

Exhibit 1

EEO Public File Report
April 1, 2021 through March 31, 2022

[Attached]

EEO PUBLIC FILE REPORT

FOR

WTNZ/WKNX-TV

This EEO Public File Report
April 1, 2021 to March 31, 2022

EEO Annual Public File Report

WTNZ/WKNX

The purpose of this EEO Public File Report is to comply with Section 73.2080 (c)(6) of the Federal Communications Commission's EEO Rule. This Report has been prepared on behalf of the employment unit comprising commonly-owned television stations WTNZ(DT), Knoxville, TN, and WKNX-TV, Knoxville, TN. This Report will be placed in each of WTNZ's and WKNX's respective public inspection file and posted on each station's website.

The information contained in this Report covers the one-year period ending March 31, 2022 (the "Reporting Period").

Attachments 1 through 3 are intended to provide the information required by the FCC's EEO Rule. Attachments 1 and 2 contain the following information for each full-time vacancy:

- * The recruitment source(s) used to fill each vacancy, identified by name, address, contact person and telephone number;
- * The recruitment source that referred the hiree for each full-time vacancy;
- * The total number of persons interviewed for each full-time vacancy; and
- * The total number of interviewees referred by each recruitment source used in connection with each vacancy.

Attachment 3 contains a list and brief description of outreach initiatives undertaken pursuant to the FCC's EEO Rule during the Reporting Period.

Questions concerning this Report should be directed to Tiffany Humphrey at (804) 672-6565.

* * * * *

**ATTACHMENT 2
RECRUITMENT SOURCE INFORMATION**

Recruitment Source (see attached list)	Total Number of Interviewees from Source*	Did Source Request Notice of Job Openings?
1	0	No
2	3	No
3	0	No
4	0	No
5	0	No
6	0	No
7	0	No
8	0	No
9	0	No
10	0	No
11	0	No
12	0	No
13	0	No
14	0	No
15	0	No
16	0	No
17	0	No
18	0	No
19	0	No
20	0	No
21	0	No
22	0	No
23	0	No
24	0	No
25	0	No
26	0	No
27	0	No
28	1	No
29	2	No

RECRUITMENT SOURCES

Source

1. WTNZ/WKNX-TV station website www.WTNZFox43.com 10427 Cogdill Road, Suite 100, Knoxville, TN 37932, 865-693-4343
2. Employee Referral
3. TV Jobs www.tvjobs.com
4. Media Line www.medialine.com
5. Tennessee Gov www.jobs4tn.gov
6. University of Tennessee Career Services, 100 Dunford Hall, Knoxville TN, 37996-4010 Heather Harrison 865-974-2149
7. Art Institute of Atlanta, 1000 Embassy Row Atlanta, GA 30328 Nicole Bradford 800-275-4242
8. Minority Student Affairs, 812 Volunteer Blvd. Knoxville, TN 37996 Dr. Jane Redmond 865-974-6861
9. Roane State Community College, 276 Patton Lane Harriman, TN 37748 Kim Harris 865-882-4695
10. Tusculum College Graduate & Professional Studies, 1305 Centerpoint Blvd. Knoxville, TN 37932 Leslie Fox 865-693-1177
11. Lincoln Memorial University, 6965 Cumberland Gap Pkwy. Harrogate, TN 37752 800-325-0900 EXT. 6251
12. Knoxville Area Urban League, 1514 East Fifth Avenue Knoxville, TN 37917 Gloria Garner 865-524-5511
13. Knoxville Area Career Center, 1610 University Avenue Knoxville, TN 37921 Emily Hatfield 865-594-5500
14. Knoxville NAACP, PO Box 14096 Knoxville, TN 37917 Ezra Maize 865-622-4748
15. Maryville College Center for Calling and Career, 502 East Lamar Alexander Parkway, Maryville, TN 37804, Tracey Gartmann
16. NAACP of Oak Ridge, PO Box 6165 Oak Ridge, TN 37831 Jean. A. Shaakir-Ali 865-567-7372
17. Pellissippi State Community College, 10915 Hardin Valley Road PO Box 22990 Knoxville, TN 37933, Carolyn Carson 865-694-6400
18. Tennessee Technology Center, 821 W. Louise Ave. Knoxville, TN 37813 S. Rodgers 423-543-0070
19. Heart of Knoxville Career & Resource Center, 1610 Magnolia Avenue Knoxville, TN 37917 Bryan May 865-329-3166
20. Knoxville Urban Group, 1514 NE 5th Avenue Knoxville, TN 37917 Bill Myers 865-524-5511
21. Walter State Community College, 550 S. Davy Crockett Parkway Morristown, TN 37813, Ann Bowen 423-585-2600
22. Media Ideanet Graeme Newrll, 602 Communications, 6839 Charter Hills Road, Charlotte, NC 28277, 704-543-1426
23. Community Action Committee, 2247 Western Avenue, Knoxville, TN 37921
24. Middle Tennessee State University, 1301 E. Main Street, Murfreesboro, TN 37132
25. U.S. Department of Veterans Affairs, 8033 Ray Mears Boulevard, Knoxville, TN 37919
26. Western Kentucky University, 1906 College Heights Boulevard, Bowling Green, KY 42101
27. United Minority Media, 5511 Woodland Avenue, #1, Kansas City, MO 64110
28. Wavely.com <https://www.wavely.com/login>
29. Indeed.com <https://www.indeed.com/>

ATTACHMENT 3

MENU OPTION ACTIVITIES

WTNZ/WKNX-TV has engaged in the following outreach activities during the period covered by this Report:

Activity Classification*	Type of Activity	Brief Description
1	Participation in at least four job fairs by station personnel who have substantial responsibility in making hiring decisions	<ul style="list-style-type: none"> • March 21-25, 2022: Station Participated in the TAB Quarterly Virtual Job Fair. The General Manager participated.
6	Participation in job banks, Internet programs, and other programs designed to promote outreach generally (i.e., outreach that is not primarily directed to providing notification of specific job vacancies)	<p>WTNZ/WKNX created and aired announcements that encouraged viewers interested in pursuing a radio and/or a television career to utilize the website of the Tennessee Association of Broadcasters to learn of employment opportunities at member stations. These announcements ran throughout the year on WTNZ/WKNX. Job Opportunities at the stations are also posted on the Tennessee Association job banks.</p>
8	Establishment of training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions;	<ul style="list-style-type: none"> • April 16, 2021, local Account Executives, LSM, GSM, and GM participated in training for OTT digital training sponsored by Orbit Interactive. • July 23, 2021, local Account Executives, LSM, GSM, and GM participated in training for Tik Tok hosted by Orbit Interactive. The purpose was to help sales staff learn more about how Tik Tok can help their clients' business and drive more sales. • September 22, 2021, local Account Executives, LSM, GSM, and GM participated in training on how digital sales products can enhance client's businesses. • October 12, 2021 and October 20, 2021, local Account Executives, LSM, GSM, and GM participated in training on forecasting sales for 2022. The training was presented by Borrell Associates. • February 17, 2022, local Account Executives, LSM, GSM, and GM participated in training with Comscore to learn how to use Comscore and how to read the various reports in order to help boost sales marketing.

* For "Activity Classification", use "1" through "16" in accordance with attached list.

