems that might arise in these areas. Market staff also are taught to conduct interviews and performance reviews in a manner that is in line with the Unit’s EEO policy. The Market President works with market staff to ensure that decisions regarding hiring and promotion are carried out in a non-discriminatory fashion. No job can be filled without prior approval of the Market President, who signs off on EEO compliance. The management team is

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<sup>1</sup> The Stations operate in the Texarkana, TX-AR Metropolitan Statistical Area, which had a population of 147,519 according to the 2020 U.S. Census.

informed of EEO requirements by written guidelines forwarded by the Texas Association Broadcasters, the National Association of Broadcasters, and the Unit's legal services. Though the market staff actively participates in the process, the Market President bears the ultimate responsibility for enforcement of the Unit's EEO policy.

Townsquare Texarkana makes a concerted effort to ensure that both employees and applicants are well-informed of the Unit's EEO policy. Upon commencement of employment, every employee receives a copy of Townsquare Media's Employee Policy Manual, which contains a description of the Unit's EEO policy. The EEO policy and other employment-related regulations are also posted in common areas of the Stations, and all the Stations' websites post that Townsquare Media is an Equal Opportunity Employer. Applicants are informed of the Unit's EEO policies through the application process. Job notices inform potential applicants that Townsquare Media is an equal opportunity employer and state the company's EEO policy.

**g. *Analysis of EEO Program's Effectiveness.*** The success of Townsquare Texarkana's EEO recruiting program is vital to the success of the Unit, and management therefore devotes a significant amount of time and resources to evaluating the success of its outreach initiatives, and the program as a whole. The Market President and the market staff assess the success of each outreach initiative on a case-by-case basis. After each job fair, community event, or other outreach initiative, the participants in that event, together with management, analyze the relative success of the event, including number of attendees, interest levels, number and quality of applications received (if applicable), and the like. Likewise, management actively evaluates the sources and methods by which it advertises specific job vacancies in order to ensure that the Stations receive a wide variety of qualified applicants for all employment positions.

Management recognizes that a large part of the Unit's recruitment program involves its efforts to post all available positions on widely used job-related websites. The Unit periodically adds organizations to its recruitment source list as they come to its attention and checks on organizations to confirm their contact information. Thus, the process of constant self-evaluation allows the Unit to continue to utilize the most effective methods, while strategizing how to strengthen its other outreach efforts.

Management has determined that participation in events/programs with local schools and job fairs, coupled with its vacancy-specific announcements, allows station personnel to come into contact with, and select its employees from, a wide cross-section of members in the community. And it continually evaluates and modifies its program to ensure and optimize recruiting success. In addition, Townsquare Texarkana draws upon the human resources and recruiting departments of its parent, Townsquare Media, to monitor and ensure its own EEO compliance.

**h. *Analysis of Pay, Benefits and Selection Techniques.*** Townsquare Texarkana strives to comply with all federal, state, and/or local laws regarding pay, benefits, seniority

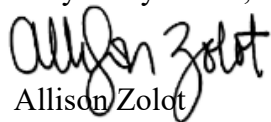
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practices, promotions, and selection techniques and tests to ensure that the Unit provides equal opportunities to all employees and applicants.

Townsquare Texarkana does not have any union agreements, is not a religious broadcaster, and is not subject to a time brokerage agreement.

I certify that the information and statements herein are true, complete, and correct to the best of my knowledge and belief and are made in good faith. I acknowledge that the attached exhibits are considered material representations.

Please address any questions concerning this letter to Townsquare Texarkana's counsel, Emilie de Lozier of Wilkinson Barker Knauer LLP, at (202) 383-3378.

Very Truly Yours,  
A handwritten signature in black ink that reads "Allison Zolot". The signature is written in a cursive, flowing style.  
Allison Zolot

**Exhibit 1**

EEO Public File Report for 2021-2022 Reporting Period  
(part of the 2020-2022 two-year term)

**Townsquare License, LLC  
Texarkana Employment Unit  
KKYR-FM, KPWW, KYGL, KMJI & KOSY  
EEO PUBLIC FILE REPORT  
February 1, 2021 – January 31, 2022\*  
(\*Amended Dec. 14, 2023)**

**I. VACANCY LIST**

\*See Section II, the “Master Recruitment Source List” (“MRSL”) for recruitment source data.

<b>Job Title</b>	<b>Public Recruitment Source (“RS”) Used to Fill Vacancy</b>	<b>RS Referring Hiree</b>	<b>Interviewees per vacancy</b>
<b>Account Executive No. 1</b>	<b>13, 14, 15, , 19, 20</b>	<b>17</b>	<b>3</b>
<b>Market President</b>	<b>13, 14, 15, , 19, 20</b>	<b>16</b>	<b>1</b>
<b>Account Executives No. 2 &amp; 3 (2 hires)</b>	<b>13, 14, 15, , 19, 20</b>	<b>AE No. 2 - 17 AE No. 3 - 17</b>	<b>2</b>

**II. MASTER RECRUITMENT SOURCE LIST (“MRSL”)**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS over reporting period</b>
<b>1</b>	<b>Texas A&amp;M</b>	<b>N</b>	<b>0</b>
<b>2</b>	<b>Church On The Rock</b>	<b>N</b>	<b>0</b>
<b>3</b>	<b>Texarkana Chamber of Commerce</b>	<b>N</b>	<b>0</b>
<b>4</b>	<b>Texarkana College</b>	<b>N</b>	<b>0</b>
<b>5</b>	<b>University of Arkansas, Pine Bluff</b>	<b>N</b>	<b>0</b>
<b>6</b>	<b>Greater Texarkana Workforce Center</b>	<b>N</b>	<b>0</b>
<b>7</b>	<b>Greater Texarkana Chapter of the N.A.A.C.P.</b>	<b>N</b>	<b>0</b>
<b>8</b>	<b>University of Arkansas Community College</b>	<b>N</b>	<b>0</b>
<b>9</b>	<b>Little River Chamber</b>	<b>N</b>	<b>0</b>
<b>10</b>	<b>Quachita Baptist University</b>	<b>N</b>	<b>0</b>
<b>11</b>	<b>Henderson State University</b>	<b>N</b>	<b>0</b>

**Townsquare License, LLC**  
**Texarkana Employment Unit**  
**KKYR-FM, KPWW, KYGL, KMJI & KOSY**  
**EEO PUBLIC FILE REPORT**  
**February 1, 2021 – January 31, 2022\***  
**(\*Amended Dec. 14, 2023)**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS over reporting period
12	All radio station websites: <a href="http://www.kkyr.com">www.kkyr.com</a> , <a href="http://www.kygl.com">www.kygl.com</a> , <a href="http://www.mymajic933.com">www.mymajic933.com</a> , <a href="http://www.power959.com">www.power959.com</a> <a href="http://www.kosy790am.com">www.kosy790am.com</a>	N	0
13	Indeed.com (via Greenhouse)	N	0
14	Glassdoor.com	N	0
15	Townsquaremedia.com (via Greenhouse)	N	1
16	LinkedIn.com (candidate sourced)	N	2
17	Employee Referral	N	3
18	Walk In/Self-Referral	N	0
19	LinkedIn (via Greenhouse)	N	0
20	Zip Recruiter (via Greenhouse)	N	0
21	Indeed.com (candidate sourced)	N	0
	<b>TOTAL INTERVIEWEES OVER REPORTING PERIOD</b>		<b>6</b>

**Townsquare License, LLC  
 Texarkana Employment Unit  
 KKYR-FM, KPWW, KYGL, KMJI & KOSY  
 EEO PUBLIC FILE REPORT  
 February 1, 2021 – January 31, 2022\*  
 (\*Amended Dec. 14, 2023)**

**III. RECRUITMENT INITIATIVES**

	<b>TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)</b>	<b>BRIEF DESCRIPTION OF ACTIVITY</b>
1	Participation in other activities designed to disseminate information as to employment opportunities in broadcasting to job candidates who might otherwise be unaware of such opportunities.	On July 27, 2021, Market President met with Texas A&M University Career Center Director and discussed speaking opportunities and engagements with Mass Communications students. Market President also discussed open positions at the stations and job qualifications for same. Market President set up an account with the Texas A&M University Career Center job board and listed open positions.
2	Participation in event/program sponsored by educational institutions relating to careers in broadcasting	On October 26, 2021, the Market President addressed the Arkansas Middle School as a part of the Virtual Explore Success Conference supported by the Ready for Life community program. Interacted with the students and answered questions on broadcasting.
3	Participation in job fair	On March 23, 2021, Market President participated in a virtual Career Fair held by the Greater Texarkana Workforce Commission and accepted resumes and applications online for open positions. Market President reviewed resumes/applications.
4	Participation in job fair	On November 4, 2021, Market President participated in an in-person Hiring Red, White, and You! Job Fair for veterans and the general public held by the Greater Texarkana Workforce Commission and accepted resumes and applications online for open positions. Market President reviewed resumes/applications.



