<u>Exhibit 1</u>

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 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	1-27
Account Executive	1	2	1-27
Account Executive*	4	2	1-29
Account Executive*	4	28	1-29

Total number of persons interviewed during the Reporting Period: 6

* Hirees for these positions were drawn from the same interview pool. Interview pool was included only once in the total number of persons interviewed during the Reporting Period.

Recruitment Source (see	Total Number of	Did Source Request Notice
attached list)	Interviewees from Source*	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

ATTACHMENT 2 RECRUITMENT SOURCE INFORMATION

RECRUITMENT SOURCES

Source

- WTNZ/WKNX-TV station website <u>www.WTNZFox43.com</u> 10427 Cogdill Road, Suite 100, Knoxville, TN 37932, 865-693-4343
- 2. Employee Referral
- 3. TV Jobs <u>www.tvjobs.com</u>
- 4. Media Line <u>www.medialine.com</u>
- 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
- 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	 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)	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.
8	Establishment of training programs designed to enable station personnel to acquire skills that could qualify them for higher level positions;	 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.

<u>Exhibit 2</u>

EEO Public File Report April 1, 2022 through March 31, 2023

[Attached]

EEO PUBLIC FILE REPORT

FOR

WTNZ/WKNX-TV

This EEO Public File Report April 1, 2022-March 31, 2023

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, 2023 (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 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

ATTACHMENT 2

RECRUITMENT SOURCE INFORMATION

Recruitment Source (see	Total Number of	Did Source Request Notice
attached list)	Interviewees from Source*	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

- WTNZ/WKNX-TV station website <u>www.WTNZFox43.com</u> 10427 Cogdill Road, Suite 100, Knoxville, TN 37932, 865-693-4343
- 2. Employee Referral
- 3. TV Jobs <u>www.tvjobs.com</u>
- 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
- 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

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

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;	 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	 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	 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;
- 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 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



🛈 s	upplementa	al Information
Salary Type		
Salary Range		
Starting Salary	/ Year	
Starting Salary		
Job Type	/ 11001	Full Time -
		Regular
Hours		
Workweek		
Scheduled on	Holidays	
Start Date		
Probation Peri	od	
Benefits		
Benefit Premiu	Im	
401K Plan		
Vacation		
Paid Sick Leav	e	
Phone Calls		
Agent Phone C	alls	
Résumé		
Cover Letter		
References		
Salary History		
Tape / Reel		
Tape Format		
Tape Return		
Director's Trac	k	
FAX Résumé		No
TVJobs.com E	-Résumé	Νο
Dearee Requir	ed	

6/

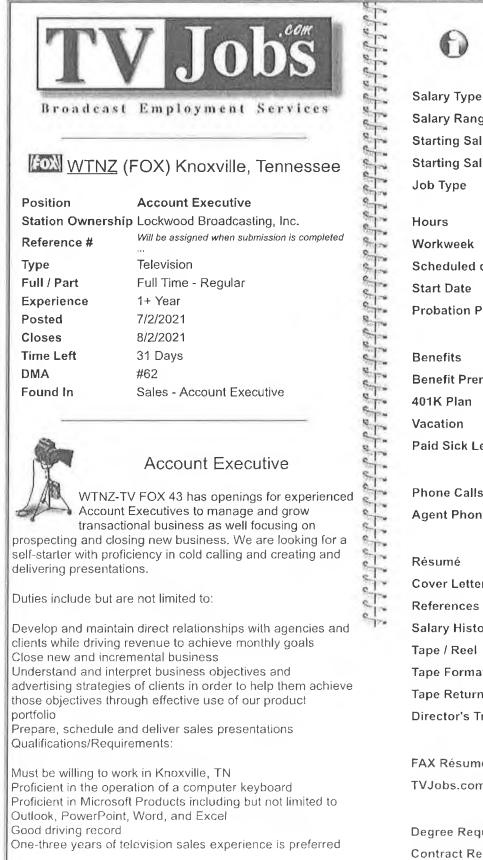
/1/2021	TVJobs.com	- Post a job - F	review
Team player business	gotiation and customer service skills ; who is flexible to changing needs to daily	- del	Cont Spec
	rk in a rapid-pace environment roadcast Group and WTNZ-TV FOX 43 provid	as a l	Drive
	yment opportunities to all employees and	es el-	Insur
applicants for	or employment	Store-	Good
	s discrimination and harassment of any type rd to race, color, religion, age, sex, national ility status,	9	Heav
gender iden	otected veteran status, sexual orientation, tity or expression, or any other characteristic r federal, state or	entre Bullos	Prev
	A pre-employment drug test is required along	Stars	Loca
	round screen as allowed by federal, state, and		Movi
Please send	l resumes to: es Manager Liz Schutt: LSchutt@wtnzfox43.co	om Str	Unio
10427 Cogd Knoxville, Tl	ill Rd. Suite 100 N 37932	1000	Unio Conf
		No.	Reje
	Vhen responding to this job ad, please ention you saw it listed at TVJobs.com	-	Feed
	© Broadcast Employment Services 1994-2021	100 m	Drug
		1000	Proo U.S. Equa Emp
	All applicants are required to submit this application form.	Jard J	EOE
	[<u>View other WTNZ job listings</u>]	d d d d d d	
		e la	