Menu Option Classifications

1. Participation in at least four job fairs by station personnel who have substantial responsibility in making hiring decisions;

2. Hosting of at least one job fair;
3. Co-sponsoring of at least one job fair with organizations in the business and professional community whose membership includes substantial participation by women and minorities;
4. Participation in at least four events, including conventions, career days, workshops, and similar activities, sponsored by organizations representing groups present in the community interested in broadcast employment issues;
5. Establishment of an internship program designed to assist members of the community to acquire skills needed for broadcast employment;
6. Participation in job banks, Internet programs, and other programs designed to promote outreach generally (i.e., outreach that is not primarily directed to providing notification of specific job vacancies);
7. Participation in scholarship programs designed to assist students interested in pursuing a career in broadcasting;
8. Establishment of training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions;
9. Establishment of a mentoring program for station personnel;
10. Participation in at least four events or programs sponsored by educational institutions relating to career opportunities in broadcasting;
11. Sponsorship of at least two events in the community designed to inform and educate members of the public about employment opportunities in broadcasting;
12. Listing of each upper-level category opening in a job bank or newsletter of media trade groups whose membership includes substantial participation by women and minorities;
13. Provision of assistance to unaffiliated non-profit entities in the maintenance of web sites that provide counseling on the process of searching for broadcast employment and/or other career development assistance pertinent to broadcasting;
14. Provision of training to management level personnel as to methods of ensuring equal employment opportunity and preventing discrimination;
15. Provision of training to personnel of unaffiliated non-profit organizations interested in broadcast employment opportunities that would enable them to better refer job candidates for broadcast positions;
16. Participation in other activities designed by the station reasonably calculated to further the goal of disseminating information as to employment opportunities in broadcasting to job candidates who might otherwise be unaware of such opportunities.

Exhibit 2

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April 1, 2022 through March 31, 2023

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- * The total number of persons interviewed for each full-time vacancy; and
- * The total number of interviewees referred by each recruitment source used in connection with each vacancy.

Attachment 3 contains a list and brief description of outreach initiatives undertaken pursuant to the FCC's EEO Rule during the Reporting Period.

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* * * * *

ATTACHMENT 1

FULL-TIME VACANCY INFORMATION

Position Title	Total No. Interviewees for the Vacancy	Recruitment Source of Hiree	Recruitment Sources Utilized (see attached list of sources)
Account Executive	1	2	2-22
Account Executive	1	2	1-22
General Manager	4	23	1, 3-26
Sales Operational Lead	2	2	1-22, 27
Account Executive	3	2	1-22, 27

Total number of persons interviewed during the Reporting Period: 11

RECRUITMENT SOURCE INFORMATION

Recruitment Source (see attached list)	Total Number of Interviewees from Source*	Did Source Request Notice of Job Openings?
1	0	No
2	6	No
3	0	No
4	0	No
5	0	No
6	0	No
7	0	No
8	0	No
9	0	No
10	0	No
11	0	No
12	0	No
13	0	No
14	0	No
15	0	No
16	0	No
17	0	No
18	0	No
19	0	No
20	0	No
21	0	No
22	0	No
23	3	No
24	0	No
25	0	No
26	1	No
27	1	No

RECRUITMENT SOURCES

Source

1. WTNZ/WKNX-TV station website www.WTNZFox43.com 10427 Cogdill Road, Suite 100, Knoxville, TN 37932, 865-693-4343
2. Employee Referral
3. TV Jobs www.tvjobs.com
4. Tennessee Gov www.jobs4tn.gov
5. University of Tennessee Career Services, 100 Dunford Hall, Knoxville TN, 37996-4010 Heather Harrison 865-974-2149
6. Art Institute of Atlanta, 1000 Embassy Row Atlanta, GA 30328 Nicole Bradford 800-275-4242
7. Roane State Community College, 276 Patton Lane Harriman, TN 37748 Kim Harris 865-882-4695
8. Tusculum College Graduate & Professional Studies, 1305 Centerpoint Blvd. Knoxville, TN 37932 Leslie Fox 865-693-1177
9. Lincoln Memorial University, 6965 Cumberland Gap Pkwy. Harrogate, TN 37752 800-325-0900 EXT. 6251
10. Knoxville Area Career Center, 1610 University Avenue Knoxville, TN 37921 Emily Hatfield 865-594-5500
11. Knoxville NAACP, PO Box 14096 Knoxville, TN 37917 Ezra Maize 865-622-4748
12. Maryville College Center for Calling and Career, 502 East Lamar Alexander Parkway, Maryville, TN 37804, Tracey Gartmann
13. NAACP of Oak Ridge, PO Box 6165 Oak Ridge, TN 37831 Jean. A. Shaakir-Ali 865-567-7372
14. Pellissippi State Community College, 10915 Hardin Valley Road PO Box 22990 Knoxville, TN 37933, Carolyn Carson 865-694-6400
15. Tennessee Technology Center, 821 W. Louise Ave. Knoxville, TN 37813 S. Rodgers 423-543-0070
16. Walter State Community College, 550 S. Davy Crockett Parkway Morristown, TN 37813, Ann Bowen 423-585-2600
17. Media Ideanet Graeme Newrll, 602 Communications, 6839 Charter Hills Road, Charlotte, NC 28277, 704-543-1426
18. Community Action Committee, 2247 Western Avenue, Knoxville, TN 37921
19. Middle Tennessee State University, 1301 E. Main Street, Murfreesboro, TN 37132
20. U.S. Department of Veterans Affairs, 8033 Ray Mears Boulevard, Knoxville, TN 37919
21. Western Kentucky University, 1906 College Heights Boulevard, Bowling Green, KY 42101
22. United Minority Media, 5511 Woodland Avenue, #1, Kansas City, MO 64110
23. TVNews Check www.tvnewscheck.com, Paul Greeley, Manager, MediaJobCenter, 301-773-0058
24. SpotsNDots www.spotsndots.com, issues@spotsndots.com; 888-884-2630
25. Native American Journalists Association, najanewsroom.com, Candice Mendez, Temporary Program Manager, 395 W. Lindsey Street, Norma, OK
26. Self-Referral
27. Linked In www.linkedin.com 2029 Stierlin Court Suite 200 Mountain View, CA 94043 1-650-687-3600

ATTACHMENT 3

MENU OPTION ACTIVITIES

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Activity Classification*	Type of Activity	Brief Description
6	Participation in job banks, Internet programs, and other programs designed to promote outreach generally (i.e., outreach that is not primarily directed to providing notification of specific job vacancies)	WTNZ/WKNX created and aired announcements that encouraged viewers interested in pursuing a radio and/or a television career to utilize the website of the Tennessee Association of Broadcasters to learn of employment opportunities at member stations. These announcements ran throughout the year on WTNZ/WKNX. Job Opportunities at the stations are also posted to Jobs4TN.gov.
8	Establishment of training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions;	<ul style="list-style-type: none"> • July 14, 2022: The sales staff participated in training with Orbit Interactive. This training helped the Account Executives understand Orbit products and how to sell digital to their clients. The Orbit Interactive trainer also went on sales calls with the Account Executive to further their training. • October 7, 2022: The Creative Services Director finished his training for drone usage. The training was done by the FAA.
12	Listing of each upper-level category opening in a job bank or newsletter of media trade groups whose membership includes substantial participation by women and minorities	<ul style="list-style-type: none"> • Ad for open position of General Manager was listed with the Native American Journalists Association on July 6, 2022. • Ad for open position of Local Sales Manager was listed with the Native American Journalists Association on November 4, 2022.
14	Provision of training to management level personnel as to methods of ensuring equal employment opportunity and preventing discrimination	<ul style="list-style-type: none"> • November 9, 2022: The General Manager took part in FCC EEO training offered through the Tennessee Association of Broadcasting. • November 16, 2022: The General Manager took part in FCC EEO training offered through the Tennessee Association of Broadcasting.

*** For “Activity Classification”, use “1” through “16” in accordance with attached list.**

Menu Option Classifications

1. Participation in at least four job fairs by station personnel who have substantial responsibility in making hiring decisions;
2. Hosting of at least one job fair;
3. Co-sponsoring of at least one job fair with organizations in the business and professional community whose membership includes substantial participation by women and minorities;
4. Participation in at least four events, including conventions, career days, workshops, and similar activities, sponsored by organizations representing groups present in the community interested in broadcast employment issues;
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15. Provision of training to personnel of unaffiliated non-profit organizations interested in broadcast employment opportunities that would enable them to better refer job candidates for broadcast positions;
16. Participation in other activities designed by the station reasonably calculated to further the goal of disseminating information as to employment opportunities in broadcasting to job candidates who might otherwise be unaware of such opportunities.