**Exhibit 2**

EEO Public File Report for 2022-2023 Reporting Period  
(part of the 2022-2024 two-year term)

**Townsquare License, LLC  
Texarkana Employment Unit  
KKYR-FM, KPWW, KYGL, KMJI & KOSY  
EEO PUBLIC FILE REPORT  
February 1, 2022 – January 31, 2023\*  
(\*Amended Dec. 14, 2023)**

**I. VACANCY LIST**

<b>Job Title</b>	<b>Public Recruitment Source (“RS”) Used to Fill Vacancy</b>	<b>RS Referring Hiree</b>	<b>Interviewees per vacancy</b>
<b>Account Executive No. 1</b>	<b>1, 13-16, 20</b>	<b>15</b>	<b>3</b>
<b>Account Executive No. 2</b>	<b>1, 13-16, 20</b>	<b>15</b>	<b>1</b>
<b>Digital Managing Editor</b>	<b>13-16, 20</b>	<b>16</b>	<b>4</b>

\*See Section II, the “Master Recruitment Source List” (“MRSL”) for recruitment source data.

**II. MASTER RECRUITMENT SOURCE LIST (“MRSL”)**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS over reporting period</b>
<b>1</b>	<b>Texas A&amp;M Job Fair March 30, 2022</b>	<b>N</b>	<b>0</b>
<b>2</b>	<b>Church On The Rock</b>	<b>N</b>	<b>0</b>
<b>3</b>	<b>Texarkana Chamber of Commerce</b>	<b>N</b>	<b>0</b>
<b>4</b>	<b>Texarkana College</b>	<b>N</b>	<b>0</b>
<b>5</b>	<b>University of Arkansas, Pine Bluff</b>	<b>N</b>	<b>0</b>
<b>6</b>	<b>Greater Texarkana Workforce Center</b>	<b>N</b>	<b>0</b>
<b>7</b>	<b>Greater Texarkana Chapter of the N.A.A.C.P.</b>	<b>N</b>	<b>0</b>
<b>8</b>	<b>University of Arkansas Community College</b>	<b>N</b>	<b>0</b>
<b>9</b>	<b>Little River Chamber</b>	<b>N</b>	<b>0</b>

**Townsquare License, LLC**  
**Texarkana Employment Unit**  
**KKYR-FM, KPWW, KYGL, KMJI & KOSY**  
**EEO PUBLIC FILE REPORT**  
**February 1, 2022 – January 31, 2023\***  
 (\*Amended Dec. 14, 2023)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS over reporting period
10	Ouachita Baptist University	N	0
11	Henderson State University	N	0
12	All radio station websites: <a href="http://www.kkyr.com">www.kkyr.com</a> , <a href="http://www.kygl.com">www.kygl.com</a> , <a href="http://www.mymajic933.com">www.mymajic933.com</a> , <a href="http://www.power959.com">www.power959.com</a> <a href="http://www.kosy790am.com">www.kosy790am.com</a>	N	0
13	Indeed.com (via Greenhouse)	N	0
14	Glassdoor.com	N	0
15	Townsquaremedia.com (via Greenhouse)	N	3
16	LinkedIn.com	N	2
17	Employee Referral	N	1
18	Walk In/Self-Referral	N	0
19	LinkedIn (candidate sourced)	N	2
20	Zip Recruiter (via Greenhouse)	N	0
	<b>TOTAL INTERVIEWEES OVER REPORTING PERIOD</b>		<b>8</b>

**Townsquare License, LLC  
 Texarkana Employment Unit  
 KKYR-FM, KPWW, KYGL, KMJI & KOSY  
 EEO PUBLIC FILE REPORT  
 February 1, 2022 – January 31, 2023\*  
 (\*Amended Dec. 14, 2023)**

**III. RECRUITMENT INITIATIVES**

	<b>TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)</b>	<b>BRIEF DESCRIPTION OF ACTIVITY</b>
1	Participation in job banks, Internet programs, and other programs designed to promote outreach generally	The stations promoted various hiring activities/fairs on their websites, highlighting opportunities at local businesses and providing relevant application links. They also promoted interview skills trainings to help individuals succeed in their application and interview process.
2	Participation in job fair	On March 30, 2022, Operations Manager participated in Texas A&M Texarkana’s job fair and accepted resumes and applications for open positions.
3	Participation in job fair	On November 10, 2022, Operations Manager participated in a virtual career fair/workshop for veterans and the general public held by the Greater Texarkana Workforce Commission and accepted resumes and applications for open positions.

**Exhibit 3**

Date of Each Full-Time Hire

Referral Sources for Interviewees for Each Vacancy

Total Interviewees for Each Vacancy



Interviewee Data

General Information:

1. Job Title: **Account Executive No. 1**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **9/7/2021**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
• <a href="http://www.townsquaremedia.com">www.townsquaremedia.com</a> (via Greenhouse)	1
• LinkedIn (candidate sourced)	1
• Employee Referral	1
<hr/>	
Total Number of Interviewees for these vacancies:	3

RS Referring Hiree:

Employee Referral



Interviewee Data

General Information:

1. Job Title: **Account Executive Nos. 2-3**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **AE No. 2 - 5/17/2021**  
**AE No. 3 - 5/17/2021**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
• Employee Referral	2
Total Number of Interviewees for these vacancies:	2

RS Referring Hiree: AE No. 1 - Employee Referral  
AE No. 2 - Employee Referral



Interviewee Data

General Information:

1. Job Title: **Market President**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **7/12/2021**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
• LinkedIn (candidate sourced)	1
<hr/>	
Total Number of Interviewees for these vacancies:	1

RS Referring Hiree: LinkedIn (candidate sourced)





Interviewee Data

General Information:

1. Job Title: **Account Executive No. 1**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **5/31/2022**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
• <a href="http://www.townsquaremedia.com">www.townsquaremedia.com</a> (via Greenhouse)	1
• Employee Referral	1
• LinkedIn (candidate sourced)	1
<hr/>	
Total Number of Interviewees for these vacancies:	3

RS Referring Hiree: [www.townsquaremedia.com](http://www.townsquaremedia.com)  
(via Greenhouse)



Interviewee Data

General Information:

1. Job Title: **Digital Managing Editor**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **3/16/2022**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
• <a href="http://www.townsquaremedia.com">www.townsquaremedia.com</a> (via Greenhouse)	1
• LinkedIn (via Greenhouse)	2
• LinkedIn (candidate sourced)	1
<hr/>	
Total Number of Interviewees for these vacancies:	4

RS Referring Hiree:

LinkedIn (via Greenhouse)



Interviewee Data

General Information:

1. Job Title: **Account Executive No. 2**
2. Station(s): **KKYR-FM, KPWW, KYGL, KMJI & KOSY**
3. Date Position Filled: **9/6/2022**

<b>Recruitment Source (RS):</b>	<b>No. of Interviewees Referred by RS for this Vacancy:</b>
---------------------------------	---

- |   |   |
|---|---|
| • <a href="http://www.townsquaremedia.com">www.townsquaremedia.com</a> (via Greenhouse) | 1 |
|---|---|

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Total Number of Interviewees  
for these vacancies:

1

RS Referring Hiree:

[www.townsquaremedia.com](http://www.townsquaremedia.com)  
(via Greenhouse)

**Exhibit 4**

Documentation of Recruitment for Vacancies

2021-2022 Vacancy Recruitment Documentation

Account Executive No. 1

## ***Media and Digital Sales Executive***

Townsquare Media is looking for a dynamic sales executive to join our media and digital advertising team! You will be selling local advertising for our innovative stations & all of its platforms, plus programmatic digital advertising and website platforms that include development, SEO, and mobilization of sites.

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light, and still have fun - Well then we want to talk to you!

### **Responsibilities**

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension, and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.
- Create new relationships with local and regional businesses in our area.
- Work with local and corporate marketing teams to develop campaign support materials.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines, and overachieve annual budgets.
- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success in achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

### **Qualifications**

- Goal-oriented, a strong work ethic, and a strong desire to learn.
- Previous sales experience. A history of success with customers and a proven ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

### **Benefits**



- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

## About Us

Townsquare is a community-focused digital media, digital marketing solutions and radio company focused outside the Top 50 markets in the U.S. Our assets include [Townsquare Interactive](#), a digital marketing services subscription business providing web sites, search engine optimization, social platforms and online reputation management for approximately 21,900 SMBs; [Townsquare IGNITE](#), a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 322 local terrestrial radio stations in 67 cities with corresponding local news and entertainment websites and apps including legendary brands such as [WYRK.com](#), [WJON.com](#), and [NJ101.5.com](#), along with a network of national music brands including [XXLmag.com](#), [TasteofCountry.com](#), [UltimateClassicRock.com](#) and [Loudwire.com](#).

**TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.**

**Townsquare Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Townsquare Media complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Townsquare Media expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Townsquare Media's employees to perform their job duties may result in discipline up to and including discharge.**

 Your search for **Townsquare media** in **Texarkana, TX** only matches 3 open jobs. 

 Back to Search



Townsquare Media 3.1 ★

## Account Executive

Texarkana, TX

### Account Executive

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you! We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Texarkana Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

#### What the role will look like?

- Determine strategy for identifying, connecting and closing new opportunities in your local market
- Prospect and identify potential clients using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local and regional businesses in Texarkana
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

#### Qualifications:

- Proven track record of meeting and exceeding aggressive sales goal
- Strong marketing acumen
- Effective verbal and written communications essential.
- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

#### Benefits:

Base salary, uncapped commission and monthly bonus incentives

 Save

 Easy Apply



- Medical, Dental and Vision Insurance
- 401(K) + company match
- Employee Stock Purchase Plan
- Casual, high-energy work environment at our Multi Media Facility
- Unlimited growth opportunities!