tract Length cial Requirements er's License rance d Driving Record vy Lifting vious Applicants al Apartment Rental ing Expenses on Position on Contract Expires firmation Letter ection Letter dback g Screen of of Eligibility to work in Required al Opportunity Yes ployment Yes E Data Form

Additional WTNZ Information

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

Job Listing Preview



Supplemental	Information
Salary Type	
Salary Range	
Starting Salary / Year	
Starting Salary / Hour	
оь Туре	Full Tíme - Regular
lours	
Vorkweek	
Scheduled on Holidays	
Start Date	
Probation Period	
Benefits	
Benefit Premium	
01K Plan	
/acation	
aid Sick Leave	
Phone Calls	No
Agent Phone Calls	No
Résumé	Required
Cover Letter	Required
References	
alary History	
ape / Reel	
ape Format	
ape Return	
)irector's Track	
AX Résumé	No
VJobs.com E-Résumé	No
egree Required	Preferred
Contract Required	

7/2/2021 TVJobs.com -	Post a job -	Preview your Job Listing	
Bachelor's degree in advertising or marketing is preferred	8.1-	Contract Length	
Skills and Abilities:	6 line	Special Requirements	
Strong communication skills	S-1-	Driver's License	Required
Excellent negotiation and customer service skills Team player, who is flexible to changing needs to daily	ST-	Insurance	
business	6	Good Driving Record	Required
Ability to work in a rapid-pace environment Lockwood Broadcast Group and WTNZ-TV FOX 43 provide	e F	Heavy Lifting	I
equal employment opportunities to all employees and	e l'a		
applicants for employment and prohibits discrimination and harassment of any type without regard to race, color,	5	Previous Applicants	
religion, age, sex, national origin, disability status, genetics	S Ime	Local Apartment Rental	
protected veteran status, sexual orientation, gender identity	9	Moving Expenses	
or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is	8	Moving Expenses	
required along with a background screen as allowed by	Singer		
federal, state, and local laws and regulations.	Same	Union Position	
Please send resumes to:	8	Union Contract Expires	
General Sales Manager Liz Schutt: LSchutt@wtnzfox43.co	m		
	ST-	Confirmation Letter	
10427 Cogdill Road Suite 100	e la	Rejection Letter	
Knoxville, TN 37932	8	Feedback	
	19 and	Drug Screen	
When responding to this job ad, please	ST-	Proof of Eligibility to work	(in
mention you saw it listed at TVJobs.com	500-	U.S. Required	
© Broadcast Employment Services 1994-2021	9000	Equal Opportunity Employment	Yes
	8	EOE Data Form	Yes
1 A A A A A A A A A A A A A A A A A A A	500		
The second se	8		
All applicants are required to submit this application form.	2	■ Additional WTNZ	Information
	-	Station Add	ress
	C.	Station InfoStation Prof	
[<u>View other WTNZ job listings</u>]	0	 Station We 	
	1		

Submit Job	Jobline	Agent Showcase	Agents	NewsBlues
Talent Co.	aching	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 thank, jot - deact vate automatically after 30 days