Exhibit 3

Position 1: Account Executive
Date Filled: 8/4/2021

Recruitment Documentation Attached	Date
TVJobs advertisements	6/1/2021; 7/2/2021
MediaLine advertisements	6/1/2021; 7/2/2021
Jobs4TN.gov advertisement	6/1/2021; 7/2/2021
WTNZ website advertisement	7/2/2021
Outreach letters*	6/1/2021; 7/2/2021

* A sample outreach letter is attached for each date listed. Licensee confirms that substantially similar letters were sent to each of the recruitment sources listed in the EEO Public File Report for the relevant period, attached hereto as Exhibit 1.

Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

Position	Account Executive
Station Ownership	Lockwood Broadcasting, Inc.
Reference #	<i>Will be assigned when submission is completed</i>
Type	Television
Full / Part	Full Time - Regular
Experience	1+ Year
Posted	6/1/2021
Closes	7/1/2021
Time Left	30 Days
DMA	#62
Found In	Account Executive



Account Executive

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations.

Duties include but are not limited to:
 Develop and maintain direct relationships with agencies and clients while driving revenue to achieve monthly goals
 Close new and incremental business
 Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those

objectives through effective use of our product portfolio
 Prepare, schedule and deliver sales presentations

Qualifications/Requirements:

Must be willing to work in Knoxville, TN
 Proficient in the operation of a computer keyboard
 Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
 Good driving record

One-three years of television sales experience is preferred
 Bachelor's degree in advertising or marketing is preferred

Skills and Abilities:
 Strong communication skills



Supplemental Information

Salary Type
Salary Range
Starting Salary / Year
Starting Salary / Hour
Job Type Full Time - Regular

Hours
Workweek
Scheduled on Holidays
Start Date
Probation Period

Benefits
Benefit Premium
401K Plan
Vacation
Paid Sick Leave

Phone Calls
Agent Phone Calls

Résumé
Cover Letter
References
Salary History
Tape / Reel
Tape Format
Tape Return
Director's Track

FAX Résumé No
TVJobs.com E-Résumé No

Degree Required
Contract Required

Excellent negotiation and customer service skills
 Team player, who is flexible to changing needs to daily business
 Ability to work in a rapid-pace environment
 Lockwood Broadcast Group and WTNZ-TV FOX 43 provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is required along with a background screen as allowed by federal, state, and local laws and regulations.

Please send resumes to:
 General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

10427 Cogdill Rd. Suite 100
 Knoxville, TN 37932

When responding to this job ad, please mention you saw it listed at TVJobs.com

© Broadcast Employment Services 1994-2021



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

- Contract Length**
- Special Requirements**
- Driver's License**
- Insurance**
- Good Driving Record**
- Heavy Lifting**

- Previous Applicants**
- Local Apartment Rental**
- Moving Expenses**

- Union Position**
- Union Contract Expires**

- Confirmation Letter**
- Rejection Letter**
- Feedback**

- Drug Screen**
- Proof of Eligibility to work in U.S. Required**

- Equal Opportunity Employment** Yes
- EOE Data Form** Yes

■ **Additional WTNZ Information**

- Station Address
- Station Information
- Station Profile
- Station Website

Job Listing Preview



Broadcast Employment Services

WTNZ (FOX) Knoxville, Tennessee

Position	Account Executive
Station Ownership	Lockwood Broadcasting, Inc.
Reference #	<i>Will be assigned when submission is completed</i> ...
Type	Television
Full / Part	Full Time - Regular
Experience	1+ Year
Posted	7/2/2021
Closes	8/2/2021
Time Left	31 Days
DMA	#62
Found In	Sales - Account Executive



Account Executive

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations.

Duties include but are not limited to:

- Develop and maintain direct relationships with agencies and clients while driving revenue to achieve monthly goals
 - Close new and incremental business
 - Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
 - Prepare, schedule and deliver sales presentations
- Qualifications/Requirements:

- Must be willing to work in Knoxville, TN
- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- One-three years of television sales experience is preferred



Supplemental Information

Salary Type	
Salary Range	
Starting Salary / Year	
Starting Salary / Hour	
Job Type	Full Time - Regular
Hours	
Workweek	
Scheduled on Holidays	
Start Date	
Probation Period	
Benefits	
Benefit Premium	
401K Plan	
Vacation	
Paid Sick Leave	
Phone Calls	No
Agent Phone Calls	No
Résumé	Required
Cover Letter	Required
References	
Salary History	
Tape / Reel	
Tape Format	
Tape Return	
Director's Track	
FAX Résumé	No
TVJobs.com E-Résumé	No
Degree Required	Preferred
Contract Required	

Bachelor's degree in advertising or marketing is preferred
Skills and Abilities:

Strong communication skills
Excellent negotiation and customer service skills
Team player, who is flexible to changing needs to daily business
Ability to work in a rapid-pace environment
Lockwood Broadcast Group and WTNZ-TV FOX 43 provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is required along with a background screen as allowed by federal, state, and local laws and regulations.

Please send resumes to:

General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

10427 Cogdill Road
Suite 100
Knoxville, TN 37932

When responding to this job ad, please mention you saw it listed at TVJobs.com

© Broadcast Employment Services 1994-2021



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

Contract Length
Special Requirements
Driver's License Required
Insurance
Good Driving Record Required
Heavy Lifting

Previous Applicants
Local Apartment Rental
Moving Expenses

Union Position
Union Contract Expires

Confirmation Letter
Rejection Letter
Feedback
Drug Screen

Proof of Eligibility to work in U.S. Required

Equal Opportunity Employment Yes
EOE Data Form Yes

■ **Additional WTNZ Information**

- Station Address
- Station Information
- Station Profile
- Station Website

[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Post A Job

Account Details

Your account

You are currently signed in as **asmith**.

 [Sign out](#)

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

If you leave blank, job will deactivate automatically after 30 days.

Submit Job

Jobline

Agent Showcase

Agents

NewsBlues

Talent Coaching

Talent Showcase

Submit Reel

Dashboard

Job type

Full Time

Minimum Experience Required (Years) (optional)

1 year

Description

B I [List Icons] [Link Icon] [Image Icon] [Undo Icon] [Redo Icon]

equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or P

Contact Name (optional)

Contact's Title (optional)

Contact Phone (optional)

EEO Email (optional)

What email should the EEO notification be sent to?

Application URL or Email

(optional)

Enter an email if you would like applicants delivered directly to your inbox (Email won't be made public on your page). Alternately, provide a link to the station/company's website application page.

Contact's Mailing Address

(optional)

City (optional)

[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Zip (optional)

Company Details

Station Call Letters or Name

WTNZ

Owner (optional)

i.e. Raycom, Tegna, Nexstar

Station Affiliation (optional)

[Submit Job](#)

LINKS

[> About Us](#)

[> Privacy Policy](#)

[> Terms of Service](#)

[> FAQ's](#)

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GET SOCIAL



OUR OFFICE

MediaLine

Phone: +1 (913)-217-0685

[Submit Job](#)

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[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Post A Job

Account Details

Your account

You are currently signed in as **asmith**.

 [Sign out](#)

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

If you leave blank, jobs deactivate automatically after 30 days.

Submit Job

Jobline

Agent Showcase

Agents

NewsBlues

Talent Coaching

Talent Showcase

Submit Reel

Dashboard

Job type

Full Time

Minimum Experience Required
(Years) (optional)

1 year

Description



Lockwood Broadcast Group and WTNZ-TV FOX 43 provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local P

Contact Name (optional)

Contact's Title (optional)

Contact Phone (optional)

EEO Email (optional)

What email should the EEO notification be sent to?