### About Us

Townsquare is a community-focused digital media, digital marketing solutions, and radio company focused outside the Top 50 markets in the U.S. Our assets include **Townsquare Interactive**, a digital marketing services subscription business providing websites, search engine optimization, social platforms, and online reputation management for approximately 21,900 SMBs; **Townsquare IGNITE**, a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 357 local terrestrial radio stations in 76 cities with corresponding local news and entertainment websites and apps including legendary brands such as **WYRK.com**, **WJON.com**, and **NJ101.5.com**, along with a network of national music brands including **XXLmag.com**, **TasteofCountry.com**, **UltimateClassicRock.com**, and **Loudwire.com**.

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#LI-EB1

Show less ^

 Report

## Company overview

### Size

1001 to 5000 Employees

### Founded

1996

### Type

Company - Public

### Industry

Broadcast Media

### Sector

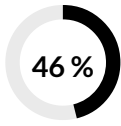
Media & Communication

### Revenue

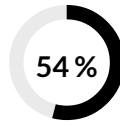
\$100 to \$500 million (USD)

## Townsquare Media ratings





Recommend to a friend



Approve of CEO



Bill Wilson and Dhruv Prasad  
149 Ratings

Career Opportunities	★★★★☆☆	3.0
Comp & Benefits	★★★★☆☆	2.9
Culture & Values	★★★★☆☆	2.9
Senior Management	★★★★☆☆	3.0
Work/Life Balance	★★★★☆☆	3.0

## Townsquare Media benefits

3.1 ★★★★★☆☆ 3 Ratings

## Employee benefit reviews

### Most commented

Health Insurance [18 comments]

"Takes to long to get updates from providers"

Vacation & Paid Time Off [4 comments]

"Very good, if you're there for a while you could get more than they offer upon hire."

Oct 9, 2023

★★★★★ Current Senior Corporate Recruiter in Charlotte, NC, North Carolina

Great PTO policy - just increased to 3 weeks PTO once you hit 2 years with the company

Nov 7, 2023

★★★☆☆ Current Employee in New York, NY, New York State

Don't always count on a bonus yearly, but otherwise other benefits are decent

Aug 2, 2023

★★★☆☆ Current Data Analytics Consultant in New York, NY, New York State

Mediocre at best for the time being. But works when needed.



# Account Executive

Texarkana, AR  
Job Status: Closed

< Back

## Job setup

Overview

Job Info

Job Kickoff

**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Post to \*

Townsquare Media

Location \*

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed

Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required





































Recently Viewed











Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Resume	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Recently Viewed

## Custom application questions

 LinkedIn Profile	 
 Website	 
 How did you hear about this job? (Required)	 
 Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	 
 If yes, please, explain:	 
 Have you ever been disciplined or fired from a job? (Required)	 
 If yes, please, explain:	 
 Have you ever been employed by our company or predecessor? (Required)	 
 If so, please, provide dates and position:	 
 Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	 
 If yes, please, explain:	 
 Provide a copy of such agreement:	 

Recently Viewed

- Are you related to any current employee of Townsquare Media? (Required)  
- If so, please, explain relationship:  
- Are you legally authorized to work in the U.S.? (Required)  
- Do you now need or will you need sponsorship in the future? (Required)  

Add custom question

Copy from another job

## Settings

Send confirmation email to candidates

### Application confirmation page

Default

Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

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Include 'Apply with SEEK' button

Recently Viewed 



## Publish to free job boards

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- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

Location

- Remote *i*

[← Back](#)

[Preview](#)

[Save](#)

Recently Viewed



Greenhouse applications and sources report for Texarkana 2021-2022 Account Executive No. 1 vacancy postings.

<b>Last Name</b>	<b>First Name</b>	<b>Applied For</b>	<b>Source</b>	<b>Application Date</b>
		Account Executive	Responded to an ad on Indeed	06/02/2021
		Account Executive	Responded to an ad on Indeed	06/03/2021
		Account Executive	Responded to an ad on Indeed	06/05/2021
		Account Executive	Responded to an ad on Indeed	06/09/2021
		Account Executive	Applied through your website's jobs page	06/16/2021
		Account Executive	Indeed Sourced	06/17/2021
		Account Executive	Indeed Sourced	06/17/2021
		Account Executive	Responded to an ad on Indeed	06/17/2021
		Account Executive	Responded to an ad on Indeed	06/22/2021
		Account Executive	Indeed Sourced	06/25/2021
		Account Executive	Indeed Sourced	06/28/2021
		Account Executive	Indeed Sourced	06/29/2021
		Account Executive	LinkedIn (Prospecting)	07/02/2021
		Account Executive	Responded to an ad on Indeed	07/09/2021
		Account Executive	Linkedin (Ad Posting)	08/04/2021
		Account Executive	Employee Referral	08/09/2021
		Account Executive	Responded to an ad on Indeed	09/03/2021
		Account Executive	Responded to an ad on Indeed	09/08/2021

2021-2022 Vacancy Recruitment Documentation

Account Executive Nos. 2-3

## ***Media and Digital Sales Executive***

Townsquare Media is looking for a dynamic sales executive to join our media and digital advertising team! You will be selling local advertising for our innovative stations & all of its platforms, plus programmatic digital advertising and website platforms that include development, SEO, and mobilization of sites.

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light, and still have fun - Well then we want to talk to you!

### **Responsibilities**

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension, and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.
- Create new relationships with local and regional businesses in our area.
- Work with local and corporate marketing teams to develop campaign support materials.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines, and overachieve annual budgets.
- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success in achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

### **Qualifications**

- Goal-oriented, a strong work ethic, and a strong desire to learn.
- Previous sales experience. A history of success with customers and a proven ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

### **Benefits**

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

## About Us

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Your search for Townsquare media in Texarkana, TX only matches 3 open jobs.



Back to Search



Townsquare Media 3.1 ★

# Account Executive

Texarkana, TX

## Account Executive

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you! We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Texarkana Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

### What the role will look like?

- Determine strategy for identifying, connecting and closing new opportunities in your local market
- Prospect and identify potential clients using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local and regional businesses in Texarkana
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

### Qualifications:

- Proven track record of meeting and exceeding aggressive sales goal
- Strong marketing acumen
- Effective verbal and written communications essential.
- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

### Benefits:

Base salary, uncapped commission and monthly bonus incentives

Save

Easy Apply

- Medical, Dental and Vision Insurance
- 401(K) + company match
- Employee Stock Purchase Plan
- Casual, high-energy work environment at our Multi Media Facility
- Unlimited growth opportunities!

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#LI-EB1

Show less ^

 Report

## Company overview

### Size

1001 to 5000 Employees

### Founded

1996

### Type

Company - Public

### Industry

Broadcast Media

### Sector

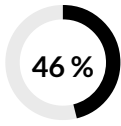
Media & Communication

### Revenue

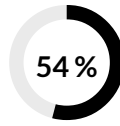
\$100 to \$500 million (USD)

## Townsquare Media ratings





Recommend to a friend



Approve of CEO



Bill Wilson and Dhruv Prasad  
149 Ratings

Career Opportunities	★★★★☆☆	3.0
Comp & Benefits	★★★★☆☆	2.9
Culture & Values	★★★★☆☆	2.9
Senior Management	★★★★☆☆	3.0
Work/Life Balance	★★★★☆☆	3.0

## Townsquare Media benefits

3.1 ★★★★★☆☆ 3 Ratings

## Employee benefit reviews

### Most commented

Health Insurance [18 comments]

"Takes to long to get updates from providers"

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Mediocre at best for the time being. But works when needed.



# Account Executive

Texarkana, AR

Job Status: Closed

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## Job setup

Overview

Job Info

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**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Account Executive- Texarkana, AR

Post to \*

Townsquare Media

Location \*

Texarkana, AR

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

Select...

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed



Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required





































Recently Viewed











Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Resume	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Recently Viewed

## Custom application questions

 LinkedIn Profile	 
 Website	 
 How did you hear about this job? (Required)	 
 Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	 
 If yes, please, explain:	 
 Have you ever been disciplined or fired from a job? (Required)	 
 If yes, please, explain:	 
 Have you ever been employed by our company or predecessor? (Required)	 
 If so, please, provide dates and position:	 
 Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	 
 If yes, please, explain:	 
 Provide a copy of such agreement:	 

Recently Viewed

- Are you related to any current employee of Townsquare Media? (Required)  
- If so, please, explain relationship:  
- Are you legally authorized to work in the U.S.? (Required)  
- Do you now need or will you need sponsorship in the future? (Required)  

Add custom question

Copy from another job

### Settings

Send confirmation email to candidates

#### Application confirmation page

Default

Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

*PLEASE NOTE: These questions are designed to collect demographic data about applicants in the format that is specifically required for federal contractors with affirmative action obligations to report it to the government. As such, the language cannot be altered.*

Include 'Apply with SEEK' button

Recently Viewed 



## Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

Location

- Remote *i*

Recently Viewed

Greenhouse applications and sources report for Texarkana 2021-2022 Account Executive Nos. 2-3 vacancy postings.