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)	Talent Conching Talent Showcese Submit Real Dashboard Job type Full Time	021	Post A Job – Media Line
Job type Full Time Minimum Experience Required (Years) (optional) 1 year Description B I I I I I I I I I I I I I I I I I I I	Job type Full Time Minimum Experience Required (Years) (optional) 1 year Description B I I I I I I I I I I I I I I I I I I I	Submit Job	line Agent Showcase Agents NewsBlues
Minimum Experience Required (Years) (optional) 1 year Description B I = = @ & for the second sec	Minimum Experience Required 1 year (Years) (optional) B I I I I I I I I I I I I I I I I I I I	Talent Coaching	Talent Showcese Submit Reel Deshboard
(Years) (optional) Description B I := := ? ??? > c equal employment opportunities to an 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)	(Years) (optional) Description B I = P R R to C 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 Phone (optional) EEO Email (optional) What email sticuld the EEO notification be sent to? Application URL or Email (optional) Enter an email if you, would the applicants delivered directly to your inpos (Email wont be made public or your pupe). Alternately, provide a link to the station/companys website	Job type	Full Time
Description B I = P R S 5 C equal employment opportunities to an 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)	Description B I I II I	Minimum Experience Required	1 year
Contact's Title (optional) B I := := C C S J C equal employment opportunities to an 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's Title (optional)	Contact Name (optional) Contact Phone (optional) Certail (optional) What email should the EEO notification be sent to? Application URL or Email (optional) Enter an email of yow, would like applicants delivered directly to your inpox (Email wort be entered).	(Years) (optional)	
Contact's Title (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 inpox (Email won't be made public if you page). Alternately, provide a link to the station/company's website	Description	equal employment opportunities to an 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
	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 inpox (Email won't be made public on your page). Alternately, provide a link to the station/company's website	Contact Name (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 inpox (Email won't be made public on your page). Alternately, provide a link to the station/company's website	Contact's Title (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 inpox (Email won't be made public on your page). Alternately, provide a link to the station/company's website	Contact Phone (optional)	
EEO Email (optional)	Application URL or Email (optional) Enter an email if you would like applicants delivered directly to your inpox (Email won't be made public on your page). Alternately, provide a link to the station/company's website	EEO Email (optional)	
What email should the EEO notification be sent to?	(optional) Enter an email if you would like applicants delivered directly to your inpox (Email won't be made public in your page). Alternately, provide a link to the station/company's website		What email should the EEO notification be sent to?
(optional) Enter an email if you would like applicants delivered directly to your inbox (Email won't be		• •	Enter an email if you would like applicants delivered directly to your inpox (Email won't be
application bese		(optional)	
application page Contact's Mailing Address		City (optional)	

Submit Job Jebline Agent Showcase Agents NewsBlues

Talent Coaching Talent Showcase Submit Reel Dashboard

Zip (optional)

Company Details

Station Call Letters or Name	WTNZ
Owner (optional)	Co. Boundary Torona Neurotan
Station Affiliation (optional)	i,e. Raycom, Tegna, Nexstar

Subinit Job

LINKS

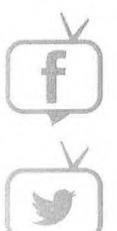
GET SOCIAL

> About Us

- > Privacy Policy
- > Terms of Service

> FAQ's

> Contact



OUR OFFICE

MediaLíne Phone: +1 (913)-217-0685

7/2/2021			Post A Job -	- Media Line	1
	Submit Job	Jobline	Agent Showcase	Agents	NewsBlues
	Talent Co	aching	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 plank, jobs deactivate automatically after 30 days.

021	Post A Job – Media Line	
Submit Job Jo	obline Agent Showcase Agents NewsBlues	
Talent Coachir	ng Talent Showcase Submit Reel Dashboard	
Job type	Full Time	¥
Minimum Experience Required	d 1 year	Ý
(Years) (optional)		
Description	B I \≡ \≡ 𝔄 𝔅 𝔅 𝔈 ♂	
Contact Name (optional)	applicants for employment and prohibits discrimination an harassment of any type without regard to race, color, religio age, sex, national origin, disability status, genetics, protecte veteran status, sexual orientation, gender identity or express or any other characteristic protected by federal, state or loc: P	on, ed ssion,
Contact's Title (optional)		
Contact Phone (optional)		
EEO Email (optional)		
	What email should the EEO notification be sent (o?	
Application URL or Email		
	Enter an email if you would like applicants delivered directly to your inbox (Email won made public on your page). Alternately, provide a link to the station/company's websit application page.	't be te
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