Application URL or Email
(optional)

Enter an email if you would like applicants delivered directly to your inbox (Email won't be made public on your page). Alternately, provide a link to the station/company's website application page.

Contact's Mailing Address
(optional)

City (optional)

[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

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[Submit Reel](#)

[Dashboard](#)

Zip (optional)

Company Details

Station Call Letters or Name

Owner (optional)

i.e. Raycom, Tegna, Nexstar

Station Affiliation (optional)

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MediaLine

Phone: +1 (913)-217-0685

Job Summary

Position range in East Region

\$34k - \$67k

Per year

Account Executive (AE)

Marble City TV LLC

Occupation: Advertising Sales Agents

Location: Knoxville, TN - 37932 Positions available: 1

Job #: 961948

Updated: 6/1/2021 Expires: 8/1/2021

Source: JOBS4TN.GOV Site: JOBS4TN.GOV

Job Requirements

BD

12



Job Properties



Job Description

Job Description

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well as focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations. Duties include but are not limited to:

- Develop and maintain direct relationships with agencies and clients while driving revenue to achieve monthly goals
- Close new and incremental business
- Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
- Prepare, schedule and deliver sales presentations

Qualifications/Requirements:

- Must be willing to work in Knoxville, TN
- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- One-three years of television sales experience is preferred
- Bachelor's degree in advertising or marketing is preferred

Skills and Abilities:

- Strong communication skills
- Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- Ability to work in a rapid-pace environment

Employer Research

Employer Research

Marble City TV LLC

Is a Private Sector employer

<https://wtnzfox43.rcvrocket.us/>



10-19 employees
 Connect with
 Marble City TV LLC



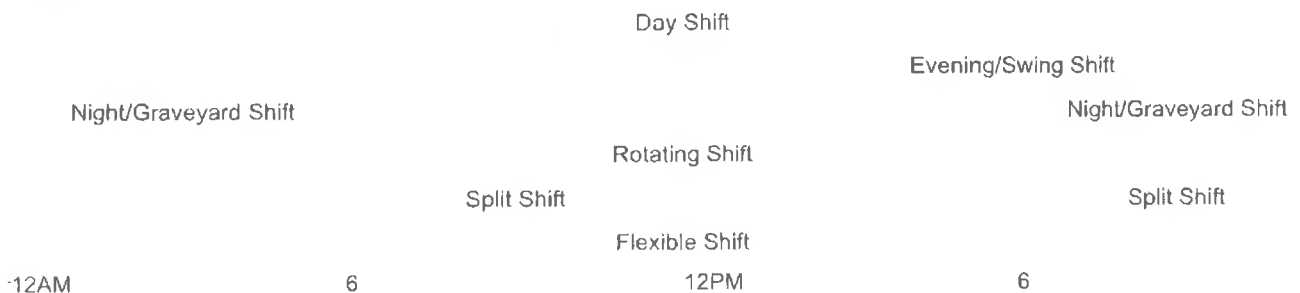
Location/Work Site Information

Location/Work Site Information

Compensation and Hours

Compensation and Hours

Salary Range: Not Available DOE (Depends on Experience) Not Available **Other Benefits:** Not Available **Full or Part Time:** Full Time (30 Hours or More) **Job Duration:** Over 150 Days **Type of Job:** Regular Regular



Hours per Week:

40

Work Experience

Work Experience

Education and Training

Education and Training

Skills Required

Skills Required

View this employer's job skill requirements

View typical Tools and Technology skills used by Advertising Sales Agents

View the typical workplace skills for Advertising Sales Agents

View the personal skills that are typically associated with individuals that work as Advertising Sales Agents

Other Skills

Other Skills

Special Software/Hardware skills needed: No

Specialized Job Requirements

Specialized Job Requirements

Driver's License Required: Yes, Operator License.

Occupation Information

Occupation Information

Occupation: Advertising Sales Agents

Other Related Jobs: Not Available

Supply and Demand: Not Available

Other Employers: Not Available

This section shows the number of job openings and green jobs advertised online in Knox County, TN for Advertising Sales Agents and for the related occupational group of Sales and Related Occupations on May 31, 2021 (Jobs De-duplication Level 2).

Occupation	Job Openings	Green Job Count
Advertising Sales Agents ♦	1	0
Sales and Related Occupations	661	3

* BRIGHT OUTLOOK STATEWIDE

Source: Online advertised jobs data

Career Ladder

Career Ladder

Personal Requirements

Personal Requirements

Interests:	View the typical interests of individuals that are Advertising Sales Agents
Knowledge:	View the knowledge typically needed by Advertising Sales Agents
Abilities:	View the abilities typically needed by Advertising Sales Agents
Work Styles:	View the personal characteristics that can affect how well Advertising Sales Agents perform

Nature of the Work

Nature of the Work

Importance:	View what is typically important in a job to Advertising Sales Agents
Work Activities:	View typical work activities for Advertising Sales Agents
Tasks:	View the specific tasks commonly performed by Advertising Sales Agents
Working Conditions:	View the typical working conditions for Advertising Sales Agents
Tools and Technology Skills:	View the tools and technology generally used by Advertising Sales Agents
Occupational Videos:	View a short video about Advertising Sales Agents

Share this Job

- LinkedIn Share
- Facebook Share
- Tweet This
- Email

LinkedIn Search

Search LinkedIn for Marble City TV LLC

Facebook Search

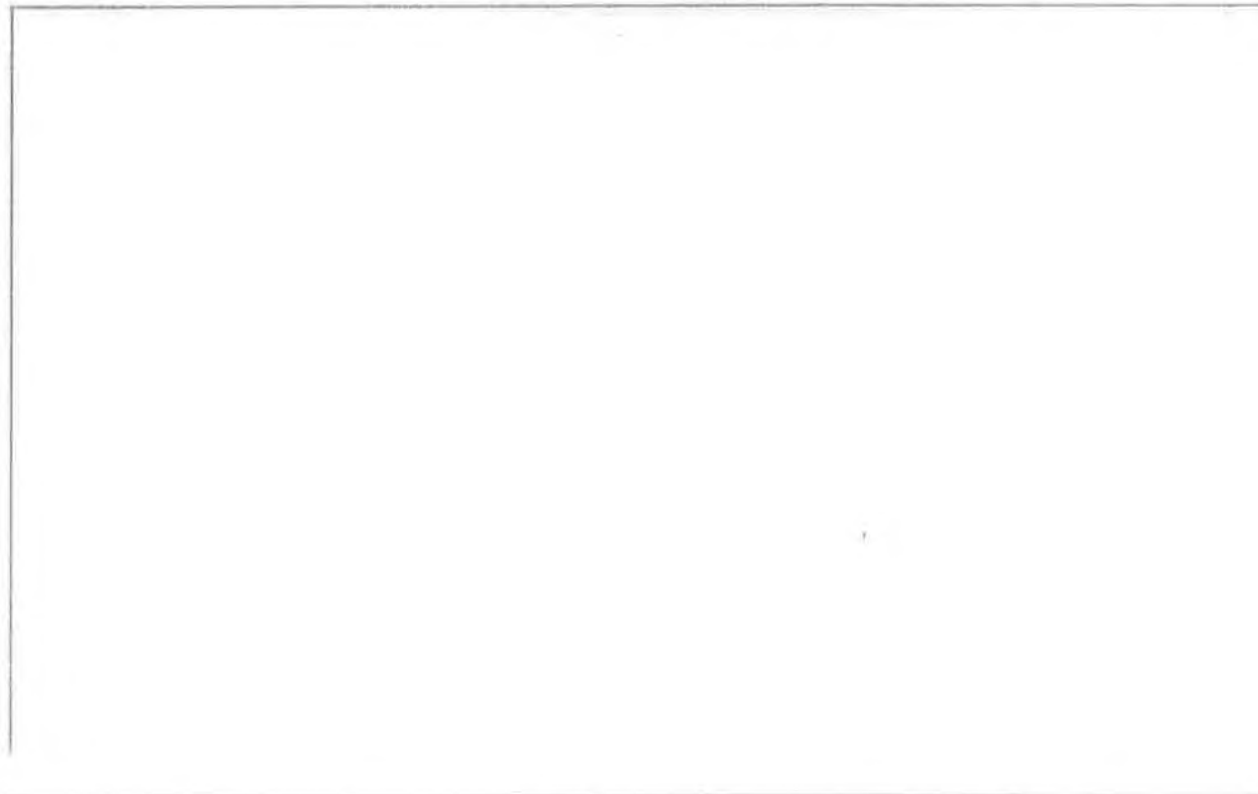
Search Facebook for Marble City TV LLC

Twitter Search

Search Twitter for Marble City TV LLC

Glassdoor Search

Search Glassdoor for Marble City TV LLC



Job Summary

Position range in East Region

\$34k - \$67k

Per year

Account Executive (AE)