<b>Last Name</b>	<b>First Name</b>	<b>Applied For</b>	<b>Source</b>	<b>Application Date</b>
		Account Executive	Responded to an ad on Indeed	02/07/2021
		Account Executive	Responded to an ad on Indeed	02/08/2021
		Account Executive	Responded to an ad on Indeed	02/08/2021
		Account Executive	Responded to an ad on Indeed	02/09/2021
		Account Executive	Responded to an ad on Indeed	03/07/2021
		Account Executive	Applied through your website's jobs page	04/10/2021
		Account Executive	Responded to an ad on Indeed	04/14/2021
		Account Executive	Employee Referral	05/14/2021
		Account Executive	Employee Referral	05/14/2021
		Account Executive	Responded to an ad on Indeed	05/17/2021

2021-2022 Vacancy Recruitment Documentation

Market President

### ***Market President/Chief Revenue Officer***

The Market President/Chief Revenue Officer at Townsquare Media is responsible for building the dominant media business in their respective market, driving growth of the business through diversified revenue streams, and building a culture of success by attracting and retaining the best talent in the market. This is a management position focused on revenue generation, and the MP/CRO will be expected to attain and exceed revenue budgets by having a clear vision for a path of continued revenue growth, with the capability of executing that vision. The MP/CRO must possess a strong desire to win, be an exceptional leader and have a track record of revenue and cash flow success. Going beyond just coaching the team; they must be a hands-on leader, building effective multi-platform marketing solutions for clients.

The MP/CRO must be an exceptional sales trainer and mentor, be a creative-thinker, and be able to recruit and hire the best in the industry. This position is not for a ‘hands-off’/sit behind the desk manager, but for a leader who is highly visible in the market and very involved with the staff.

Townsquare Media strives to be the leader in local media – building the strongest brands in the market and monetizing those brands on air, on line and on site. The MP/CRO must be a creative, idea-generating, business development professional that understands how to maximize the tools at their disposal to achieve market leadership status.

### **Responsibilities**

- Oversee all aspects of the market operation with a particular focus on revenue generation across Townsquare’s multiple media and entertainment platforms.
- Create a vision and strategy for consistent revenue and profit growth, with the ability to communicate and execute the plan.
- Represent TSM to key client accounts and community; developing strong client relationships and community partnerships that further our business.
- Drive key account growth through the selling of results based, integrated programs while also pushing significant new business development.
- Recruit, retain and develop a talented team, starting with the department heads and including a deep and high performing sales staff. Strive to become the preferred media workplace in the market.
- Support the content team (on air and on line) and hold them accountable to executing the brand strategy and delivering content excellence.
- Working in conjunction with our corporate team, build a diverse and sustainable event business focused on the inherent opportunities in the market.
- Prepare and manage the fiscal budget. Develop/implement strategic goals to exceed local advertising, live events and digital services budgets.
- Ensure the station’s license is in order and that Federal Communications. Commission (FCC) and other federal, state and local rules and regulations are followed.
- Support the Townsquare mission while actively seeking to find ways to make the company better.



- Be a student of the industry, consistently learning about our business in order to be a current resource to our employees and clients.
- Be fiscally responsible, managing expenses not only within budget, but based on return on the investment of the resources allocated.

## Qualifications

- Proven ability to recruit, to lead, to motivate, to coach and train others and achieve revenue results.
- Experience in media or digital sales management in the role of General Manager, General or Local Sales Manager with a proven and documentable track record of exceeding budgets and outperforming the marketplace.
- Experience in creating and selling multi-media programs incorporating digital, mobile, and event opportunities.

## Benefits



- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Competitive salary + bonus program
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

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 Your search for **Townsquare media** in **Texarkana, TX** only matches 3 open jobs. 

 [Back to Search](#)



**Townsquare Media** 3.1 ★

## Market President

Texarkana, TX

### **Market President**

At Townsquare, we are a team of driven individuals who strive to be the leader in local media by building the strongest brands in the market, and monetizing those brands on air, on line and on site through our premier marketing and advertising solutions.

We are looking for a hands-on leader with proven success in the media and advertising space to join Townsquare as a Market President. This is a management position with a focus on driving revenue by building a culture of success and leading their team to become the best in-class media company in the Texarkana market!

### **Responsibilities:**

- Oversee all aspects of the market operation with a particular focus on revenue generation across Townsquare's multiple media and entertainment platforms.
- Create a vision and strategy for consistent revenue and profit growth, with the ability to communicate and execute the plan
- Support the content team (on air and on line) and hold them accountable to executing the brand strategy and delivering content excellence.
- Recruit, train & develop top sales talent
- Lead their sales team to exceed revenue targets by developing a sales strategy and holding the team accountable to hitting and exceeding their individual goals.
- Ensure the station's license is in order and that Federal Communications Commission (FCC) and other federal, state and local rules and regulations are followed.
- Drive key account growth through the selling of results based, integrated programs while also pushing significant new business development.
- Prepare and manage the fiscal budget. Develop/implement strategic goals to exceed local advertising, live events and digital services budgets.
- Represent TSM to key client accounts and community; developing strong client relationships and community partnerships that further our business.

### **Qualifications:**

- 5+ years of sales management experience in the media/advertising space
- Must have experience with digital advertising
- Radio/Broadcast experience is preferred
- Track record in exceeding budgets and outperforming the marketplace
- Proven ability to recruit, lead, motivate and coach others to achieve revenue results
- Must have experience in local media or broadcast and a strong understanding of digital advertising solutions

 Save

 Easy Apply

## Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Employee Stock Purchase Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Competitive salary + bonus program
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

## About Us

Townsquare is a radio, digital media, entertainment and digital marketing solutions company principally focused on being the premier local advertising and marketing solutions platform in small and mid-sized markets across the U.S. Our assets include 321 radio stations and more than 330+ local websites in 67 U.S. markets, a digital marketing solutions company (Townsquare Interactive), a proprietary digital programmatic advertising platform (Townsquare Ignite) and approximately 200 live events. Our brands include local media assets such as WYRK, KLAQ, K2 and NJ101.5; iconic local and regional events such as WYRK's Taste of Country [update link!], the Boise Music Festival, the Red Dirt BBQ & Music Festival and Taste of Fort Collins; and leading tastemaker music and entertainment websites such as XXLmag.com, TasteofCountry.com and Loudwire.com.

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#LI-MS1

Show less ^

 Report

## Company overview

### Size

1001 to 5000 Employees

### Founded

1996

### Type

Company - Public

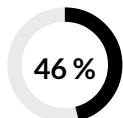
### Industry



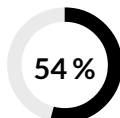
Revenue  
\$100 to \$500 million (USD)

## Townsquare Media ratings

3.1 





Recommend to a friend



Approve of CEO



Bill Wilson and Dhruv Prasad  
149 Ratings

Career Opportunities	 3.0
Comp & Benefits	 2.9
Culture & Values	 2.9
Senior Management	 3.0
Work/Life Balance	 3.0

## Townsquare Media benefits

3.1  3 Ratings

## Employee benefit reviews

### Most commented

Health Insurance (18 comments)

"Takes to long to get updates from providers"

Vacation & Paid Time Off (4 comments)

"Very good, if you're there for a while you could get more than they offer upon hire."

Oct 9, 2023

 Current Senior Corporate Recruiter in Charlotte, NC, North Carolina

Great PTO policy - just increased to 3 weeks PTO once you hit 2 years with the company

Nov 7, 2023

 Current Employee in New York, NY, New York State

Don't always count on a bonus yearly, but otherwise other benefits are decent

Aug 2, 2023



Mediocre at best for the time being. But works when needed.



# Market President

Texarkana, AR

Job Status: Closed

< Back

## Job setup

Overview

Job Info

Job Kickoff

**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Market President

Post to \*

Townsquare Media

Location \*

Texarkana, AR

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

Select...

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed

Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required

Recently Viewed





Last name	<input type="radio"/>		
Email	<input type="radio"/>		
Phone number	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Resume	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>		
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>		

Recently Viewed

## Custom application questions

LinkedIn Profile	
Website	
How did you hear about this job?	
Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	
If yes, please, explain:	
Have you ever been disciplined or fired from a job? (Required)	
If yes, please, explain:	
Have you ever been employed by our company or predecessor? (Required)	
If so, please, provide dates and position:	
Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	
If yes, please, explain:	
Provide a copy of such agreement:	

Recently Viewed

Are you related to any current employee of Townsquare Media? (Required)



If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



Add custom question

Copy from another job

## Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

Default

Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

*PLEASE NOTE: These questions are designed to collect demographic data about applicants in the format that is specifically required for federal contractors with affirmative action obligations to report it to the government. As such,*

Recently Viewed 



This will only appear for external job boards with a saved GLEP client ID.

### Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited *i*
- ZipRecruiter *i*

Location

- Remote *i*

[← Back](#)

[Preview](#)

[Save](#)

Recently Viewed

Greenhouse applications and sources report for Texarkana 2021-2022 Market President vacancy postings.