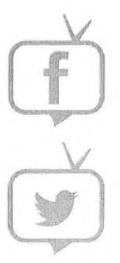
GET SOCIAL

> About Us

- > Privacy Policy
- > Terms of Service

> FAQ's

> Contact



OUR OFFICE

MediaLine Phone: +1 (913)-217-0685

https://medialinetalent.com/post-a-job/

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



O Chat

6/1/2021

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

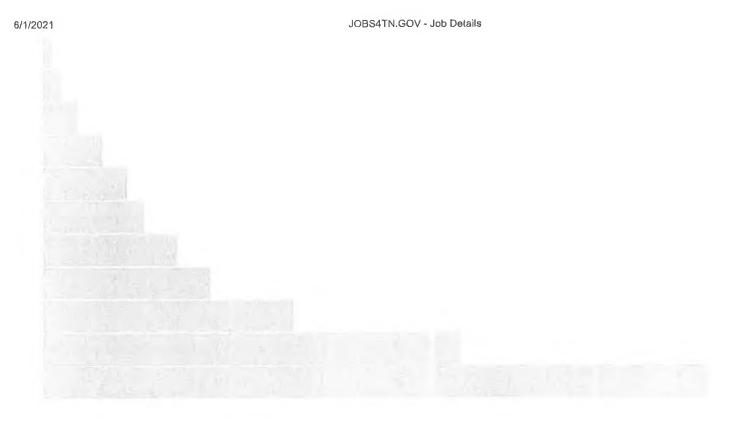
Skills and Abilities:

- 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.revrocket.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

		Day Shift		
			Evening/Swing Shift	
Night/Graveyard S	hift		Night/Grave	yard Shift
		Rotating Shift		
	Sp	olit Shift	Split S	hift
		Flexible Shift		
12AM	6	12PM	6	
	Hou	rs per Week:		

3/6

JOBS4TN.GOV - Job Details



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 AgentsOther Related Jobs:Not AvailableSupply andNot AvailableDemand:

Other Employers:

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				

Not Available

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

6/1/2021

Linked	In Sh	are
Facebo	ook S	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



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

115

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-statter 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

O Chat

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

Skills and Abilities:

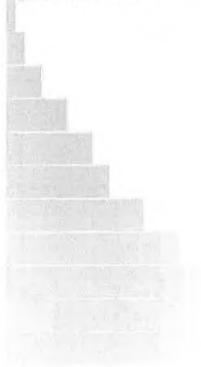
- Strong communication skills
- · Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- · Ability to work in a rapid-pace environment

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

Employer Research

Employer Research

Marble City TV LLC Is a Private Sector employer https://wtnzfox43.revrocket.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 Shift: Not Applicable Hours per Week: Hours Not Specified

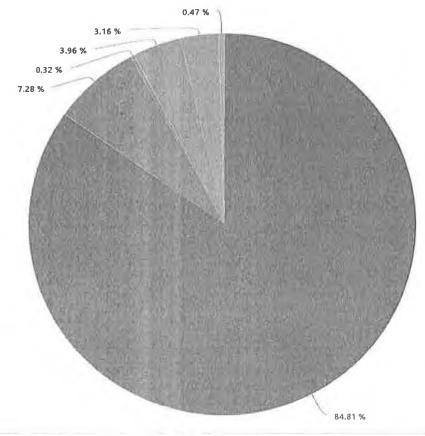
Work Experience

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

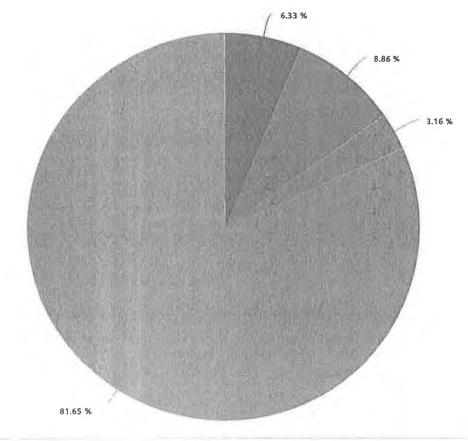
Education and Training https://www.jobs4tn.gov/vosnel/jobbanks/jobdetails.aspx?enc=93lq7cb/4wxXV4gFZceyHS7ZKbuk8K3ED/TLuVRadFopLEH48icolYITDsDClTn8rFjU2t 3/6

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 SpecifiedThere 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 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

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

7/2/2021

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 Kumphrey

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:

ŧ.

