

## **Attachment B**

### **Part 2**

 This is how a student may see your job posting.

**Position Type**

Full-Time

**Desired Degree Level**

Associate, Bachelor, Master, Doctoral, Certificate, Certification, Nondegree

**Desired Class Level(s)**

First-Year, Sophomore, Junior, Senior, Graduate Student, Alumni

**Description**

Cumulus Harrisburg PA is looking for an experienced Promotions Director to lead and manage the promotions effort for a competitive, award-winning group of stations. Responsibilities include coordinating and implementing on-air and on-site promotions, and developing events in order to promote the stations' image and presence in the community. This position requires a high degree of organizational skills, attention to detail, time management and a personal disposition that works well with creative co-workers in both programming and sales.

Our local stations in the Harrisburg, PA area include WINK 104 (WNNK-FM) Harrisburg Best Music, 105.7 THE X (WQXA-FM) Rocks, HOT 106.7 (WWKL-FM) Today's HOTTEST Hits, 93.5 NASH FM (WZCY-FM) Today's Hit Country and CBS SPORTS RADIO 96.5-95.3-1400 (WHGB-AM) Harrisburg's Sports Station and home to Penn State Sports, NFL and Harrisburg Senators Baseball.

**GENERAL RESPONSIBILITIES:**

- Create and execute promotional events and contests within departmental budget

**Important Dates**

**Posted On:**

Sep 17, 2019

**Application Deadline:**

Nov 01, 2019

- Coordinate the stations' involvement in Cumulus National promotions
- Negotiate and purchase collateral and other promotional items
- Develop strategic relationships with entertainment and event venues to benefit the stations
- Work with local charities to the mutual benefit of the community, the charity and the stations
- Recruit, train and supervise the Part-Time Promotions Team
- Coordinate and draft sales and station promotions from conception to facilitation
- Contests, giveaways and on-site events and appearances including paid client events and charity endeavors

#### REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:

- Knowledge of all applicable FCC rules and regulations
- Understanding of stations' programming strategies
- Social Media expertise
- Computer literacy in Adobe Photoshop Suite, Microsoft Office and vPromotions
- Excellent verbal and written communication skills
- Experience utilizing Social Media in a business environment
- Graphic design skills, video editing experience is a plus
- Problem-solving ability and skill in prioritizing projects
- Ability to interact with management, staff at all levels, listeners, and station advertisers.
- Ability to multi-task and handle pressures and deadlines
- Must possess valid state driver's license

#### CUMULUS OFFERS:

- Competitive Pay
- Focused, Responsible, Collaborative and Empowered Work Environment and Culture
- Medical, Dental & Vision Insurance Coverage
- Health Savings Account (HSA) with Company Match
- Paid Vacation & Holidays
- 401k with Company Match
- Professional Growth and Career Advancement Opportunities

Location

Harrisburg, Pennsylvania United States

Desired Major(s)

All Majors

Visa Sponsorship Available

No

ID

53948

Is this position paid or unpaid?

Paid

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September 17, 2019

Tri-County OIC  
500 Maclay Street  
Harrisburg, PA 17110

Dear Sir or Madam,

Cumulus Media in Harrisburg, PA has an immediate opening for a Full-Time Promotions Director. Attached you will find a detailed job description. Because Cumulus Media is an equal opportunity employer, we encourage members of minority groups and women to apply for this position. We seek your help in referring qualified applicants to us.

If you know of qualified applicants who may be interested in applying for these positions, please have them apply online at [www.cumulusmedia.com/work-here/](http://www.cumulusmedia.com/work-here/). Also, if you know of any other organization, which may be of assistance in our equal employment opportunity effort, it would be helpful if you would advise us as to its name and address.

Should you have any question regarding our recruitment, please feel free to contact me at 717-901-0725.

Sincerely yours,

*Stephanie Beinhaur*

Stephanie Beinhaur  
Assistant Business Manager

File Copy

Attachment;1



## Sales Assistant & Receptionist

Administrative (Harrisburg) Closed

### Details ▾

[Info \(a/requisitions/3f25243d-2fc4-3ed3-e739-dd0902f5c393/details?view=info\)](#)

[Job Boards \(a/requis](#)

### History



Requisition updated.

Aug 15, 2019 4:42 PM

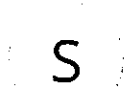
Ron Giovanniello



Requisition updated.

Jul 17, 2019 2:55 PM

Ron Giovanniello



Posting details updated.

Jul 17, 2019 2:54 PM



Requisition created.

Jul 17, 2019 2:54 PM

Ron Giovanniello



ClearCompany

[Privacy Policy \(https://www.clearcompany.com/privacy-policy\)](https://www.clearcompany.com/privacy-policy)

## Sales Assistant & Receptionist

Administrative (Harrisburg) Closed

### Details ▾

EDIT DETAILS

[Info \(a/requisitions/3f25243d-2fc4-3ed3-e739-dd0902f5c393/details?view=info\)](https://cumulus.clearcompany.com/a/requisitions/3f25243d-2fc4-3ed3-e739-dd0902f5c393/details?view=info)

[Job Boards \(a/requis](#)

**Cumulus Media | Harrisburg** has an immediate opening for a Full-Time **Sales Assistant & Receptionist** for our five station cluster. The Sales Assistant is an integral part of a radio advertising sales team and provides administrative support to the Sales Representatives and Managers. The ideal candidate will be dependable, hardworking and have the ability to balance multiple deadline-oriented projects while maintaining a great attitude and sense of humor in a fast-paced work environment. If this sounds like you, and you are looking for a great opportunity to learn the sales side of the radio broadcasting industry...please read on.

Our local stations in the Harrisburg, PA area include WINK 104 (WNNK-FM) Harrisburg Best Music, 105.7 THE X (WQXA-FM) Rocks, HOT 106.7 (WWKL-FM) Today's HOTTEST Hits, 93.5 NASH FM (WZCY-FM) Today's Hit Country and CBS SPORTS RADIO 96.5-95.3-1400 (WHGB-AM) Harrisburg's Sports Station and home to Penn State Sports, NFL and Harrisburg Senators Baseball. C-SUITE is our portfolio of Digital Advertising Products for Local Businesses.