<b>Last Name</b>	<b>First Name</b>	<b>Applied For</b>	<b>Source</b>	<b>Application Date</b>
		Market President	Responded to an ad on Indeed	09/06/2016
		Market President	Applied through your website's jobs page	04/07/2021
		Market President	Responded to an ad on Indeed	04/07/2021
		Market President	Applied through your website's jobs page	04/12/2021
		Market President	Applied through your website's jobs page	04/13/2021
		Market President	Linkedin (Ad Posting)	04/20/2021
		Market President	LinkedIn Sourced	04/22/2021
		Market President	Applied through your website's jobs page	04/29/2021
		Market President	Responded to an ad on Indeed	05/19/2021
		Market President	Responded to an ad on Indeed	05/20/2021
		Market President	Applied through your website's jobs page	05/25/2021
		Market President	LinkedIn Sourced	06/08/2021
		Market President	Applied through your website's jobs page	06/27/2021

2022-2023 Vacancy Recruitment Documentation

Account Executive No. 1

## **Account Executive**

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you!

We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Texarkana Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

### **What the role will look like?**

- Determine strategy for identifying, connecting and closing new opportunities in your local market
- Prospect and identify potential clients using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local and regional businesses in Texarkana
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

### **Qualifications:**

- Proven track record of meeting and exceeding aggressive sales goal
- Strong marketing acumen
- Effective verbal and written communications essential.
- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

### **Benefits:**

- Base salary, uncapped commission and monthly bonus incentives
- Perk package (monthly car allowance, phone plan, company provided laptop)
- Sales Training program

- 3 weeks of PTO + 9 paid holidays
- Medical, Dental and Vision Insurance
- 401(K) + company match
- Employee Stock Purchase Plan
- Casual, high-energy work environment at our Multi Media Facility
- Unlimited growth opportunities!

## **About Us**

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**#LI-EB1**



[← Back to Search](#)

Townsquare Media 3.1 ★

# Account Executive

Texarkana, TX

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- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

### Benefits:

- Base salary, uncapped commission and monthly bonus incentives
- Perk package (monthly car allowance, phone plan, company provided laptop)
- Sales Training program
- 3 weeks of PTO + 9 paid holidays

[Save](#)[Easy Apply](#)

- Casual, high-energy work environment at our Multi Media Facility
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#LI-EB1

Show less ^

Report

## Company overview

### Size

1001 to 5000 Employees

### Founded

1996

### Type

Company - Public

### Industry

Broadcast Media

### Sector

Media & Communication

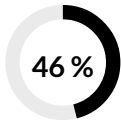
### Revenue

\$100 to \$500 million (USD)

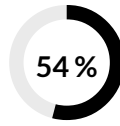
## Townsquare Media ratings

3.1 





Recommend to a friend



Approve of CEO



Bill Wilson and Dhruv Prasad  
149 Ratings

Career Opportunities	★★★★☆☆	3.0
Comp & Benefits	★★★★☆☆	2.9
Culture & Values	★★★★☆☆	2.9
Senior Management	★★★★☆☆	3.0
Work/Life Balance	★★★★☆☆	3.0

## Townsquare Media benefits

3.1 ★★★★★☆☆ 3 Ratings

## Employee benefit reviews

### Most commented

Health Insurance [18 comments]

"Takes to long to get updates from providers"

Vacation & Paid Time Off [4 comments]

"Very good, if you're there for a while you could get more than they offer upon hire."

Oct 9, 2023

★★★★★ Current Senior Corporate Recruiter in Charlotte, NC, North Carolina

Great PTO policy - just increased to 3 weeks PTO once you hit 2 years with the company

Nov 7, 2023

★★★☆☆ Current Employee in New York, NY, New York State

Don't always count on a bonus yearly, but otherwise other benefits are decent

Aug 2, 2023

★★★☆☆ Current Data Analytics Consultant in New York, NY, New York State

Mediocre at best for the time being. But works when needed.



# Account Executive - Texarkana

Texarkana, AR  
Job Status: Open

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## Job setup

Overview

Job Info

Job Kickoff

**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Account Executive

Post to \*

Townsquare Media

Location \*

Texarkana, AR

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

N/A x

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed

Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required





































Recently Viewed



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Resume	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Recently Viewed

## Custom application questions

 LinkedIn Profile	 
 Website	 
 How did you hear about this job? (Required)	 
 Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)	 
 If yes, please, explain:	 
 Have you ever been disciplined or fired from a job? (Required)	 
 If yes, please, explain:	 
 Have you ever been employed by our company or predecessor? (Required)	 
 If so, please, provide dates and position:	 
 Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)	 
 If yes, please, explain:	 
 Provide a copy of such agreement:	 

Recently Viewed



Are you related to any current employee of Townsquare Media? (Required)



If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



Add custom question

Copy from another job

## Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

Default

Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

*PLEASE NOTE: These questions are designed to collect demographic data about applicants in the format that is specifically required for federal contractors with affirmative action obligations to report it to the government. As such,*

Recently Viewed








This will only appear for external job boards with a saved GLEP client ID.

### Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited 
- ZipRecruiter 

Location

- Remote 

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[Preview](#)

[Save](#)

Recently Viewed 

Greenhouse applications and sources report for Texarkana 2022-2023 Account Executive No. 1 vacancy postings

Last Name	First Name	Applied For	Source	Application Date
		Account Executive - Texarkana	LinkedIn (Sourced)	10/11/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/11/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/12/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/13/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/14/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/15/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/16/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/17/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/20/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	10/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/31/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	11/03/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	11/08/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/11/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/22/2021
		Account Executive - Texarkana	Applied through your website's jobs page	11/23/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	11/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/28/2021
		Account Executive - Texarkana	Applied through your website's jobs page	11/29/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	11/29/2021
		Account Executive - Texarkana	Applied through your website's jobs page	12/06/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/07/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/13/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/19/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/20/2021
		Account Executive - Texarkana	LinkedIn (Ad Posting)	12/21/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/21/2021

		Account Executive - Texarkana	Employee Referral	01/12/2022
		Account Executive - Texarkana	Applied through your website's jobs page	01/19/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	01/19/2022
		Account Executive - Texarkana	Applied through your website's jobs page	01/30/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	02/01/2022
		Account Executive - Texarkana	Applied through your website's jobs page	02/11/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	02/27/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	03/10/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/07/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/13/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/18/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/18/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/19/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/19/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/20/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/21/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/25/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/26/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/27/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/27/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/02/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/12/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/19/2022

2022-2023 Vacancy Recruitment Documentation

Account Executive No. 2

Text of job description used in Texarkana 2022-2023 Account Executive No. 2 vacancy postings (via Greenhouse) to Indeed.com, LinkedIn.com, Ziprecruiter.com, and www.townsquare.com.

## **Account Executive**

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you!

We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Texarkana Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

### **What the role will look like?**

- Determine strategy for identifying, connecting and closing new opportunities in your local market
- Prospect and identify potential clients using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local and regional businesses in Texarkana
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

### **Qualifications:**

- Proven track record of meeting and exceeding aggressive sales goal
- Strong marketing acumen
- Effective verbal and written communications essential.
- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

### **Benefits:**

- Base salary, uncapped commission and monthly bonus incentives
- Perk package (monthly car allowance, phone plan, company provided laptop)
- Sales Training program

- 3 weeks of PTO + 9 paid holidays
- Medical, Dental and Vision Insurance
- 401(K) + company match
- Employee Stock Purchase Plan
- Casual, high-energy work environment at our Multi Media Facility
- Unlimited growth opportunities!

## **About Us**

Townsquare is a community-focused digital media, digital marketing solutions, and radio company focused outside the Top 50 markets in the U.S. Our assets include [Townsquare Interactive](#), a digital marketing services subscription business providing websites, search engine optimization, social platforms, and online reputation management for approximately 21,900 SMBs; [Townsquare IGNITE](#), a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 357 local terrestrial radio stations in 76 cities with corresponding local news and entertainment websites and apps including legendary brands such as [WYRK.com](#), [WJON.com](#), and [NJ101.5.com](#), along with a network of national music brands including [XXLmag.com](#), [TasteofCountry.com](#), [UltimateClassicRock.com](#), and [Loudwire.com](#).

**TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.**

**Townsquare Media provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Townsquare Media complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. Townsquare Media expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of Townsquare Media's employees to perform their job duties may result in discipline up to and including discharge.**

**#LI-EB1**

Back to Search



# Account Executive

Texarkana, TX

## Account Executive

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Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you! We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Texarkana Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

### What the role will look like?

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- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
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- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle
- Bachelor's Degree preferred but not required

### Benefits:

- Base salary, uncapped commission and monthly bonus incentives
- Perk package (monthly car allowance, phone plan, company provided laptop)
- Sales Training program
- 3 weeks of PTO + 9 paid holidays

Save

Easy Apply

- Casual, high-energy work environment at our Multi Media Facility
- Unlimited growth opportunities!

### About Us

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#LI-EB1

Show less ^

Report

## Company overview

### Size

1001 to 5000 Employees

### Founded

1996

### Type

Company - Public

### Industry

Broadcast Media

### Sector

Media & Communication

### Revenue

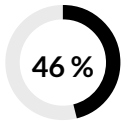
\$100 to \$500 million (USD)

## Townsquare Media ratings

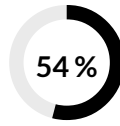
3.1 







Recommend to a friend



Approve of CEO



Bill Wilson and Dhruv Prasad  
149 Ratings

Career Opportunities	★★★★☆☆	3.0
Comp & Benefits	★★★★☆☆	2.9
Culture & Values	★★★★☆☆	2.9
Senior Management	★★★★☆☆	3.0
Work/Life Balance	★★★★☆☆	3.0

## Townsquare Media benefits

3.1 ★★★★★☆☆ 3 Ratings

## Employee benefit reviews

### Most commented

Health Insurance [18 comments]

"Takes to long to get updates from providers"

Vacation & Paid Time Off [4 comments]

"Very good, if you're there for a while you could get more than they offer upon hire."