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,

Fiffany Kumphrey

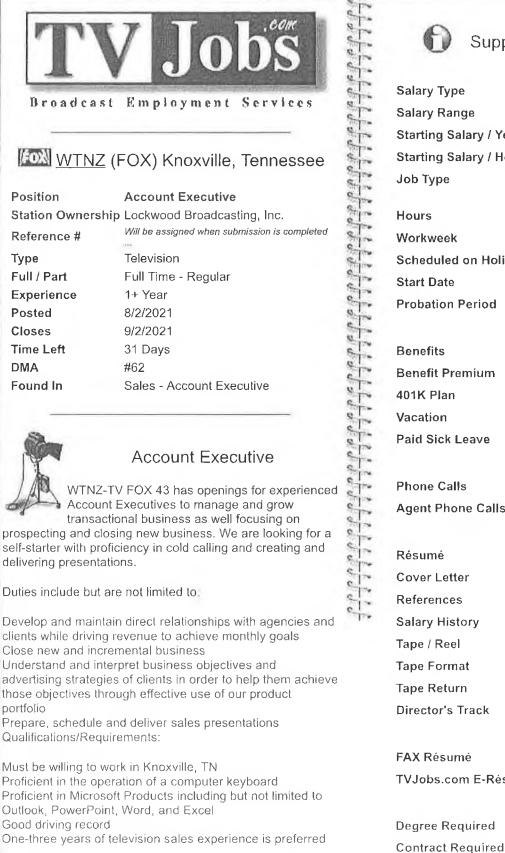
Tiffany Humphrey Corporate Business Manager

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.