Marble City TV LLC

Occupation: Advertising Sales Agents

Location: Knoxville, TN - 37932 Positions available: 1

Job #: 1022651

Updated: 7/2/2021 Expires: 9/30/2021

Source: JOBS4TN.GOV Site: JOBS4TN.GOV

Job Requirements

HS

12



Job Properties



Job Description

Job Description

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations. Duties include but are not limited to:

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- Close new and incremental business
- Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
- Prepare, schedule and deliver sales presentations

Qualifications/Requirements:

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- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel



- Good driving record
- One-three years of television sales experience is preferred
- Bachelor's degree in advertising or marketing is preferred

Skills and Abilities:

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- Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- Ability to work in a rapid-pacc environment

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Employer Research

Employer Research

Marble City TV LLC

Is a Private Sector employer

<https://wtnzfox43.revrocket.us/>

10-19 employecs

Connect with

Marble City TV LLC

**Location/Work Site Information**

Location/Work Site Information

Compensation and Hours

Compensation and Hours

Salary Range: Not Available **DOE (Depends on Experience)** Not Available **Other Benefits:** Not Available **Full or Part Time:** Full Time (30 Hours or More) **Job Duration:** Over 150 Days **Type of Job:** Regular
Shift: Not Applicable
Hours per Week: Hours Not Specified

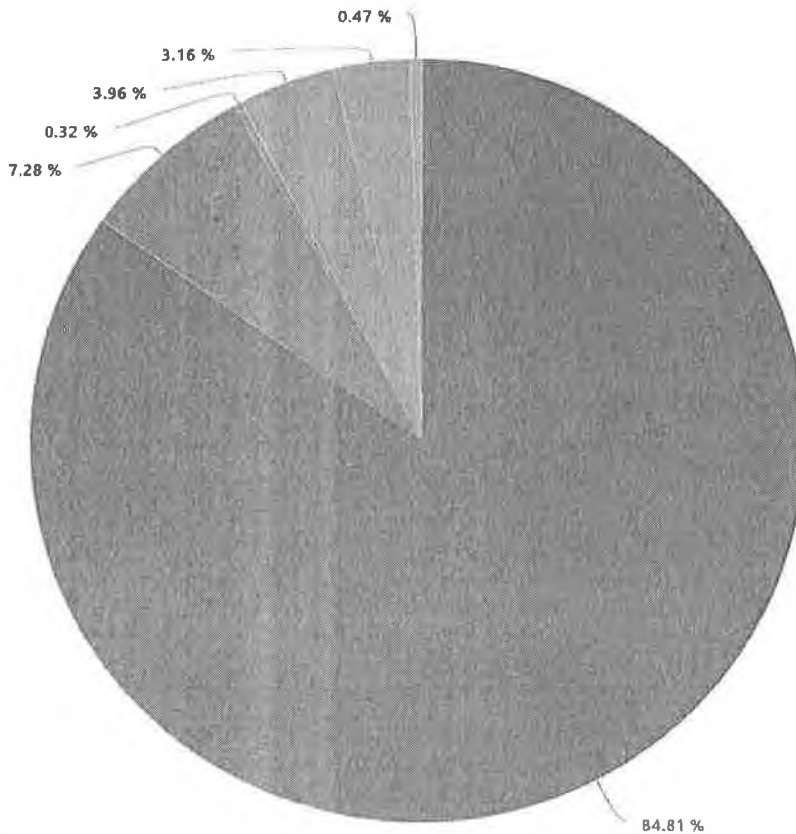
Work Experience

Work Experience

Minimum Experience Required: 12 months

This section shows the minimum required work experience requested by employers on job openings and green jobs advertised online for Sales and Related Occupations (no data available for Advertising Sales Agents) in Knox County, TN on July 1, 2021 (Jobs De-duplication Level 2).

Experience	Job Openings	Green Job Count	Percentage of Green Jobs	Percentage of Job Openings	Percentage of Green Jobs
Entry Level	46	0	0.00%	47.92%	0.00%
Less than 1 year	2	0	0.00%	2.08%	0.00%
1 Year to 2 Years	25	1	33.33%	26.04%	100.00%
2 Years to 5 Years	20	0	0.00%	20.83%	0.00%
5 Years to 10 Years	3	0	0.00%	3.13%	0.00%



Not Specified
 Entry Level
 Less than 1 year
 1 Year to 2 Years
 2 Years to 5 Years
 5 Years to 10 Years

Include Not Specified There were 536 job openings advertised online that did not specify a minimum experience requirement

Source: Online advertised jobs data

Education and Training

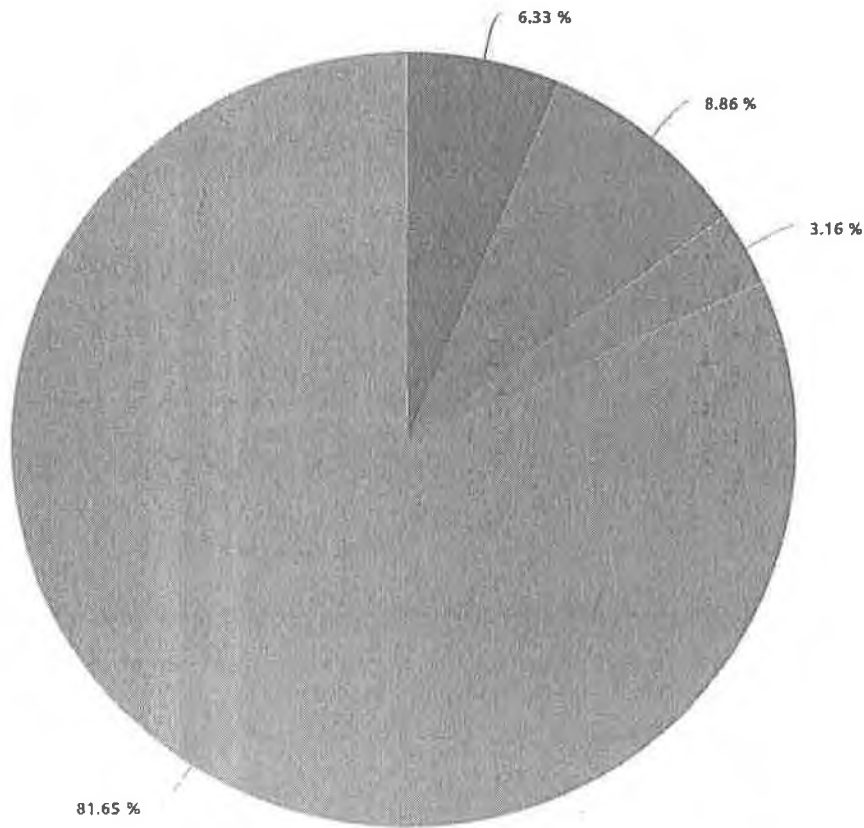
Education and Training

Minimum Education Level Required: High School Diploma or Equivalent

Required License/Certification: No

This section shows the minimum level of education requested by employers on job openings and green jobs advertised online for Sales and Related Occupations (no data available for Advertising Sales Agents) in Knox County, TN on July 1, 2021 (Jobs De-duplication Level 2).