Oct 9, 2023

★★★★★ Current Senior Corporate Recruiter in Charlotte, NC, North Carolina

Great PTO policy - just increased to 3 weeks PTO once you hit 2 years with the company

Nov 7, 2023

★★★☆☆ Current Employee in New York, NY, New York State

Don't always count on a bonus yearly, but otherwise other benefits are decent

Aug 2, 2023

★★★☆☆ Current Data Analytics Consultant in New York, NY, New York State

Mediocre at best for the time being. But works when needed.



# Account Executive - Texarkana

Texarkana, AR  
Job Status: Open

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## Job setup

Overview

Job Info

Job Kickoff

**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Account Executive

Post to \*

Townsquare Media

Location \*

Texarkana, AR

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

N/A x

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed

Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required

























Recently Viewed



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Resume	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Recently Viewed

### Custom application questions

- LinkedIn Profile  
- Website  
- How did you hear about this job? (Required)  
- Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)  
- If yes, please, explain:  
- Have you ever been disciplined or fired from a job? (Required)  
- If yes, please, explain:  
- Have you ever been employed by our company or predecessor? (Required)  
- If so, please, provide dates and position:  
- Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)  
- If yes, please, explain:  
- Provide a copy of such agreement:  

Recently Viewed

Are you related to any current employee of Townsquare Media? (Required)



If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



Add custom question

Copy from another job

## Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

Default

Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

*PLEASE NOTE: These questions are designed to collect demographic data about applicants in the format that is specifically required for federal contractors with affirmative action obligations to report it to the government. As such,*



Recently Viewed 




This will only appear for external job boards with a saved GLEET client ID.

### Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited 
- ZipRecruiter 

Location

- Remote 

 Back

Preview

Save

Recently Viewed 

Greenhouse applications and sources report for Texarkana 2022-2023 Account Executive No. 2 vacancy postings

Last Name	First Name	Applied For	Source	Application Date
		Account Executive - Texarkana	Employee Referral	10/11/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/11/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/12/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/13/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/14/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/15/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/16/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/17/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/20/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	10/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	10/31/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	11/03/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	11/08/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/11/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/22/2021
		Account Executive - Texarkana	Applied through your website's jobs page	11/23/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	11/26/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	11/28/2021
		Account Executive - Texarkana	Applied through your website's jobs page	11/29/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	11/29/2021
		Account Executive - Texarkana	Applied through your website's jobs page	12/06/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/07/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/13/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/19/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/20/2021
		Account Executive - Texarkana	Linkedin (Ad Posting)	12/21/2021
		Account Executive - Texarkana	Responded to an ad on Indeed	12/21/2021



		Account Executive - Texarkana	Applied through your website's jobs page	01/19/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	01/19/2022
		Account Executive - Texarkana	Applied through your website's jobs page	01/30/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	02/01/2022
		Account Executive - Texarkana	Applied through your website's jobs page	02/11/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	02/27/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	03/10/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/07/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/13/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/18/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/18/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/19/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/19/2022
		Account Executive - Texarkana	Applied through your website's jobs page	04/20/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/21/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/25/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/26/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	04/27/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	04/27/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/02/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/12/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	05/19/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	06/06/2022
		Account Executive - Texarkana	Applied through your website's jobs page	06/09/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	06/12/2022
		Account Executive - Texarkana	Indeed Sourced	06/15/2022
		Account Executive - Texarkana	Indeed Sourced	06/17/2022
		Account Executive - Texarkana	Indeed Sourced	06/20/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	06/20/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	06/22/2022

		Account Executive - Texarkana	Responded to an ad on Indeed	06/22/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	06/30/2022
		Account Executive - Texarkana	Applied through your website's jobs page	07/02/2022
		Account Executive - Texarkana	Applied through your website's jobs page	07/10/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	07/11/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	07/19/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	07/22/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	07/25/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	07/27/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	07/28/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	07/28/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	07/29/2022
		Account Executive - Texarkana	Applied through your website's jobs page	07/30/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	08/02/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	08/03/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	08/08/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	08/09/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	08/11/2022
		Account Executive - Texarkana	Linkedin (Ad Posting)	08/15/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	08/16/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	08/24/2022
		Account Executive - Texarkana	Responded to an ad on Indeed	08/29/2022

2022-2023 Vacancy Recruitment Documentation  
Digital Managing Editor

Text of job description used in Texarkana 2022-2023 Digital Managing Editor vacancy postings (via Greenhouse) to Indeed.com, LinkedIn.com, Ziprecruiter.com, and www.townsquare.com.

## **Townsquare Media Group - Texarkana, AR**

Townsquare Media/Texarkana includes the following well-known brands:

- <https://kkyr.com/>
- <https://mymajic933.com/>
- <https://kosy790am.com/>
- <https://power959.com/>
- <https://kygl.com/>

### **Digital Managing Editor**

*\*This position requires you to work out of the Texarkana office\**

Are you a passionate content creator with exceptional writing and editing expertise? Are you digitally savvy with social media skills to match? If so, then keep reading!

We are a diversified media company looking for someone to oversee and maintain the digital platforms for our radio brands in the Texarkana area. With a passionate focus on consumer experience, this individual will work closely with our on-air talent to develop content for their shows, grow their brands online, and create the best possible experience for their audience across all platforms.

This is a dynamic position that requires solid troubleshooting, good professional judgment, skillful communication, and technical prowess. This is not a typical “webmaster” position.

#### **Responsibilities:**

- Partner with teams of on-air and digital talent to create text, photo, video, and interactive content for the local community across the site, mobile platforms, and social media.
- Provide consistent training, coaching, and education for our on-air and digital talent on the latest internet trends (ex: Facebook posting strategy or strategies for search engine optimization) and educate staff on company policies (ex: copyright law and digital requirements).
- Coordinate with local sales and content teams to make sure that all station and market initiatives have an engaging digital component.
- Study analytics to make data-driven content choices and optimize local digital strategy.

#### **Qualifications:**

- Computer literacy in applicable programs and excellent verbal communication skills
- Ability to interact with management and staff at all levels and to multi-task and handle pressures and deadlines
- Problem-solving ability and skill in prioritizing
- High School Diploma

## Benefits

- 3 weeks of PTO (+ 9 paid holidays)
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- Casual, high-energy work environment
- Opportunity for upward mobility
- Company provided laptop
- Competitive salary + bonus program
- Company discounts
- Pet Insurance
- Time off for volunteering
- And much more...

## About Us

Townsquare Media Group is a diversified media, entertainment and digital marketing services company that owns and operates radio, digital and live event properties. The Company specializes in creating and distributing original entertainment, music, and lifestyle content. Its assets include 312 radio stations and over 325 local companion websites in 66 small to mid-sized markets, making it the third-largest owner of radio stations. In addition, Townsquare has a national portfolio of music and entertainment digital properties reaching over 50 million US unique visitors monthly including XXL Magazine, Taste of Country, Diffuser.fm, Ultimate Classic Rock, Loudwire, The FW, GuySpeed, ScreenCrush and PopCrush. Townsquare produces approximately 500 live music and non-music events annually, and owns Seize the Deal, an E-commerce business.

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# Digital Managing Editor - KMJI- Texarkana

Texarkana, AR  
Job Status: Closed

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## Job setup

Overview

Job Info

Job Kickoff

**Job Posts**

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

## Edit your job post

### Post details

Job name \*

Post to \*

Townsquare Media

Location \*

This location will be visible to candidates on the job post.

Pay transparency rules \* ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed

Custom description



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

### Basic application information

Personal information

Hide

Optional

Required

Recently Viewed



Last name	<input type="radio"/>		
Email	<input type="radio"/>		
Phone number	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Resume	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
<b>Education</b>	<b>Hide</b>	<b>Optional</b>	<b>Required</b>
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>		
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>		













Recently Viewed



### Custom application questions

- Please provide a writing sample. (Required)
- LinkedIn Profile
- Website
- How did you hear about this job?
- Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)
- If yes, please, explain:
- Have you ever been disciplined or fired from a job? (Required)
- If yes, please, explain:
- Have you ever been employed by our company or predecessor? (Required)
- If so, please, provide dates and position:
- Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)
- If yes, please, explain:

Recently Viewed

- Do you have a valid driver's license and state minimum required auto insurance? (Required)  
- Are you related to any current employee of Townsquare Media? (Required)  
- If so, please, explain relationship:  
- Are you legally authorized to work in the U.S.? (Required)  
- Do you now need or will you need sponsorship in the future? (Required)  
- Are you able to work in the Texarkana Office? (Required)  

[Add custom question](#) [Copy from another job](#)

### Settings

Send confirmation email to candidates

#### Application confirmation page

- Default
- Customize

Include EEOC questions

*If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.*

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Include 'Apply with SEEK' button

*This will only appear for external job boards with a saved SEEK Client ID.*

### Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

Indeed

LinkedIn Limited *i*

ZipRecruiter *i*

Location

Remote *i*

[← Back](#)

[Preview](#)

[Save](#)

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Greenhouse applications and sources report for Texarkana 2022-2023 Digital Managing Editor vacancy postings