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

U.S. Required

Employment

EOE Data Form

Additional WTNZ Information

Yes

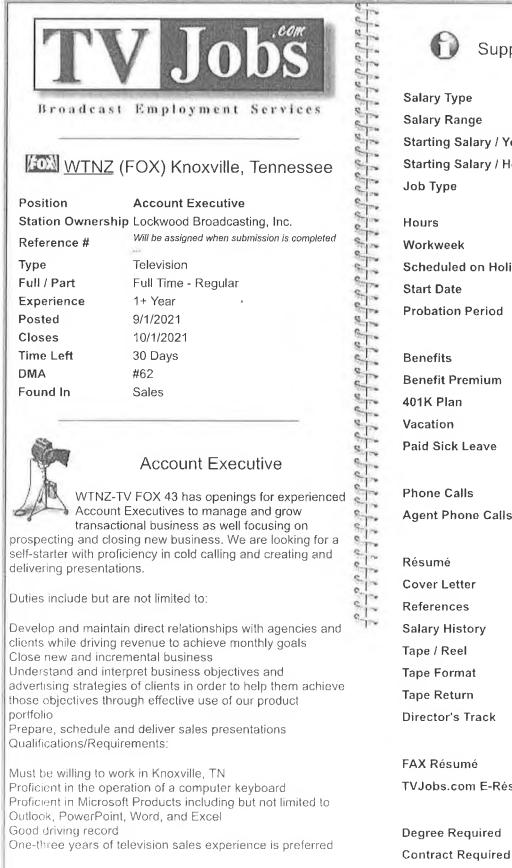
Yes

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



Proof of Eligibility to work in

Equal Opportunity



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

9/1/2021

1VJobs.com - Post a job - Preview your Job Listing

1/2021 I VJ0DS.com - P	ost a job -	- Preview your Job Listing	
Bachelor's degree in advertising or marketing is preferred	Sin	Contract Length	
Skills and Abilities:	6 T.	Special Requirements	
Strong communication skills	ST-	Driver's License	
Excellent negotiation and customer service skills Team player, who is flexible to changing needs to daily	C	Insurance	
business	510	Good Driving Record	Required
Ability to work in a rapid-pace environment	0.10	Heavy Lifting	·
Lockwood Broadcast Group and WTNZ-TV FOX 43 provides equal employment opportunities to all employees and	0.100	, ,	
applicants for employment and prohibits discrimination and	e -	Previous Applicants	
harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics,	9-11-		
protected veteran status, sexual orientation, gender identity	Series .	Local Apartment Rental	
or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is	Strine	Moving Expenses	
required along with a background screen as allowed by	Starw		
federal, state, and local laws and regulations.	Sulas.	Union Position	
Please send resumes to:	0	Union Contract Expires	
General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com	9		
General Sales Manager Liz Schutt, ESchutt@wthziox43.com	610	Confirmation Letter	
10427 Cogdill Rd Suite 100	8 100	Rejection Letter	
Knoxville, TN 37932	S. In	Feedback	
	21-	Drug Screen	
When responding to this job ad, please mention you saw it listed at TVJobs.com	et-	Proof of Eligibility to work in U.S. Required	
	0.1-	Equal Opportunity	
© Broadcast Employment Services 1994-2021	-	Employment	Yes
	c .	EOE Data Form	Yes
	9		
	0		
All applicants are required to <u>submit</u> this application form.	8-1-	Additional WTNZ Info	ormation
	C.	 Station Address Station Informati 	00
	21-	 Station Informati Station Profile 	UH
[View other WTNZ job listings]	c l'	Station Website	
	1.10		

Agent Showcase

Talent Coaching Talent Showcase

Jobline

Submit Job

Submit Reel

Agents

Da hboard

Post A Job

Account Details

Your account

You are currently signed in as asmith.

a, Sign out

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

Application Deadline (optional)

If you move blank jobs deactivate automatically after 30 trays.

21 Post A Job – Media Line				
Submit Job Job	line 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 \ \boxminus \ \mathscr{P} \ \mathscr{R} \ \mathfrak{I} \ \mathfrak{P} \$			
	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 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				
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)	
SubmitJab	

LINKS

GET SOCIAL

> About Us

- > Privacy Policy
- > Terms of Service
- > FAQ 5

> Comact



OUR OFFICE

MediaLine Phone: +1 (913)-217-0685

Submit Job	Jobline	Agent Showcase	Agents	NewsBlues	
Talent Co	aching	Talent Showcase	Submit keel	Dashboard	

Post A Job

Account Details

Your account

You are currently signed in as asmith.

a, Sign out

First Name

Ashley

Last Name

Smith

Job Details

Job Title

Account Executive

A	lqq	ication	Deadline	(optional)
---	-----	---------	----------	------------

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

021	Post A Job – Medía Líne
Submit Job Job	line Agent Showcase Agents NewsBluas
Talent Coaching	Talent Showcase Submit Reel Dashboard
Job type	Full Time
Minimum Experience Required (Years) (optional)	2 years
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.
Contact Name (optional)	
Contact's Title (optional)	1
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 inbo» (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)

1

Submit Job Jobline Agent Showcase Agent's News Blues

Talent Coaching Talent Showcase Submit Rect Dashboard

Zip (optional)

Company Details

Station Call Letters or Name	WTNZ	
Owner (optional)		
	í.e. Raycom, Tegna, Nexstar	
Station Affiliation (optional)		
Submit Job		
LINKS .	GET SOCIAL	OLIR-OFFICE
> About Us	X	MediaLine Phone: +1 (913)-217-0685
> Privacy Policy		
> Terms of Service		
> FAQ's	V	
> Contact		

My Employer Dashboard Directory of Services How We Can Help You

Retroit soon) Audiocentrie Lane Bindest

ilm Acalszerina Inte http://

Post a Job

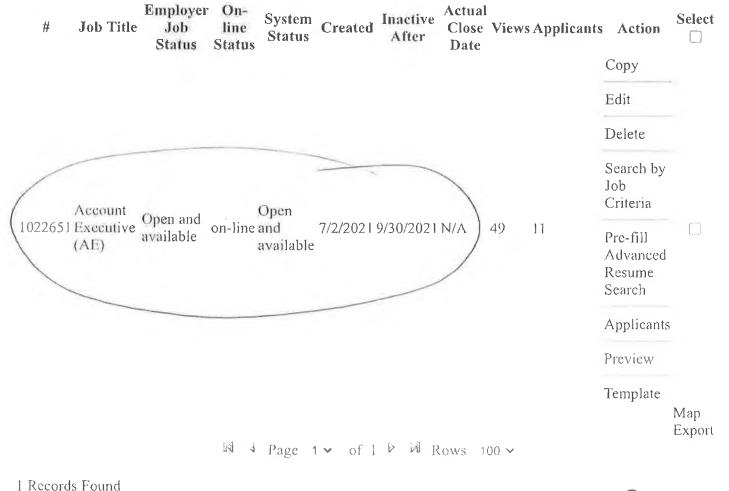
Supercharge your recruitment efforts by listing your job online at no cost to you. The job bank works just like other job banks or like a classified ad in the newspaper, where applicants who are interested in your position may contact you directly. Search through thousands of résumés for potential candidates.