#### Key Responsibilities:

- Primary role is acting as a liaison between our sales team, our clients and our other inter-company departments
- Organize and input both new and revised orders; assist in creating sales proposals, digital campaigns; and provide customer care to help eliminate problems, and grow our business
- Assists Account Executives with orders and traffic as needed
- Prepares and assembles reports and presentations
- Provide research materials using Tapscan, Media Monitors, Scarborough, etc.
- Keep sales materials/ media kits up to date
- Backup for Account Executives as needed to input traffic instructions into Vcreative
- Backup for Receptionist
- Attend National promotions as needed
- Answers telephones, type correspondence and schedules appointments
- Maintains account lists and mailing lists and employee lists
- Provide support to clients by providing documents, forms and other paperwork to ensure seamless execution of client media buys
- Assist Traffic Managers by gathering copy and traffic and working to solve clearance issues
- Works on highly time sensitive projects, adhering to deadlines
- Manages multiple project requests simultaneously with quick turnaround time

- Responsible for entering National orders and commercial copy
- Additional duties as designated by the General Sales Manager, Market Manager or Business Manager related to sales or administrative functions

**Qualifications:**

- 1-3 Years of experience in sales, marketing, advertising and/or promotions preferred
- Extensive computer skills including but not limited to extensive knowledge of Microsoft Office, Word, PowerPoint, Excel, image manipulation, social media and the ability to adapt to proprietary computer systems
- Background in radio station continuity or sales helpful
- Self-starter that is detail oriented, organized, and must be excellent at written and oral communication and possess strong multitasking skills
- Dependable with a strong work ethic and possess a team player attitude
- Aptitude to make decisions and work independently without immediate direction or supervision
- Ability to interact with management and staff at all levels

**What we offer:**

- Competitive pay
- Professional growth and career path
- Focused, responsible and collaborative work environment with the ability, to ask "what if" and try innovative solutions
- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term
- Paid Vacation & Holidays (only for full-time roles)

For immediate consideration, please visit [www.cumulus.com/work-here/](http://www.cumulus.com/work-here/)  
(<http://www.cumulus.com/work-here/>)

For more information about Cumulus Media, Inc., visit our website  
at: <https://www.cumulus.com> (<https://www.cumulus.com/>)

**Cumulus Media, Inc. is proud to be an Equal Opportunity Employer (EOE).**

**Administrative Info**

Salary Range  
Not Specified

Number of openings: 1

Desired Start Date  
Not Specified  
Office

Sales Assistant & Receptionist

Administrative (Harrisburg) Closed

Details

Info (a/requisitions/3f25243d-2fc4-3ed3-e739-dd0902f5c393/details?view=info)

Job Boards (a/requis

Free/Standard Job Boards

JOB BOARD	STATUS
Internal Job Board	Posted
Public Job Board	Posted

Automatic Feeds

Feeds that are enabled for your organization will run when a job is posted to the public company board.





**MONSTER****facebook**

### Paid Sponsorships

JOB BOARD

STATUS

POSTING DATE

### Custom Sites

SITES

College Recruitment

[Copy Link](#)

Corporate- Recruit

[Copy Link](#)

Corporate- Referral

[Copy Link](#)

Corporate Website

[Copy Link](#)

Direct Recruit

[Copy Link](#)

External Referral

[Copy Link](#)

Indeed- Direct Recruit

[Copy Link](#)

Internal Career-Site	<a href="#">Copy Link</a>
Internal Referral	<a href="#">Copy Link</a>
LinkedIn- Direct Recruit	<a href="#">Copy Link</a>
<a href="#">Show All</a>	

### Vendors with Access

This requisition does not currently have any custom source tracking links enabled.



July 18, 2019

Goodwill  
1150 Goodwill Drive  
Harrisburg, PA 17101

Dear Sir or Madam,

Cumulus Media in Harrisburg, PA has immediate openings for several Full-Time and Part-Time positions. Attached you will find, job descriptions for Outside Advertising Sales Representative, Receptionist/Sales Assistant and Part-Time Promotions Assistants. Because Cumulus Media is an equal opportunity employer, we encourage members of minority groups and women to apply for this position. We seek your help in referring qualified applicants to us.

If you know of qualified applicants who may be interested in applying for these positions, please have them apply online at [www.cumulusmedia.com/work-here/](http://www.cumulusmedia.com/work-here/). Also, if you know of any other organization, which may be of assistance in our equal employment opportunity effort, it would be helpful if you would advise us as to its name and address.

Should you have any question regarding our recruitment, please feel free to contact me at 717-901-0725.

Sincerely yours,

*Stephanie Beinhaur*

Stephanie Beinhaur  
Assistant Business Manager

File Copy

Attachment;3







## Receptionist/Sales Assistant

Posted on July 17, 2019


**CUMULUS**
**APPLY NOW**

The Receptionist/Sales Assistant supports the efforts of the Sales Department and Business Department. Key Responsibilities include, but are not limited to:

- Assist Sales & Business Departments on a daily basis
- Assist Traffic Department as needed with Commercial Logs Manage Network Commercial Orders, Traffic and Affidavits General filing, mailing and other admin duties
- Work part of day at the Front Desk answering phones/greeting guests Prepare and assemble sales reports and sales presentations
- Create, manage and maintain sales materials
- Prepare and assemble sales reports and presentations Manages admin of the Sweet Deals Sales Program Coordinates Sales Events including Bridal Expo and Job Fairs
- Assist Sales Department as needed to input orders/traffic/copy
- Additional duties as designated by the Company

The successful candidate will possess strong computer skills, work ethic, attention to detail, strong organizations skills, excellent interpersonal skills, a demonstrated ability to work under deadlines with minimal supervision and a friendly and helpful attitude are essential. Strong analytical skills, professional demeanor and proven ability to multi-task. Must be proficient in Microsoft Suite including Excel, Power Point and Word. Adobe Creative Suite helpful. Will be expected to become proficient in company software programs needed in order to fulfill responsibilities.

This is a Full Time Salary Position with Benefits. Cumulus offers a Competitive Pay and a Benefits Package that includes Medical, Dental and Vision Insurance. Health Savings Account with 30% Company Match. 401k Retirement Savings Plan with 25% Company Match. Paid Vacation and Sick Leave. Cumulus is an Equal Opportunity Employer.


**CUMULUS**
**APPLY NOW**

## Sweet Deals

Get **LIMITED-TIME** deals on dining, local attractions and entertainment.