Last Name	First Name	Applied For	Source	Application Date
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/07/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/07/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/08/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/08/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/09/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/09/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/09/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/09/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/09/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	09/10/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/10/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/13/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/13/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/14/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/19/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/22/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	09/28/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	09/30/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	10/06/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	10/07/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	10/11/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	10/17/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	10/19/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	10/21/2021
		Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	10/26/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	11/04/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	11/17/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	11/24/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	12/03/2021
		Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	12/06/2021
		Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	12/07/2021

Greenhouse applications and sources report for Texarkana 2022-2023 Digital Managing Editor vacancy postings

Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	12/07/2021
Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	12/28/2021
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/04/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/04/2022
Digital Managing Editor - KMJI- Texarkana	Responded to an ad on Indeed	01/04/2022
Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	01/05/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/05/2022
Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	01/11/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/13/2022
Digital Managing Editor - KMJI- Texarkana	LinkedIn (Sourcing)	01/19/2022
Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	01/21/2022
Digital Managing Editor - KMJI- Texarkana	LinkedIn (Sourcing)	01/26/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/26/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/26/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	01/31/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	02/01/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	02/15/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	02/23/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	03/02/2022
Digital Managing Editor - KMJI- Texarkana	Linkedin (Ad Posting)	03/03/2022
Digital Managing Editor - KMJI- Texarkana	Applied through your website's jobs page	03/09/2022

## **Exhibit 5**

### Documentation of Outreach Initiatives

The attached materials document the initiatives included in the 2021-2022 and 2022-2023 EEO public file reports and generally are presented in the order that the initiatives appear in those reports. Note that the 2021-2022 EEO public file report is part of the 2020-2022 two-year term, and the 2022-2023 EEO public file report is part of the 2022-2024 two-year term.

**From:**  
**To:**  
**Subject:** RE: Townsquare Media and A&M-Texarkana Mass Communication  
**Date:** Tuesday, July 27, 2021 11:08:05 AM  
**Attachments:** [image001.png](#)

---

Wonderful...I'd appreciate the opportunity to do so. Keep me posted on dates/times and we'll make it happen!

Thanks again for meeting with me this morning!

**| Market President/CRO**

**office** | 870-772-

**cell** | 225-317-

| [townsquaremedia.com](http://townsquaremedia.com)

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---

**From:** @tamut.edu>  
**Sent:** Tuesday, July 27, 2021 9:43 AM  
**To:** @townsquaremedia.com>; @tamut.edu>  
**Subject:** Townsquare Media and A&M-Texarkana Mass Communication

Dr. \_\_\_\_\_,

said he'd be happy to have you speak with his junior/senior students this fall semester.

**Everyone's contact info**

Market President

Townsquare Media

Office: 870.772.

Mobile: 225.317.

Email: [@townsquaremedia.com](mailto:@townsquaremedia.com)

Assistant Professor of Mass Communication

Texas A&M-Texarkana  
Office: 903.223.  
Email: [@tamut.edu](mailto:>@tamut.edu)

Career Development can be as involved in the Townsquare Media presentation as y'all would like us to be. Let me know how I can assist and I'll be happy to do it.

Cheers,

Director of Career Development  
Email: [@tamut.edu](mailto:>@tamut.edu)  
Phone: 903.223.  
Office:

Strengths: Maximizer | Consistency | Competition | Analytical | Deliberative

"One of the great challenges in the world is knowing enough about a subject to think you're right but not enough about the subject to know you're wrong." – Neil deGrasse Tyson

**Internet Email Warning**

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.



**From:**  
**To:**  
**Cc:**  
**Subject:** RE: Virtual Explore Success Conference Speaking Information  
**Date:** Thursday, October 21, 2021 4:07:05 PM  
**Attachments:** [image001.png](#)

---

Hi

Looking forward to participating. Will definitely reach out if I have any questions.

Best,

**| Market President/Chief Revenue and Content Officer**

**office** | 870-772-

**cell** | 225-317-

**web** | [townsquaremedia.com](http://townsquaremedia.com)

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---

**From:** @swaec.org>  
**Sent:** Thursday, October 21, 2021 1:31 PM  
**To:** @townsquaremedia.com>  
**Cc:** @scscoop.org>;  
@dmesc.org>; @hopeusa.com>;  
@cccua.edu>; @workbay.net>;  
@workbay.net>  
**Subject:** Virtual Explore Success Conference Speaking Information

Hi Mr.

Thank you so much for speaking to our 8th graders about Townsquare Media on **October 26!**

We have you on the schedule for **10:00-10:30** in the SWAEC Theatre. You should receive a Zoom link to use the day of the event to connect to the students from James at Workbay which is the company creating our virtual event.

We ask that you use the attached directions to create a Ready for Life account and business profile where you can upload a slide deck, video, pdf, or information about your business if possible by **Monday, October 25th**. Students will interact with this information about

your business.

If you don't have time to create the account, just connecting to the Zoom link and presenting will be great!

I'm attaching the Moderator questions in case you would like to look at those beforehand.

Please let me know if you have any questions or need help!

**Career & Technical Education Coordinator**  
**APPEL/edTPA Facilitator**  
**National Board Support Site Coordinator**  
**NOCTI Testing Site Coordinator**  
**Southwest Arkansas Education Cooperative**  
Phone: (870) 777-  
Fax: (870) 777-  
[SWAEC CTE Department Google Site](#)  
[@swaec.org](mailto:@swaec.org)

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Emails and flyer regarding March 23, 2021 Greater Texas Workforce Commission virtual job fair

**From:**  
**To:**  
**Subject:** Career Expo  
**Date:** Tuesday, March 2, 2021 11:11:29 AM  
**Attachments:** [image002.jpg](#)  
[image001.jpg](#)  
[VES Menu of Employment Services.pdf](#)  
[WOTC-Veterans-Opportunity-Work-TWC.pdf](#)  
[Employer of Veterans Flier.docx](#)

---

Community Partners,

Good morning! Just sending a quick email to share the below upcoming job fair information. Registration is complimentary for employers and community resources. I also wanted to take a minute to provide you with some information about the Texas Veterans Commission and services that we offer (see attached). If you have any questions or need more details, don't hesitate to call or email!! Hope you have a great rest of the week;)

Sincerely,

Rural Veterans Career Advisor  
Texas Veterans Commission  
1702 Hampton Rd.  
Texarkana, TX 75503  
Cell: 903-438-

[www.tvc.texas.gov](http://www.tvc.texas.gov)

**We Hire Vets Medallion Program:** <https://www.hirevets.gov/>

Let me know how I'm doing; please click on the link to provide feedback on your experience!  
<http://www.surveymonkey.com/r/VES> Survey.

## 2021 Career & Community Resources Virtual



Featuring Employers and Resources from the Northeast Texas area

Sign up  
as a  
vendor today!

March 23, 2020  
10:00 A.M. – 2:00 P.M.

Virtual Career Expo at  
[Netxexpo.easyvirtualfair.com](http://Netxexpo.easyvirtualfair.com)



Brought to you by:



For more information, call  
Workforce Solutions:  
903-794-4163 X 146 or 109  
Or E-mail

[Keldan.Mckinnie@netxworks.org](mailto:Keldan.Mckinnie@netxworks.org)

[Jeff.Clapp@netxworks.org](mailto:Jeff.Clapp@netxworks.org)

### Virtual Event Features

- Virtual booths will be setup by event staff prior to the event.
- Ability to customize your booth fully!
- Find the perfect candidate for your job opening!
- Chat with participants live via the chat feature.
- List offers (openings) for your organization.

*Promote your organization to job seekers at  
the largest Virtual Expo in the area!*

[Click Here to Register](#)

Exhibitor space is limited. Registrations will be accepted  
on a first-come, first-served basis.

Equal Opportunity Employer/Programs. Auxiliary aids and services available upon request to individuals with disabilities. Relay Texas: (800) 735-2989 (TDD) and 711 (Voice). Serving Bowie, Cass, Delta, Franklin, Hopkins, Lamar, Morris, Red River and Titus counties.  
[www.networkforce.org](http://www.networkforce.org)

**\*Registration Deadline: March 19, 2021\***

Exhibitor space is limited. Registrations will be accepted on a first-come, first-served basis.

If you have previously attended one of our virtual events, your booth is still setup from the previous event and we can “reactivate” your booth for this event once we receive your registration.

For more information or to reserve your spot contact

at 903-794-



# TVC EMPLOYMENT SERVICES

Texas Veterans Commission Employment Services provides many services to Employers:

## **Employer Showcases**

Create recognition through events where Veterans can learn about your agency, opportunities available, career progression and more.

## **Direct Outreach to Veterans**

Utilize TVC's social media and professional networking sites to inform Veterans of potential job opportunities, increase public awareness of TVC employment services, and source qualified Veteran candidates.

## **Career Fairs**

Meet hundreds of Veterans ready for careers requiring strong skill sets, innovative minds and teamwork.

## **Veterans Preference Programs**

Work with hiring authorities to create or maximize effectiveness the Veteran's preference programs

## **Training for Hiring Authorities**

Can provide a variety of Veteran specific trainings i.e. translating Military skills to help Agencies and Veterans speak the same language.