Education Level	Job Openings	Green Job Count	Percentage of Green Jobs	Percentage of Job Openings	Percentage of Green Jobs
No Minimum Education Requirement	40	1	33.33%	34.48%	100.00%
High School Diploma or Equivalent	56	0	0.00%	48.28%	0.00%
Bachelor's Degree	20	0	0.00%	17.24%	0.00%



No Minimum Education Requirement
 High School Diploma or Equivalent
 Bachelor's Degree
 Not Specified

Include Not Specified There were 516 job openings advertised online that did not specify a minimum education requirement

Source: Online advertised jobs data

Skills Required

Skills Required

[View this employer's job skill requirements](#)

[View typical Tools and Technology skills used by Advertising Sales Agents](#)

[View the typical workplace skills for Advertising Sales Agents](#)

[View the personal skills that are typically associated with individuals that work as Advertising Sales Agents](#)

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- Prepare, schedule and deliver sales presentations

Qualifications/Requirements:

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- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
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Skills and Abilities:

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veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is required along with a background screen as allowed by federal, state, and local laws and regulations.

Please send resumes to:

General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

June 1, 2021

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

Dear Sir or Madam,

WTNZ requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our company:

Account Executive

WTNZ is an equal opportunity employer and does not discriminate in the hiring, training or promotion of employees by reason of race, color, religion, sex, or national origin. We are engaged in a continuing effort to seek out prospective applicants for employment with our company. We earnestly solicit your assistance in obtaining employees and request that you refer prospective applicants to the address below.

Please refer all qualified applicants to us as they occur. For a complete list of job duties, please call. At this time, we anticipate an ongoing effort in the recruitment of these positions.

Sincerely,

Tiffany Humphrey

Tiffany Humphrey
Corporate Business Manager

July 2, 2021

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

Dear Sir or Madam,

WTNZ requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our company:

Account Executive

WTNZ is an equal opportunity employer and does not discriminate in the hiring, training or promotion of employees by reason of race, color, religion, sex, or national origin. We are engaged in a continuing effort to seek out prospective applicants for employment with our company. We earnestly solicit your assistance in obtaining employees and request that you refer prospective applicants to the address below.

Please refer all qualified applicants to us as they occur. For a complete list of job duties, please call. At this time, we anticipate an ongoing effort in the recruitment of these positions.

Sincerely,

Tiffany Humphrey

Tiffany Humphrey
Corporate Business Manager

Exhibit 4

Position 2: Account Executive
Date Filled: 9/20/2021

Recruitment Documentation Attached	Date
TVJobs advertisements	8/2/2021; 9/1/2021
MediaLine advertisements	8/2/2021; 9/1/2021
Jobs4TN.gov advertisement	8/2/2021; 9/1/2021
WTNZ website advertisements	8/2/2021; 9/1/2021
Outreach letters*	8/2/2021; 9/1/2021

* A sample outreach letter is attached for each date listed. Licensee confirms that substantially similar letters were sent to each of the recruitment sources listed in the EEO Public File Report for the relevant period, attached hereto as Exhibit 1.

Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

Position Account Executive
Station Ownership Lockwood Broadcasting, Inc.
Reference # Will be assigned when submission is completed
Type Television
Full / Part Full Time - Regular
Experience 1+ Year
Posted 8/2/2021
Closes 9/2/2021
Time Left 31 Days
DMA #62
Found In Sales - Account Executive



Account Executive

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations.

Duties include but are not limited to:

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- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- One-three years of television sales experience is preferred



Supplemental Information

Salary Type
Salary Range
Starting Salary / Year
Starting Salary / Hour
Job Type Full Time - Regular
Hours
Workweek
Scheduled on Holidays
Start Date
Probation Period
Benefits
Benefit Premium
401K Plan
Vacation
Paid Sick Leave
Phone Calls No
Agent Phone Calls No
Résumé Required
Cover Letter Required
References
Salary History
Tape / Reel
Tape Format
Tape Return
Director's Track
FAX Résumé No
TVJobs.com E-Résumé
Degree Required Preferred
Contract Required

Bachelor's degree in advertising or marketing is preferred
Skills and Abilities:

Strong communication skills
Excellent negotiation and customer service skills
Team player, who is flexible to changing needs to daily business
Ability to work in a rapid-pace environment
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Please send resumes to:
General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

10427 Cogdill Rd. Suite 100
Knoxville, TN 37932

When responding to this job ad, please mention you saw it listed at TVJobs.com

© Broadcast Employment Services 1994-2021



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

Contract Length
Special Requirements
Driver's License
Insurance
Good Driving Record Required
Heavy Lifting

Previous Applicants
Local Apartment Rental
Moving Expenses

Union Position
Union Contract Expires

Confirmation Letter
Rejection Letter
Feedback
Drug Screen

Proof of Eligibility to work in U.S. Required

Equal Opportunity Employment Yes
EOE Data Form Yes

■ **Additional WTNZ Information**

- Station Address
- Station Information
- Station Profile
- Station Website

Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

Position	Account Executive
Station Ownership	Lockwood Broadcasting, Inc.
Reference #	<i>Will be assigned when submission is completed</i>
Type	Television
Full / Part	Full Time - Regular
Experience	1+ Year
Posted	9/1/2021
Closes	10/1/2021
Time Left	30 Days
DMA	#62
Found In	Sales



Account Executive

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations.

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 - Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
 - Prepare, schedule and deliver sales presentations
- Qualifications/Requirements:

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- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- One-three years of television sales experience is preferred



Supplemental Information

Salary Type	
Salary Range	
Starting Salary / Year	
Starting Salary / Hour	
Job Type	Full Time - Regular
Hours	
Workweek	
Scheduled on Holidays	
Start Date	
Probation Period	
Benefits	
Benefit Premium	
401K Plan	
Vacation	
Paid Sick Leave	
Phone Calls	No
Agent Phone Calls	No
Résumé	Required
Cover Letter	Required
References	
Salary History	
Tape / Reel	
Tape Format	
Tape Return	
Director's Track	
FAX Résumé	No
TVJobs.com E-Résumé	No
Degree Required	
Contract Required	

Bachelor's degree in advertising or marketing is preferred
Skills and Abilities:

Strong communication skills
Excellent negotiation and customer service skills
Team player, who is flexible to changing needs to daily business
Ability to work in a rapid-pace environment
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Please send resumes to:

General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

10427 Cogdill Rd
Suite 100
Knoxville, TN 37932

When responding to this job ad, please mention you saw it listed at TVJobs.com

© Broadcast Employment Services 1994-2021



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

Contract Length
Special Requirements
Driver's License
Insurance
Good Driving Record Required
Heavy Lifting

Previous Applicants
Local Apartment Rental
Moving Expenses

Union Position
Union Contract Expires

Confirmation Letter
Rejection Letter
Feedback
Drug Screen

Proof of Eligibility to work in U.S. Required

Equal Opportunity Employment Yes
EOE Data Form Yes

■ **Additional WTNZ Information**

- Station Address
- Station Information
- Station Profile
- Station Website

[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Post A Job

Account Details

Your account

You are currently signed in as **asmith**.

 [Sign out](#)

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

If you leave blank jobs deactivate automatically after 30 days.