Stay up to date on **Contests**  Find us on **Facebook**

## HEADLINES

Formula E: Mercedes are coming ... Should the world's most unpredictable racing series be worried?

The Open: Return to Northern Ireland 'beyond realms of possibility'

Rory McIlroy: Golf's 'Mozart' keen to 'smell the roses' in historic Open

**Join Our VIP Club**

**FREE APPS**






ON AIR NOW  
Denny Logan  
10:00 a.m. - 12:00 p.m.

LISTEN LIVE

ADVERTISE WITH US

Smart Speaker  
Alexa / Google



LOGIN / SIGNUP

ON-AIR FEATURES EVENTS CONTESTS SWEET DEALS DIGITAL | C-SUITE

Search

## Receptionist/Sales Assistant

Posted on July 17, 2019



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Filed Under: Employment, Uncategorized

## Sweet Deals

Get LIMITED-TIME deals on dining, local attractions and entertainment.

## PLAYLIST

IT'S MY LIFE

NO DOUBT [\(/music/no-doubt/concerts/\)](/music/no-doubt/concerts/)

10:33 AM



spotify message closing in 15s

✕ close



IT'S MY LIFE

NO DOUBT







ON AIR NOW  
Mid-days  
9:00 a.m. - 2:00 p.m.

[LISTEN LIVE](#)

[ADVERTISE WITH US](#)

[Smart Speaker](#)  
Alexa / Google



[VIP](#)

[LOGIN / SIGNUP](#)

Type to search, then press enter

[ON-AIR](#) [FEATURES](#) [EVENTS](#) [CONTESTS](#) [SWEET DEALS](#) [DIGITAL | C-SUITE](#)

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Posted on July 17, 2019



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CUMULUS

**APPLY NOW**

Filed Under: Employment, Uncategorized

## Sweet Deals

Get **LIMITED-TIME** deals on dining, local attractions and entertainment.

### PLAYLIST

**Safari Song**

[Greta Van Fleet](#)

[\(/music/greta-van-fleet/ concerts/\)](#)

10:09 AM



spo... sing in 12s

[x close](#)



[Click Play to Listen Live](#)

From the Web

Powered by ZeroNet

**Safari Song**

Greta Van Fleet







## Receptionist/Sales Assistant

Posted on July 17, 2019



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Filed Under: Employment, Uncategorized

## Sweet Deals

Get **LIMITED-TIME** deals on dining, local attractions and entertainment.

## PLAYLIST

### You Need To Calm Down

Taylor Swift [\(/music/taylor-swift/ concerts/\)](https://music.taylor-swift.com/concerts/)

10:26 AM



PLAYLIST (1)



### You Need To Calm Down

Taylor Swift





ON AIR NOW  
NASH Neighborhood Country  
10:00 a.m. - 2:00 p.m.

LISTEN LIVE

ADVERTISE WITH US

Smart Speaker  
Alexa / Google

LOGIN / SIGNUP

Type to search, then press enter

93.5 FM ON-AIR FEATURES EVENTS CONTESTS SWEET DEALS DIGITAL | C-SUITE

## Receptionist/Sales Assistant

Posted on July 17, 2019



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## Sweet Deals

Get LIMITED-TIME deals on dining, local attractions and entertainment.

## PLAYLIST

### My Miracle

Brad Paisley. [\(/music/brad-paisley/concerts/\)](https://music/brad-paisley/concerts/)

12:18 PM



## Tall, Tall Trees

Alan Jackson





# Outside Advertising Sales Representative

Job Details (/jobs/1712206)

Edit (/jobs/1712206/edit)

Matches (/jobs/1712206/matches)

Applicants (/jobs/1712206/applications)

## Job postings

Search your schools to add job postings

Global apply start date ⓘ

Global expiration date ⓘ

2019-04-01 12:0

2021-03-31 12:10

Add All Schools

Add Favorite Schools

Find More (/employer\_approvals/more\_schools\_on\_handshake)








































☒ Include students in the Handshake Open Network ⓘ

Schools	Status	Interview on campus?	Apply start date	Expiration date
<div><div></div><div>Dickinson College</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>Elizabethtown College</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>Lebanon Valley College</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>Messiah University</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>Seton Hill University</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>The University of Scranton</div></div>	Approved	<input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>
<div><div></div><div>University of Delaware</div></div>	Approved	<div><div>&lt;</div><div>Next &gt;</div></div> <input type="checkbox"/>	<div><div></div><div>2019-04-01 12:0C</div><div></div></div>	<div><div></div><div>2021-03-31 12:10</div><div></div></div>

Cancel

Delete

Save

University of Pennsylvania	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Villanova University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Gettysburg College	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Albright College	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Alvernia University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Arcadia University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Bloomsburg University of Pennsylvania	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Butler University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Dakota State University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Drexel University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Edinboro University of Pennsylvania	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Franklin & Marshall College	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	
Gwynedd Mercy University	Approved	<input type="checkbox"/>		2019-04-01 12:0C		2021-03-31 12:10	

Cancel



Delete

Save

Haverford College

Approved



2019-04-01 12:0C



2021-03-31 12:10



Indiana University of  
Pennsylvania

Approved



2019-04-01 12:0C



2021-03-31 12:10



La Salle University

Approved



2019-04-01 12:0C



2021-03-31 12:10



Lehigh University

Approved



2019-04-01 12:0C



2021-03-31 12:10



Lock Haven University  
of Pennsylvania

Approved



2019-04-01 12:0C



2021-03-31 12:10



< 1/2 >

Cancel



Next >

Delete

Save



# Outside Advertising Sales Representative

Job Details (/jobs/1712206)

Edit (/jobs/1712206/edit)

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Applicants (/jobs/1712206/applications)

## Job postings

Search your schools to add job postings

Global apply start date ⓘ

Global expiration date ⓘ

2019-04-01 12:0

2021-03-31 12:10




























Add All Schools

Add Favorite Schools

Find More (/employer\_approvals/more\_schools\_on\_handshake)

☐ Include students in the Handshake Open Network ⓘ

Schools	Status	Interview on campus?	Apply start date	Expiration date
Marywood University	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Moravian College	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Muhlenberg College	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Neumann University	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Robert Morris University - Pennsylvania	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Swarthmore College	Approved	<input type="checkbox"/>	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>
Cancel	Temple University	Approved	<div><div>2019-04-01 12:0C</div><div></div></div>	<div><div>2021-03-31 12:10</div><div></div></div>