## **Filling Job Vacancies**

There are two different service levels offered for open Job postings. These levels define how the Veteran Hiring Coordinator will assist the agency with their open positions. The agency itself determines the level of service required. Different job orders may require different levels of services but the goal of both levels of services is to assist the agency in placing a qualified veteran in the job vacancy.

## How it helps veterans?

If you are a veteran and believe that you meet the qualifications, visit the TWC website at [texasworkforce.org / officelocator](http://texasworkforce.org/officelocator) to locate a TWC Workforce Solutions office nearest you. Your local TWC Workforce Solutions office can issue an ETA 9062 (Conditional Certification Form) once they receive the required documentation from you. You can provide copies of the Conditional Certification form to prospective employers, explaining that hiring you may result in tax savings for their business. Certain tax-exempt organizations may qualify by hiring from the veteran target group.

WOTC reduces a business's federal tax liability or payroll taxes,, serving as an additional incentive to select veterans as job candidates.

## Advantage of WOTC for employers

Each year, employers claim more than \$1 billion tax credits under the WOTC program.

- **Reduces** employer's federal income tax liability by \$2,400 to \$9,600 per qualifying veteran hired;
- **No limit** on the number of qualifying new hires eligible for the tax credit
- **Gain** valuable and experienced employees

**Veterans are excellent job candidates** because they

- rapidly adapt and adopt new skills
- have a strong sense of personal integrity and accountability
- are trained in many occupational skills that can be invaluable in the workforce

Visit us online:

[texasworkforce.org/wotc](http://texasworkforce.org/wotc)  
or contact

Texas Workforce Commission

Call: 800-695-6879

Email: [wotc@twc.state.tx.us](mailto:wotc@twc.state.tx.us)

Texas Workforce Commission

101 East 15th Street

Austin, Texas 78778-0001

512-463-2222

Equal Opportunity Employer/Program

Auxiliary aids and services are available upon request to individuals with disabilities

Relay Texas: 800-735-2989 (TTY) and 711 Voice

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05640-030 (0616)

TEXAS WORKFORCE  
COMMISSION

# Work Opportunity Tax Credit



**EARN FEDERAL INCOME TAX  
CREDITS FOR HIRING VETERANS**

## Unemployed Veterans

- Up to \$2,400 tax credit by hiring veterans who have received at least 4 weeks of unemployment benefits during the year prior to the hire date. The veteran must have served at least 180 days of active duty.
- Up to \$5,600 tax credit by hiring veterans who have received at least 6 months of unemployment benefits during the year prior to the hire date. The veteran must have served at least 180 days of active duty.

## Disabled Veterans

- Up to \$4,800 tax credit by hiring veterans with a service connected disability of at least 10 percent and hired within one year of being discharged.
- Up to \$9,600 tax credit by hiring veterans with a service connected disability of at least 10 percent and who have received at least six months of unemployment benefits during the year prior to the hire date.

## Veterans Receiving SNAP benefits

- Up to \$2,400 tax credit by hiring veterans who are members of a family that has received Supplemental Nutrition for Assistance Program (SNAP) benefits for at least 3 consecutive months within the last 15 months. The veteran must have served at least 180 days of active duty.

### What does WOTC do?

WOTC offers tax savings to employers who hire from target populations which include three groups of veterans. Hiring unemployed veterans, disabled veterans and veterans receiving SNAP benefits can result in direct savings on federal business income taxes. For more information, including how to calculate the tax credit, visit our website at [texasworkforce.org/wotc](http://texasworkforce.org/wotc).



## Employers applying for WOTC

- Hire a veteran who has a service-connected disability, is unemployed or is receiving Supplemental Nutritional Assistance Program benefits to qualify for the tax credit.
- Employees must work at least 120 hours in the first year of employment to receive the tax credit. Former employees, majority business owners and their relatives or dependents will not qualify an employer for the tax credit.
- Complete IRS Form 8850 (Prescreening Notice and Certification Request) and ETA Form 9061 (Individual Characteristics Form).
- Or complete IRS Form 8850 and ETA Form 9062 (Conditional Certification Form) provided to the job seeker by TWC or a participating agency.

### Mail, Fax or Email the two forms to:

Texas Workforce Commission  
WOTC Unit  
101 E. 15th St, Rm 202T  
Austin, TX 78778-0001  
Fax: (512) 463-8819  
Email: [wotc@twc.state.tx.us](mailto:wotc@twc.state.tx.us)

Forms must be postmarked within 28 days of the employee's start date. Forms and instructions are available for download on the TWC website at [texasworkforce.org/WOTC](http://texasworkforce.org/WOTC)

Screenshot of details regarding November 4, 2021 "Hiring Red, White, and You! Job Fair" in Texarkana attended by station.

Website Account - Manage notification subscriptions, save form progress and more.

Website

List Week Month

Find a Facility Notify Me Print Subscribe to iCalendar

Search calendar by:

Start Date End Date Search Show Past Events

Select a Calendar

Return to Previous

### Event Details

## Hiring Red, White, and You! Job Fair

Thursday, November 4, 2021

<b>Date:</b>	November 4, 2021
<b>Time:</b>	10:00 AM - 2:00 PM
<b>Time Details:</b>	10:00 AM - 2:00 PM Open to the public
<b>Location:</b>	Texarkana Texas Convention Center
<b>Address:</b>	4610 Cowhorn Creek Road Texarkana, TX 75503
<b>Cost:</b>	Free for job seekers and employers

2015 RedWhiteYou Typeface Logo

Join the Texas Workforce Commission, Workforce Solutions Northeast Texas, and our partners for the 10th annual statewide Hiring Red, White, & You! job fair, designed to connect Texas veterans and their spouses -- who can bring valuable experience and discipline to the workplace -- with area employers looking for qualified candidates for a variety of positions. This year's event will be held on Thursday November 4th, from 10:00 AM – 2:00 PM at the Texarkana Convention Center.



Veterans and their spouses are encouraged to come out to meet and greet area employers at any time, from 10:00 to 2:00

Non-veterans are also welcome! The job fair is also open to the general public from 11:00 to 2:00 PM.





Email and press release regarding March 30, 2022 Texas A&M Texarkana job fair.

**From:**  
**Subject:** TAMUT Holds Spring Career and Internship Fair  
**Date:** Wednesday, March 30, 2022 4:42:32 PM  
**Attachments:** [image001.jpg](#)  
[image003.jpg](#)  
[TAMUT Spring Career and Internship Fair.docx](#)  
[TAMUT Mechanical Engineering student Nathan Friscic meets with Sarah Carpenter of Ledwell about potential internships during the TAMUT Spring 2022 Career and Internship Fair.jpg](#)

---

Good afternoon,

Here's a press release about today's Career and Internship Fair. I've attached a photo as well...the caption is the file name of the photo.

Thanks,

**Communications Manager**

[@tamut.edu](#)

Phone: 903.334.

7101 University Avenue  
University Center, Suite 423  
Texarkana, TX 75503-0597

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## News Release

### For Immediate Release

Contact: \_\_\_\_\_, Communications Manager  
(903) 334- \_\_\_\_\_ [@tamut.edu](mailto:_____@tamut.edu)

### **A&M-Texarkana Holds Spring Career and Internship Fair**

**TEXARKANA, Texas** – Texas A&M University-Texarkana recently held its spring career and internship fair on the A&M-Texarkana campus. The event was held on March 30<sup>th</sup> and brought together more than 20 agencies, health care providers, banks, and other businesses to meet with A&M-Texarkana students about potential internships or future employment.

“This is an important event for our students,” said Dr. Mitchell Parker, A&M-Texarkana Director of Career Services. “It’s a great opportunity for them to network and visit with representatives about potential internships and future full-time employment. Having them all here in one location helps them to make multiple contacts in a short amount of time.”

Sara Carpenter, who was representing Ledwell at the event, said that job fairs play an important role in recruiting for the company. “We like to build relationships and work with local schools to fill our employment needs,” she commented. “We also have internships that we can fill with the students that we meet on campus.”

The career services department at A&M-Texarkana hosts several career and internship fairs each year. Some are limited to students with specific majors while others, like the one held on March 30<sup>th</sup>, are open to students from any field of study. The university also provided free professional headshot photography for the students attending the event.

To find out more about TAMUT future career fairs and how to recruit Texas A&M University-Texarkana students for job openings, contact Dr. Mitchell Parker at (903) 223- or [@tamut.edu](mailto:mtparker@tamut.edu).

###

**About Texas A&M University-Texarkana:**

As a member of The Texas A&M University System, Texas A&M University-Texarkana is a comprehensive regional university that provides students with academically challenging, engaging and rewarding educational experiences through quality teaching, scholarship, student support services, co-curricular programming, research and service.



Screenshot regarding Operations Manager's participation in November 10, 2022 career fair/workshop for veterans

[Home](#) > [Outreach and events](#) > [Events](#) > [Get Hired Workshop by G.I. Jobs](#)

# Get Hired Workshop by G.I. Jobs

**When:** Thu. Nov 10, 2022, 2:00 pm – 3:00 pm ET

**Where:** [This is an online event.](#)

**Cost:** Free

[Add to Calendar](#)

[Share on Facebook](#)

[Share on Twitter](#)

[Register](#)

Corporate recruiters reveal secrets that will help you use your time at job fairs wisely. Don't miss this one-hour Zoom event with veteran- and military spouse-seeking recruiters. Bring your questions!

[See more events](#) >