Submit Job

Jobline

Agent Showcase

Agents

NewsBlues

Talent Coaching

Talent Showcase

Submit Reel

Dashboard

Job type

Full Time



Minimum Experience Required

Entry Level



(Years) (optional)

Description

B *I* [List icons] [Link icon] [Image icon] [Undo icon] [Redo icon]

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P

Contact Name (optional)

Contact's Title (optional)

Contact Phone (optional)

EEO Email (optional)

What email should the EEO notification be sent to?

Application URL or Email

(optional)

Enter an email if you would like applicants delivered directly to your inbox (Email won't be made public on your page). Alternately, provide a link to the station/company's website application page.

Contact's Mailing Address

(optional)

City (optional):

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[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Zip (optional)

Company Details

Station Call Letters or Name

WTNZ

Owner (optional)

i.e. Raycom, Tegna, Nexstar

Station Affiliation (optional)

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[Talent Coaching](#)

[Talent Showcase](#)

[Submit Reel](#)

[Dashboard](#)

Post A Job

Account Details

Your account

You are currently signed in as **asmith**.

 [Sign out](#)

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

If you leave blank, jobs deactivate automatically after 30 days.

Submit Job

Jobline

Agent Showcase

Agents

NewsBlues

Talent Coaching

Talent Showcase

Submit Reel

Dashboard

Job type

Full Time

Minimum Experience Required
(Years) (optional)

2 years

Description

B *I*      

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations.

Duties include but are not limited to:
P

Contact Name (optional)

Contact's Title (optional)

Contact Phone (optional)

EEO Email (optional)

What email should the EEO notification be sent to?

Application URL or Email
(optional)

Enter an email if you would like applicants delivered directly to your inbox (Email won't be made public on your page). Alternately, provide a link to the station/company's website application page.

Contact's Mailing Address
(optional)

City (optional)

[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[News/Blues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Rec'd](#)

[Dashboard](#)

Zip (optional)

Company Details

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WTNZ

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MediaLine

Phone: +1 (913)-217-0685

Post a Job

Supercharge your recruitment efforts by listing your job online at no cost to you. The job bank works just like other job banks or like a classified ad in the newspaper, where applicants who are interested in your position may contact you directly. Search through thousands of résumés for potential candidates.

One of the biggest benefits about posting your employment opportunity with us is exposure to potential applicants.

Show All Jobs Filter Criteria

Results View: **Summary** | Detailed

To sort on any column, click a column title.

#	Job Title	Employer Job Status	On-line Status	System Status	Created	Inactive After	Actual Close Date	Views	Applicants	Action	Select
1022651	Account Executive (AE)	Open and available	Open on-line	Open and available	7/2/2021	9/30/2021	N/A	49	11	Copy Edit Delete Search by Job Criteria <input type="checkbox"/> Pre-fill Advanced Resume Search Applicants Preview Template Map Export	<input type="checkbox"/>

Job Summary

Position range in East Region

\$34k - \$67k

Per year

Account Executive (AE)

Marble City TV LLC

Occupation: Advertising Sales Agents

Location: Knoxville, TN - 37932 Positions available: 1

Job #: 1022651

Updated: 7/3/2021 Expires: 9/30/2021

Source: JOBS4TN.GOV Site: JOBS4TN.GOV

Job Requirements

HS

12



Job Properties



Job Description

Job Description



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Employer Research

Employer Research

Marble City TV LLC

Is a Private Sector employer

<https://wtnzfox43.revrocket.us/>

Show All Jobs Filter Criteria

Results View: Summary | Detailed

To sort on any column, click a column title.

#	Job Title	Employer Job Status	On-line Status	System Status	Created	Inactive After	Actual Close Date	Views	Applicants	Action	Select
1022651	Account Executive (AE)	Open and available	Open on-line and available	Open	7/2/2021	9/30/2021	N/A	49	11	Copy Edit Delete Search by Job Criteria Pre-fill Advanced Resume Search Applicants Preview Template	<input type="checkbox"/>

Page 1 of 1 Rows 100

1 Records Found

SEARCH CRITERIA: Internal jobs only and Complete jobs

The Jobs for Veterans Act mandates priority of service to veterans seeking employment and training opportunities. To ensure compliance with this law, this job posting will be available only to veterans for up to 24 hours. After this period, the job will be released to all job seekers.

Show all jobs (including inactive and expired)

Job Summary

Position range in East Region

\$34k - \$67k

Per year

Account Executive (AE)

Marble City TV LLC

Occupation: Advertising Sales Agents

Location: Knoxville, TN - 37932 Positions available: 1

Job #: 1022651

Updated: 7/3/2021 Expires: 9/30/2021

Source: JOBS4TN.GOV Site: JOBS4TN.GOV

Job Requirements

HS

13



Job Properties



Job Description

Job Description

WTNZ-TV FOX 43 has openings for experienced Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self-starter with proficiency in cold calling and creating and delivering presentations. Duties include but are not limited to:

- Develop and maintain direct relationships with agencies and clients while driving revenue to achieve monthly goals
- Close new and incremental business
- Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
- Prepare, schedule and deliver sales presentations

Qualifications/Requirements:

- Must be willing to work in Knoxville, TN
- Proficient in the operation of a computer keyboard
- Proficient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- One-three years of television sales experience is preferred
- Bachelor's degree in advertising or marketing is preferred

Skills and Abilities:

- Strong communication skills
- Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- Ability to work in a rapid-pace environment

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Schutt: LSchutt@wtzfox43.com

Employer Research

Employer Research

Marble City TV LLC
Is a Private Sector employer
<https://wtzfox43.revrocket.us/>



10-19 employees
Connect with
Marble City TV LLC



Location/Work Site Information

Location/Work Site Information

Address: 10427 Cogdill Road, Suite 100, Knoxville, TN 37932

Work At Home option:	No
Public Transportation Accessible:	No
Location/Work Site Industry (NAICS):	Television Broadcasting (515120)
Cost of Living:	View cost of living information based on this location

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Please send resumes to:

General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com

August 2, 2021

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

Dear Sir or Madam,

WTNZ requests your assistance in identifying and locating individuals who may be interested in the following job position(s) now available with our company:

Account Executive

WTNZ is an equal opportunity employer and does not discriminate in the hiring, training or promotion of employees by reason of race, color, religion, sex, or national origin. We are engaged in a continuing effort to seek out prospective applicants for employment with our company. We earnestly solicit your assistance in obtaining employees and request that you refer prospective applicants to the address below.

Please refer all qualified applicants to us as they occur. For a complete list of job duties, please call. At this time, we anticipate an ongoing effort in the recruitment of these positions.

Sincerely,

Tiffany Humphrey

Tiffany Humphrey
Corporate Business Manager

September 1, 2021

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

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Sincerely,

Tiffany Humphrey

Tiffany Humphrey
Corporate Business Manager

Exhibit 5

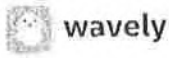
Positions 3 & 4: Account Executives

Date Filled: 2/21/2022 & 2/22/2022

Recruitment Documentation Attached	Date
Wavely advertisements	12/1/2021
Indeed.com advertisement	12/7/2021
TVJobs advertisements	12/10/21; 1/6/2022; 2/4/2022
MediaLine advertisement	12/10/2021
WTNZ website advertisement	12/10/2021
Outreach Letters*	1/6/2022; 2/4/2022

Recruitment was conducted simultaneously for positions 3 & 4, and hires for the positions were drawn from the same interview pool.

* A sample outreach letter is attached for each date listed. Licensee confirms that substantially similar letters were sent to each of the recruitment sources listed in the EEO Public File Report for the relevant period, attached hereto as Exhibit 1.



Account Executive

WTNZ-TV Fox 43

Knoxville, TN Full Time

\$ 45k-75k Annually



Tammy Brooks
Local Sales Manager

Local Sales Manager at

Job description

WTNZ-TV Fox 43, WKNX-TV The Knox and Lockwood Digital (Lockwood Broadcasting, Knoxville) has an opening for an Account Executive to manage and grow local and regional advertising revenue, with a heavy emphasis on prospecting and closing new local business.