University of Alabama at Birmingham	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
University of Indianapolis	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
University of North Texas at Dallas	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
University of Puerto Rico - Rio Piedras Campus	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
Ursinus College	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
Wesleyan University	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
Westminster College- PA	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
Widener University	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 
Wilson College	Approved	<input type="checkbox"/>		2019-04-01 12:0C 	2021-03-31 12:10 

< 2 / 2 >

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TIERNEY

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HARRISBURG

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## Outside Advertising Sales Representative

Posted on April 12, 2019



### Outside Advertising Sales Representative

Cumulus is hiring exceptional candidates to join our Local Advertising Sales Team. Cumulus hires passionate, outgoing, motivated, goal oriented, organized, customer-focused problem solvers who have great communication skills and a desire to WIN in a highly competitive, fast paced sales environment. Cumulus provides our teams with great products to sell, terrific training tools to help you succeed, and a sales system and culture where you can realize your full potential.

Cumulus offers coordinated RADIO and DIGITAL solutions to our clients that deliver Results and Return On Investment. Cumulus targets thousands of local businesses and introduces these companies to our large audiences and community of consumers. We can reach potential customers for local businesses ON-AIR, ON-LINE and ON-SITE.

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96.5 - 95.3 - 1400

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Harrisburg





full potential.

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### Sales Representative Responsibilities:

- Proficiency in Prospecting, Networking and Developing New Business
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- Setting Appointments
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- Appreciation for Sale Process, Performance and a Results Oriented Sales Approach
- Achieving Sales Goals
- Delivering Exceptional World Class Customer Service



### HEADLINES

Former NBA coach Don Nelson is now a marijuana farmer in Maui

Women's World Cup: Quarterfinals set to be 'wild and crazy'

Dikembe Mutombo is helping the CDC with a PSA on fighting Ebola



### FREE APPS



**BUSINESS**

- Setting Appointments
- Developing Creative Client Focused Solution Based Presentations
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- Achieving Sales Goals
- Delivering Exceptional World Class Customer Service

**Sales Representative Position Requirements:**

- Outgoing, Self-Motivated, Disciplined and Organized
- Persuasive Verbal, Written and Presentation Communication Skills
- Solution Based Problem Solving Skills
- Understanding of Lead Generation, CRM and Account Management
- Capable of Initiating and Cultivating Long-Term Relationships
- Proficient in Microsoft Office (including Outlook, Word, Excel, PowerPoint)
- Bachelor's Degree in Business, Marketing or Relative Field Preferred
- Familiarity with the Central PA Business Community and Media Sales Experience Helpful
- Valid Driver's License and Vehicle Required

**Cumulus Benefits:**

- Competitive Starting Pay with Unlimited Earning Potential
- Sales Training and Sales Systems designed for success





**Cumulus Benefits:**

- Competitive Starting Pay with Unlimited Earning Potential
- Sales Training and Sales Systems designed for success
- Focused, Responsible, Collaborative and Empowered Work Environment and Culture
- Recognition and Reward for Outstanding Performance
- Medical, Dental & Vision Insurance Coverage
- Health Savings Account (HSA) with Company Match
- Paid Vacation & Holidays
- 401k with Company Match
- Professional Growth and Career Advancement Opportunities

**More Information & Apply:**

Karen Richards

VP of Sales

karen.richards@cumulus.com

**717-901-0724**

**Apply at <https://www.cumulus.com/work-here/>**

**About Cumulus:**

A leader in the radio broadcasting industry, CUMULUS MEDIA (NASDAQ: CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and



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VP of Sales

karen.richards@cumulus.com

**717-901-0724**

**Apply at <https://www.cumulus.com/work-here/>**

**About Cumulus:**

A leader in the radio broadcasting industry, CUMULUS MEDIA (NASDAQ: CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 433 owned-and-operated stations broadcasting in 88 U.S. media markets (including eight of the top 10), approximately 8,000







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**Denny Logan**  
10:00 a.m. - 12:00 p.m.

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## Outside Advertising Sales Representative

Posted on April 12, 2019



### Outside Advertising Sales Representative

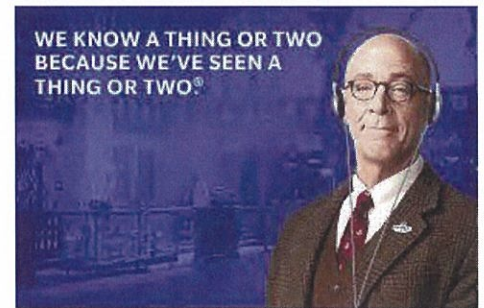
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### PLAYLIST

#### Bad at Love

Halsey. ([/music/halsey/\\_concerts/](#))

10:30 AM



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#### Bad at Love

Halsey







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## Outside Advertising Sales Representative

Posted on April 12, 2019



CUMULUS

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### Outside Advertising Sales Representative

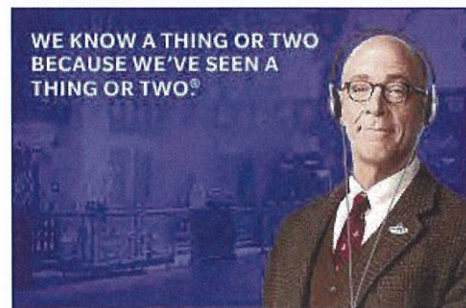
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Cold Hard B\*\*\*h

Jet ([/music/jet/ concerts/](#))

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Cold Hard B\*\*\*h

Jet







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## Outside Advertising Sales Representative

Posted on April 12, 2019



**CUMULUS** **APPLY NOW**

### Outside Advertising Sales Representative

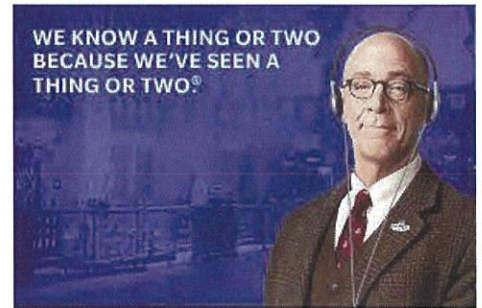
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**FARMERS**  
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### PLAYLIST

Only Human

Jonas Brothers  
brothers/ concerts/

(/music/jonas-

10:16 AM



sponsor message closing in 11s

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**Click Play to Listen Live**



**Only Human**

Jonas Brothers







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**Alex Harley**  
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## Outside Advertising Sales Representative

Posted on April 12, 2019



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## Sweet Deal

Get **LIMITED-TIME** deals on local attractions and entertainment



**Burning House**

Cam



## **Attachment C**

### III. RECRUITMENT INITIATIVES

	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
1	Host Online Job Fair	<p>Between April 1, 2020 – April 30, 2020, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact fifteen (15) potential employers. Job seekers attended the online job fair and contacted one or more of the potential employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of thirty (30) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, and organized all logistical aspects of the event. Our Market Manager, Sales Managers and Promotions Director were directly involved in the job fair.</p>
2	Host Online Job Fair	<p>Between May 15, 2020 – June 14, 2020, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact seven (7) potential employers. Job seekers attended the online job fair and contacted one or more of the potential employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of thirty (30) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, and organized all logistical aspects of the event. Our Market Manager, Sales Managers and Promotions Director were directly involved in the job fair.</p>

	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
3	Management-level training concerning methods of ensuring equal employment opportunity and preventing discrimination	On July 22, 2020, our Market and Business Managers participated in a presentation conducted by the Executive Vice President and General Counsel of Cumulus Media Inc. entitled, "The FCC's Equal Employment Opportunity Rules, Your Guide to Compliance." The FCC's EEO recruitment, recordkeeping, and reporting requirements were reexamined and reinforced, after which questions were entertained.
4	Host Online Job Fair	<p>Between September 1, 2020 – September 30, 2020, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact nineteen (19) potential employers. Job seekers attended the online job fair and contacted one or more of the potential employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of thirty (30) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, and organized all logistical aspects of the event. Our Market Manager, Sales Managers and Promotions Director were directly involved in the job fair.</p>
5	Host Online Job Fair	<p>Between October 15, 2020 – November 14, 2020, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact twelve (12) potential employers. Job seekers attended the online job fair and contacted one or more of the potential employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of thirty (30) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, and organized all logistical aspects of the event. Our Market Manager, Sales Managers and Promotions Director were directly involved in the job fair.</p>



	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
6	Participate in Career and Internship Fair	On January 22, 2021, our Market, Sales and Digital Sales Managers virtually attended the Franklin and Marshall Job & Internship Fair that was attended by approximately thirty-eight (38) potential employers, during which they talked with job seekers about career opportunities in broadcasting.
7	Host Online Job Fair	<p>Between February 15, 2021 – March 31, 2021, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact thirteen (13) potential employers, including the SEU. Job seekers attended the online job fair and contacted one or more of the potential employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of forty-five (45) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, organized all logistical aspects of the event and participated as an exhibitor. Our Market Manager, Sales Managers and Promotions Director were directly involved in the job fair.</p>
8	Participate in Career and Internship Fair	On February 19, 2021, our Market, Sales and Digital Sales Managers virtually participated in the Penn State Bellasario College of Communications Job Fair that was attended by approximately seventy-two (72) potential employers, during which they talked with job seekers about career opportunities in broadcasting.
9	Participate in Career and Internship Fair	On March 3, 2021, our Market, Sales and Digital Sales Managers virtually participated in the Central Pennsylvania Employment Consortium Job & Internship Fair with Messiah University that was attended by approximately fifty-five (55) employers, during which they talked with job seekers about career opportunities in broadcasting.

### III. RECRUITMENT INITIATIVES

	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
1	Management-level training regarding methods of ensuring equal employment opportunity and prevention of discrimination and harassment	During the month of April 2019, our SEU participated in harassment prevention training. All SEU employees were required to complete a course prepared by ThinkHR entitled, "Workplace Harassment Prevention," designed to address sexual harassment with a focus on the forms of harassment prohibited by federal law. The course presented best practices for updating policies and procedures, reporting incidents, and following up on complaints. The course for managers was more extensive than the course for staff members. In order to obtain a certificate of participation, employees were required to take a quiz following their completion of the tutorial.
2	Internship Program	Between April, 2019 and March, 2020, our SEU hosted two (2) student interns, one (1) from Millersville University, one (1) from Arizona State University. The interns were supervised by our Promotion Director, Program Director and Morning Show Host, and learned about many aspects of broadcasting, including promotions, marketing, and advertising by working with SEU personnel in each department. The students were also able to seek career advice from station personnel.
3	Participate in Career and Internship Fair	On April 17, 2019, our Sales Manager and Digital Sales Manager attended a Career Fair at Messiah College in Grantham, PA, that was attended by approximately seventy-five (75) employers, during which they talked with interested students about career opportunities in broadcasting, job openings, and our internship program.
4	Guest Speaker	On April 24, 2019 our Market Manager attended the Radio/Broadcasting class at Millersville University. Millersville, PA, during which he talked with interested students about career opportunities in broadcasting.

	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
5	Host Online Job Fair	<p>Between June 1, 2019 – June 30, 2019, our SEU hosted an online job fair via the following website <a href="https://717jobfair.com">https://717jobfair.com</a>. Employment candidates were provided with an opportunity to contact eighteen (18) employers, including the SEU. Job seekers attended the online job fair and contacted one or more of the employers who participated in the fair. The job fair took place 24 hours per day, seven days per week over the course of thirty (30) full days.</p> <p>The SEU created the concept for the online job fair, solicited the participation of local employers, and organized all logistical aspects of the event and also participated as an exhibitor. Our Market Manager, Sales Manager, Digital Sales Manager and Promotions Director were directly involved in the job fair.</p>
6	Guest Speaker	On July 9, 2019, our Sales Manager attended the Confer Radio Talent Institute, at Bloomsburg University in Bloomsburg, PA, during which she talked with interested students about career opportunities in broadcasting.
7	Participate in Career and Internship Fair	On August 27, 2019, our Sales Manager and Digital Sales Manager attended the Veterans' Expo and Job Fair which the SEU also sponsored, held at the Radisson Hotel Harrisburg in Camp Hill, PA that was attended by approximately seventy-five (75) employers, during which they talked with job seekers about career opportunities in broadcasting.