WTNZ-TV Fox 43 is the home of Knoxville's #1 local 10 o'clock news, Fox sports (including NFL, Major League Baseball and Big 10 College Football) and hit prime programs like The Masked Singer, 9-1-1 and The Simpsons.

Responsibilities:

- Develop and maintain direct relationships with agencies and clients while driving Revenue to achieve monthly goals
- Close new business and increase existing client sales

- Understand and interpret business objectives and advertising strategies of clients in order to help them achieve those objectives through effective use of our product portfolio
- Prepare, schedule and deliver effective sales presentations

Preferred Qualifications:

- Highly driven salesperson with proven success in sales and revenue growth
- A fearless approach to goal setting and achievement
- A strong desire to win
- Solid communication skills
- Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- Ability to work in a rapid-pace environment

Last updated Less than 24 hours ago

Skills

B2B Marketing

Business Consulting

Problem Solver

Perks



Employee Bonuses



401K



Medical Insurance



Dental Benefits



Vision Benefits



Chat

Chat Log

Add Tag

Tag as Bad Boss

No Tags

First Name

Tammy

Last Name

Brooks

Title

Local Sales Manager

Headline

Local Sales Manager at

Company

Company Name

WTNZ-TV Fox 43

Website

www.wtnzfox43.com

Company Info

—

Job Post 1

[View Job](#)

[Tag as Bad Job Post](#)

Job Title

Account Executive

Job Type

Sales , Account Executive

Date Posted

2021-12-01 09:29:19

Jobs Candidates Messages Campaigns Virtual Recruiting Assistant ^{beta}

Search candidates

Post a job

← Back to all jobs

Edit job

Status: Open

View public job page

Sales Account Executive

Lockwood Broadcast Group - Knoxville, TN

Clicks

Your job

0
12/7/21

Clicks this week

0

Increase budget for more clicks

Improve job description

Details

Created: December 7, 2021

Views: 0

Candidates: 0 total

Add a candidate

Find candidates

Budget

Job budget: \$250.00 monthly

Cost: \$0.00

Edit job budget

View cost and performance

Candidates

Awaiting Review

0

Total (excluding rejected)

0

0 Rejected

Discover your top applicants faster by sending a free assessment

Get a more complete picture of each candidate by being able to view and compare their assessment score results when you turn on the assessment of your choice.

Send assessment

Job description

WINN TV FOX 43 has openings for Account Executives to manage and grow transactional business as well focusing on prospecting and closing new business. We are looking for a self starter with proficiency in cold calling and creating and delivering presentations.

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Qualifications/Requirements:

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Skills and Abilities:

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Job Type: Full-time

Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

Position Account Executive
Station Ownership Lockwood Broadcasting, Inc.
Reference # Will be assigned when submission is completed
Type Television
Full / Part Full Time - Regular
Experience 1+ Year
Posted 12/10/2021
Closes 1/10/2022
Time Left 31 Days
DMA #62
Found In Sales - Account Executive



Account Executive

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Supplemental Information

Salary Type
Salary Range
Starting Salary / Year
Starting Salary / Hour
Job Type Full Time - Regular
Hours
Workweek
Scheduled on Holidays
Start Date
Probation Period
Benefits
Benefit Premium
401K Plan
Vacation
Paid Sick Leave
Phone Calls No
Agent Phone Calls No
Résumé Required
Cover Letter Required
References
Salary History
Tape / Reel
Tape Format
Tape Return
Director's Track
FAX Résumé No
TVJobs.com E-Résumé No
Degree Required Preferred
Contract Required

Bachelor's degree in advertising or marketing is preferred
Skills and Abilities:

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Please send resumes to:

General Sales Manager Liz Schutt; LSchutt@wtnzfox43.com
10427 Cogdill Road Suite 100
Knoxville, TN 37932

When responding to this job ad, please mention you saw it listed at TVJobs.com

© Broadcast Employment Services 1994-2021



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

Contract Length
Special Requirements
Driver's License
Insurance
Good Driving Record Required
Heavy Lifting

Previous Applicants
Local Apartment Rental
Moving Expenses

Union Position
Union Contract Expires

Confirmation Letter
Rejection Letter
Feedback
Drug Screen
Proof of Eligibility to work in U.S. Required

Equal Opportunity Employment Yes
EOE Data Form Yes

■ **Additional WTNZ Information**

- Station Address
- Station Information
- Station Profile
- Station Website

Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

Position	Account Executive
Station Ownership	Lockwood Broadcasting, Inc.
Reference #	<i>Will be assigned when submission is completed</i>
Type	Television
Full / Part	Full Time - Regular
Experience	1+ Year
Posted	1/6/2022
Closes	2/6/2022
Time Left	31 Days
DMA	#62
Found In	Sales - Account Executive



Account Executive

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Supplemental Information

Salary Type	
Salary Range	
Starting Salary / Year	
Starting Salary / Hour	
Job Type	Full Time - Regular
Hours	
Workweek	
Scheduled on Holidays	
Start Date	
Probation Period	
Benefits	
Benefit Premium	
401K Plan	
Vacation	
Paid Sick Leave	
Phone Calls	No
Agent Phone Calls	No
Résumé	Required
Cover Letter	Required
References	
Salary History	
Tape / Reel	
Tape Format	
Tape Return	
Director's Track	
FAX Résumé	No
TVJobs.com E-Résumé	
Degree Required	Preferred
Contract Required	

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Skills and Abilities:

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10427 Cogdill road
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Knoxville, TN 37932

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© Broadcast Employment Services 1994-2022



All applicants are required to submit this application form.

[[View other WTNZ job listings](#)]

- Contract Length**
- Special Requirements**
- Driver's License**
- Insurance**
- Good Driving Record**
- Heavy Lifting**

- Previous Applicants**
- Local Apartment Rental**
- Moving Expenses**

- Union Position**
- Union Contract Expires**

- Confirmation Letter**
- Rejection Letter**
- Feedback**
- Drug Screen**

Proof of Eligibility to work in U.S. Required

- Equal Opportunity Employment** Yes
- EOE Data Form** Yes

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Job Listing Preview



Broadcast Employment Services

FOX WTNZ (FOX) Knoxville, Tennessee

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Closes 3/4/2022
Time Left 28 Days
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Union Contract Expires

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[Submit Job](#)

[Jobline](#)

[Agent Showcase](#)

[Agents](#)

[NewsBlues](#)

[Talent Coaching](#)

[Talent Showcase](#)

[Submit Res](#)

[Dashboard](#)

Post A Job

Account Details

Your account

You are currently signed in as **asmith**

[Sign out](#)

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

[A placeholder image for your job. It will appear here when you upload it.](#)

Submit Job

Jobline

Agent Showcase

Agents

NewsBlues

Talent Coaching

Talent Showcase

Submit Reel

Dashboard

Job type

Full Time

Minimum Experience Required (Years) (optional)

1 year

Description

B I [List Icons] [Link Icon] [Image Icon] [Undo Icon] [Redo Icon]

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~~Duties include but are not limited to:~~

P

Contact Name (optional)

Contact's Title (optional)

Contact Phone (optional)

EEO Email (optional)

What email should the EEO notification be sent to?

Application URL or Email (optional)

Enter an email if you would like applicants delivered directly to your inbox (Email won't be made public on your page). Alternately, provide a link to the station/company's website application page

Contact's Mailing Address (optional)

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12/10/21, 4:36 PM

Account Executive - WTNZ - Fox43

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General Sales Manager Liz Schutt: LSchutt@wtzfox43.com

January 6, 2022

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

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Sincerely,

Tiffany Humphrey

Tiffany Humphrey
Corporate Business Manager

February 4, 2022

University of Tennessee Career Services
100 Dunford Hall
Knoxville, TN 37996
Heather Harrison

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