## Stephanie Beinhaur

---

**From:** Ron Giovanniello  
**Sent:** Tuesday, July 21, 2020 5:05 PM  
**To:** Stephanie Beinhaur; Ron Giovanniello; Pete Fessick  
**Subject:** FW: [EXT] [Cumulus Market Managers] Ladies and Gentlemen: As mentioned on the last...  
**Attachments:** FCC EEO Recruitment Initiatives and Associated Point Values.docx

Stephanie:

You can add this training to our EEO Report for the current fiscal year as a Recruitment Initiative. There is a category for EEO Training that you get 1 point for.

Ron

---

**From:** Richard Denning <notification@fbworkmail.com>  
**Sent:** Monday, July 20, 2020 3:21 PM  
**To:** Ron Giovanniello <ron.giovanniello@cumulus.com>  
**Subject:** [EXT] [Cumulus Market Managers] Ladies and Gentlemen: As mentioned on the last...



**Richard Denning** posted in [Cumulus Market Managers](#)

July 20 at 3:20 PM

Ladies and Gentlemen: As mentioned on the last Market Manager call, the training session on the FCC's EEO rules will be held this Wednesday, July 22. Based on your schedules, you will be able to participate either in an 11:00 am EST session or a 4:00 pm EST session. The join-in instructions for the respective sessions are attached. If you have any questions, please do not hesitate to call me at 678-640-9746.

Best, Richard.



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**Stephanie Beinhaur**

---

**From:** Handshake <handshake@notifications.joinhandshake.com>  
**Sent:** Thursday, December 17, 2020 11:25 AM  
**To:** Stephanie Beinhaur  
**Cc:** sonia.elliott@fandm.edu  
**Subject:** [EXT] Receipt for Cumulus Media - Harrisburg, PA - Harrisburg Employer: Registration for Franklin & Marshall College Virtual Job and Internship Fair, January 22nd, 2021! at Franklin & Marshall College



# Receipt for registration for Cumulus Media - Harrisburg, PA - Harrisburg

Hello,

Your payment for Cumulus Media - Harrisburg, PA - Harrisburg Employer: Registration for Franklin & Marshall College Virtual Job and Internship Fair, January 22nd, 2021! at Franklin & Marshall College has been received. We recommend that you keep this email for your records.

**Amount Paid: \$175.00**

**Date paid: December 17th 2020 at 11:24 am EST**

Thank you,  
The Handshake Team

---

If you'd no longer like to receive emails like this you can [sign in](#) to manage your notification preferences or [unsubscribe](#).



P.O. Box 40770, San Francisco, CA 94140



## Stephanie Beinhaur

---

**From:** noreply@fandm.edu  
**Sent:** Wednesday, December 16, 2020 3:35 PM  
**To:** Stephanie Beinhaur  
**Subject:** [EXT] Franklin and Marshall Job & Internship Fair Receipt8.5.1

Thank you for your participation! We look forward to connecting you with our highly talented students and alumni. If you have any questions, please contact our Director of Employer and Community Partnerships, Sonia Elliott at [sonia.elliott@fandm.edu](mailto:sonia.elliott@fandm.edu) or 717-358-4449 or Sonia's colleague Jennifer Nell at [jennifer.nell@fandm.edu](mailto:jennifer.nell@fandm.edu) or 717-358-4191.

Receipt Number: 74836  
FANDM GEN eMarket  
Current Date: 12/16/2020

Description	Amount
For Profit Company Registration	\$175.00
Total	\$175.00

Payments Received	Amount
Credit Card	\$175.00
Authorization # 147230	
Total	\$175.00

Thank you for the payment.

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you know the sender and you are sure the content is safe. Please forward this email to [support.it@cumulus.com](mailto:support.it@cumulus.com) if you believe the email is suspicious.





**Franklin & Marshall College Virtual Job and Internship Fair, January 22nd, 2021!**  
Friday, January 22nd 2021, 12:00 pm - 5:00 pm EST  
Virtual

Details All Employers RSVPs Schedule

🕒 a month ago

### Employer Attendees

Cumulus Media - Harrisburg, PA, Brady Corp, Mutual of Omaha, Eudline, Northwestern Mutual - Eastern PA, Freedom Mortgage and 32 other employers are going.

See More Employers

### Contact

Sonia Elliott  
sonia.elliott@fandm.edu

### Career Fair Description

Dear Colleagues,  
Franklin & Marshall College (F&M) is honored to invite you to participate in the 8th Annual Job and Internship Fair! We are excited to partner with Handshake to run career fairs in a virtual format for 2021. Registration is now open for our January 22nd, 2021 job and internship fair!

## F&M College Virtual Fair Date and Time:

Friday, January 22nd, 2021  
12:00 pm - 5:00 pm EST

Last year our employer registration filled to capacity and over 300 students and young alumni were in attendance! We ask that our employer partners keep both students and young alumni (recent grads) in mind with roles that include internships, part-time positions, seasonal opportunities, full-time employment and potential career transition opportunities, if applicable. We also ask that our employer partners be prepared to discuss any examples of their commitment to diversity and inclusiveness (policy statements, brochures, recruitment initiatives, activity groups, special program initiatives, etc.).

---Please note: If you represent a third party recruiting firm or a staffing agency, please advertise opportunities only at your organization and not opportunities for your clients.

**Fast Facts about F&M:** Please visit our homepage to learn more about our college!

**Institution type:** Liberal arts college, coeducational

**Location:** Lancaster, Pennsylvania; City setting, population 59,325 (the City of Lancaster is the hub of a county of more than half a million people)

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**Stephanie Beinhaur**

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**From:** Ron Giovanniello  
**Sent:** Monday, February 15, 2021 8:14 AM  
**To:** Harrisburg PA Allstaff  
**Subject:** 717 Online Job Fair - Starts Today!

**Importance:** High

Team:

Our 717JobFair opens today and runs until March 31. Please help spread the work using the images below. Thanks.

Ron



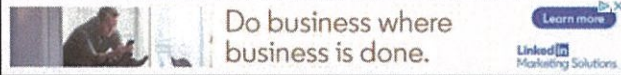
**Our Online Job Fair is Happening Now  
through March 31st!**


**View area companies currently hiring at the button below.**




## Stephanie Beinhaur

**From:** Heather Donlevy  
**Sent:** Wednesday, March 3, 2021 1:33 PM  
**To:** Stephanie Beinhaur  
**Subject:** our job fair screen shots








**WINK 104**  
The Countdown to Spring  
12:00 p.m. - 1:00 p.m.

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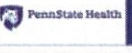








Get the steps to launch your first ad campaign on LinkedIn

### Online Job Fair – 717 Job Fair


## 717JobFair

Welcome to our Online Job Fair. Visit the various booths below by clicking on any of the logos for more information about current job availability, and setup your interviews today.

 <b>Cargill</b>	 <b>Cumulus Media</b>
 <b>E.K. Services, Inc.</b>	 <b>High Steel</b>
 <b>LutherCare</b>	 <b>Penn State Health</b>
 <b>Pennsy Supply</b>	 <b>Redneck Trailers</b>
 <b>RJ Davis</b>	 <b>Weaber Lumber</b>
 <b>Zimmerman</b>	



Do business where business is done.

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1





**Stephanie Beinhaur**

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**From:** Heather Donlevy

**Subject:** RE: [EXT] [BULK] Penn State's Bellisario College of Communications cordially invites you to our 22nd annual JobExpo.Comm (virtual) Internship/Career Fair on Friday, February 19, 2021--FREE TO ALL RECRUITING COMPANIES!



**PennState**

Thank you for registering for our 22<sup>nd</sup> annual JobExpo.Comm 2021 Internship/Career Fair. You will receive a confirmation email from [notifications@brazen.com](mailto:notifications@brazen.com). At that time, you can log in to Brazen, our virtual career fair platform, to begin setting up your booth with your company description, logo, attending recruiters, etc.

In the interim, please contact me with any questions at [rpm163@psu.edu](mailto:rpm163@psu.edu) or at 814-863-4674.

We look forward to seeing you at JobExpo.Comm 2021 on February 19!

Regards,

Bob Martin  
Assistant Dean, Office of Internships and Career Services  
Donald P. Bellisario College of Communications  
Penn State University  
208D Carnegie Building  
University Park, PA 16803  
[rpm163@psu.edu](mailto:rpm163@psu.edu)  
(814) 863-4674

## Stephanie Beinhaur

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**From:** admin cpec.info <admin@cpec.info>  
**Sent:** Tuesday, March 2, 2021 1:42 PM  
**Subject:** [EXT] Preparing for the CPEC Fair Tomorrow

Thank you for registering to attend the CPEC Job and Internship Fair which will take place tomorrow, Wednesday from 1 – 4 in the afternoon. We wanted to drop you an e-mail with several helpful tips before the fair.

1. Employers can test the virtual fair video at any time. We strongly recommend that you test the video before the fair. Here is the test link that you can use: [https://app.joinhandshake.com/video\\_sessions/test\\_session](https://app.joinhandshake.com/video_sessions/test_session)
2. It is recommended that you use Firefox or Chrome for the fair. These browsers definitely work the best with this tool.
3. Have a personal laptop as a backup in case your company firewalls prevent you from using the fair technology. This is why it is important to check the tech before the fair tomorrow.
4. Students may sign up for a one on one or group session during the day tomorrow. If you have a low sign-up total today, we would recommend that you check-in frequently tomorrow for “drop-in traffic.”
5. If you need assistance, we have set up a zoom room which will be available one hour prior to the fair. Here is the link to the zoom room: <https://messiah.zoom.us/j/93330057221> The password is “falcon” We will be monitoring the zoom room from 12 – 4. Feel free to contact us if you are having trouble during the fair.

Kristin Fike

Central Pennsylvania Employment Consortium

Administrative Assistant

Email: [admin@cpec.info](mailto:admin@cpec.info)

Phone: (717) 649-8773

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you know the sender and you are sure the content is safe. Please forward this email to [support.it@cumulus.com](mailto:support.it@cumulus.com) if you believe the email is suspicious.



**Stephanie Beinhaur**

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**From:** Handshake <handshake@notifications.joinhandshake.com>  
**Sent:** Wednesday, December 16, 2020 12:04 PM  
**To:** Stephanie Beinhaur  
**Subject:** [EXT] Receipt for Cumulus Media - Harrisburg, PA - Harrisburg Employer: Registration for Central Pennsylvania Employment Consortium Job & Internship Fair at Messiah University

# Handshake

## Receipt for registration for Cumulus Media - Harrisburg, PA - Harrisburg

Hello,

Your payment for Cumulus Media - Harrisburg, PA - Harrisburg Employer:  
Registration for Central Pennsylvania Employment Consortium Job &  
Internship Fair at Messiah University has been received. We recommend that  
you keep this email for your records.

**107-54041-0239**

Amount Paid: **\$100.00**

Date paid: **December 16th 2020 at 12:03 pm EST**

Credit Card Details:

Thank you,  
The Handshake Team

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If you'd no longer like to receive emails like this you can [sign in](#) to manage your notification preferences or [unsubscribe](#).

# Handshake

## Central Pennsylvania Employment Consortium Job & Internship Fair

Wednesday, March 3rd 2021, 10:00 pm - 4:00 pm EST

Virtual

Details

All Employers

RSVPs

Schedule

6 days ago

### Employer Attendees



Cumulus Media - Harrisburg, PA, Enterprise Holdings, Select Medical, Mutual of Omaha, Eurclina, Fastenal Company and 49 other employers are going.

See More Employers

### Career Fair Description

Dear Employer,

Please join us for Central Pennsylvania Employment Consortium's 33rd Annual Job and Internship Fair, to be held Wednesday, March 3, 2021 from 10:00PM until 4:00PM. The event will be held virtually on Handshake due to the pandemic. Please note that the event will be held in the afternoon.

REGISTER NOW! The cost is \$100. PA State Government Agencies and Non-Profit Organizations receive a rate of \$50.

PAYMENT PROCESS: Payment may be made via credit card online at the time of registration. Payment for your registration may also be made by check payable to the "Central Pennsylvania Employment Consortium." The mailing address is: CPEC, c/o Kristin Fike, 1100 Hill Top Road, Liverpool, PA 17045

If you are unable to register or have a question, please contact Kristin Fike at admin@cpec.info or at (717) 649-8773 for assistance.

A 50% refund will be made for cancellations by January 29, 2021. No refunds after January 29.

We are looking forward to another successful fair. We hope to see you there!

Wayne Keiffer, CPEC Chairperson for Employer Registration

### School Attendees



**From:** Cumulus Human Resources <HR@cumulus.com>  
**Sent:** Friday, March 29, 2019 8:35 PM  
**To:** Cumulus Human Resources <HR@cumulus.com>  
**Subject:** Harassment Training

Good afternoon,

As you know, CUMULUS MEDIA is committed to a workplace free of discrimination and harassment of any kind. The diversity of our employees is a tremendous asset, and we want them to feel welcome and comfortable in their work environments. As a manager, it is important that you understand the types of behaviors that can give rise to discrimination, harassment and retaliation claims, and your responsibility to both your employees and CUMULUS in preventing and responding to all forms of workplace discrimination and harassment, including sexual harassment and retaliation.

Within the next few days you will receive an email that contains a link to a 120-minute course that is designed specifically to address sexual harassment, with a focus on the forms of harassment prohibited by federal law. It will also discuss the benefits of and strategies for promoting a respectful work environment that is free of all forms of harassment, intimidation and discrimination, while focusing on the specific role that managers have in modeling appropriate behavior, responding to inappropriate conduct, and handling complaints from employees.

This training is mandatory and you will be required to complete the course by April 30, 2019. The course monitors your progress so if you are unable to finish it in one time period, your progress will be saved for you to come back to at a later time. At the end of the course, please download your certificate and return it to your local Business Manager or Human Resources Representative.

The emails you receive will be generated from [support@thinkhr.com](mailto:support@thinkhr.com) so please don't mistake these for junk mail. ThinkHR is an online platform that we now use for a number of support areas such as this training course. A separate email to you from ThinkHR will contain your log-in information and deadline reminders.

Please note that the training site is best experienced using Chrome or Firefox.

For questions or site support, please email [hr@cumulus.com](mailto:hr@cumulus.com).

Thank you.

Todd

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## Ron Giovanniello

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**From:** Lowery Woodall <Lowery.Woodall@millersville.edu>  
**Sent:** Tuesday, March 12, 2019 12:56 PM  
**To:** Ron Giovanniello  
**Subject:** Re: College Speaking Opportunity

Dear Ron,

Yes, let's confirm April 24th. There are 5 students in the class. I will hold our class meeting in the Hash building located at 10 North George Street in Millersville, PA in room 212. I may need to switch room locations if it has been booked by another professor, but I will let you know that in advance of the day of the class. I look forward to sharing my classroom with you. Thank you so much for agreeing to give of your time and expertise.

Best,

Dr. Lowery A. Woodall III  
Assistant Professor/WIXQ 91.7 FM Station Advisor/Multidisciplinary Studies (MDST) Faculty Coordinator  
Communication & Theatre Department  
Millersville University

---

**From:** Ron Giovanniello <ron.giovanniello@cumulus.com>  
**Sent:** Tuesday, March 12, 2019 11:13 AM  
**To:** Lowery Woodall  
**Cc:** Ron Giovanniello  
**Subject:** RE: College Speaking Opportunity

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

Dr. Woodall:

Good morning. I could do Wednesday, April 24 at 1pm. Please let me know if that is confirmed.

Also...how many students in the class?

I'll need to know exactly where the class is held on campus.

Thank you.

Ron





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**From:** Lowery Woodall <Lowery.Woodall@millersville.edu>  
**Sent:** Monday, March 11, 2019 4:12 PM  
**To:** Ron Giovanniello <ron.giovanniello@cumulus.com>  
**Subject:** Re: College Speaking Opportunity

Dear Ron,

**Capital Area**  
**August 27, 2019 • 9 a.m. - 2**  
**p.m.**

**Radisson Hotel Hbg**  
**1150 Camp Hill Bypass, Camp Hill**

  
(<https://www.youtube.com/playlist?list=PL2gurfMK7XAo0xJeNiszax83CG0Xf>)  
  
(<https://www.facebook.com/veteransexpo>)  
  
(<https://www.instagram.com/veteransexpo>)  
  
(mailto:kshaffer@veteransexpo.com)

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**EVENTS** ▾

**Guest Registration** (<https://www.eventbrite.com/e/veterans-expo-and-job-fair-capital-area-2019-tickets-54301557420>)

**Attendee Information**

**What's Happening**

**Articles** ([../articles.html](#))

**Directions** ([../directions.html](#))

**Exhibitor Information**

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Made up exclusively of men and women disabled in our nation's defense, the **Disabled American Veterans** is dedicated to one, single purpose: building better lives for all of our nation's disabled veterans and their families.

**The PA Veterans of Foreign Wars** serves, supports, and advocates for veterans from all eras—World War II to today's youngest veterans. VFW programs help veterans enjoy life while still in the military, through transition to civilian life, and thereafter. Camaraderie, assistance, continued service, and protecting your interests—"No One Does More for Veterans" than the VFW!



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## Stephanie Beinhaur

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**From:** Karen Richards  
**Sent:** Tuesday, August 06, 2019 3:14 PM  
**To:** Sam Krepps; Daniel Zalewski; Heather Donlevy  
**Cc:** John O'dea; Chris James; Charles Angelo; Stephanie Beinhaur  
**Subject:** Veterans Expo and Job Fair

I've agreed to be the Media Sponsor and also be present/recruit at this event on Tuesday August 27<sup>th</sup> at the Radisson.

Please run as often as possible on the promo wheels...from August 12<sup>th</sup>...banner on websites so direct there for more information.

Veterans Expo and Job Fair  
Area veterans of all ages, active military and families  
Tuesday, August 27<sup>th</sup> from 9 to 2  
Radisson Hotel Harrisburg in Camp Hill

Exhibitors from many industries will be on-hand, giving veterans and transitioning military the chance to meet with area employers.

For more information, go to (station website)

Karen Richards  
VP of Sales  
Cumulus Radio Station Group | Harrisburg-York-Lancaster  
O: 717-901-0724  
M: 717.877-7226

2300 Vartan Way, Suite 130, Harrisburg, PA 17110  
[karen.richards@cumulus.com](mailto:karen.richards@cumulus.com)  
[cumulusmedia.com](http://cumulusmedia.com)



HARRISBURG



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