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.



SEARCH CRITERIA: Internal jobs only and Complete jobs

💭 Chat

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

HIS

100 miles



Job Properties



Job Description

Job Description



8/2/2021

JOBS4TN.GOV - Job Details

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

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

Employer Research

Employer Research

Marble City TV LLC Is a Private Sector employer https://wtnzfox43.revrocket.us/

E 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
									Copy Edit	
									Delete	
102265	Account l Executive (AE)	Open and available	on-line	available		9/30/2021			Search by Job Criteria Pre-fill Advanced Resume Search Applicants Preview Template	Map Export
			N 4	Page 7	l v of l	P M R	lows 1	00 🗸		

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

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 Sile: JOBS4TN.GOV

Job Requirements

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

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 vetrar orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. A pre-employment drug test is required background screen as allowed by federal, state, and local laws and regulations. Please send resumes to: General Sales Manager Liz

https://www.jobs4tn.gov/vosnel/jobbanks/jobdetails.aspx?enc=9B8/uT7EfbEIDLIMZ8rho+RhBI+uu0wbzHruropb9CchARUJm59x9cZucUEj+pukNULd7 . 1/7

Schutt: LSchutt@wtnzfox43.com

Employer Research

Employer Research

Marble City TV LLC Is a Private Sector employer https://wtnzfox43.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: Public Transportation Accessible: Location/Work Site Industry (NAICS): Cost of Living: No No Television Broadcasting (515120) View cost of living information based on this location

https://www.jobs4tn.gov/vosnet/jobbanks/jobdetails.aspx?enc=9B8/uT7EfbEIDLIMZ8rho+RhBI+uu0wbzHruropb9CchARUJm59x9cZucUEj+pukNULd7... 2/7

JOBS4TN.GOV - Job Details

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

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

8/2/2021

Account Executive - WTNZ - Fox43

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

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

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

Account Executive - WTNZ - Fox43

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

1

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,

Fiffany Humphrey

Tiffany Humphrey Corporate Business Manager

September 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 Kumphrey

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 | Wavely







Account Executive

WTNZ-TV Fox 43

📀 Knoxville, TN 👘 🕔 Full Time

\$ 45k-75k Annualiy



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 #1local 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

2/10/22, 10:03 AM

Account Executive | Wavely

• 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



401K

Or Vision Benefits



💭 Dental Benefits

https://www.wavely.com/jobs/account-executive/0X182t26?eid=undefined

4	1	180
		(m)
4	1.6	1

Chat

Chat Log Add Tag

Tag as Bad Boss

No Taga

First Name

Tammy

Title

Local Sales Manager

Company

Company Name

WTNZ-TV Fox 43

Company Info

-

Job Post 1

View Job Tag as Bad Job Post

Job Title

Account Executive

Date Posted

2021-12-01 09:29:19

Last Name

Brooks

Headline

Local Sales Manager at

Website

www.wtnzfox43.com

Job Type

Sales, Account Executive

← Back to oll jobs ales Account Executive tewood Broadcast Group - Knoxville, TN icks	स्थम job Status: Open View public job page Details
ales Account Executive ckwood Broadcast Group - Knoxville, TN icks	Status: Open View public job page Details
ales Account Executive ckwood Broadcast Group - Knoxville, TN icks	View public job page Details
icks	Details
icks	
aYour job	
	Created: December 7, 2021 Views: 0
	Candidates: <u>0 total</u>
	Add a candidate
a fi jari	Find candidates
icks this week 🚳	
	Budget
Increase budget for more clicks Improve job description	job budget: \$250.00 monthly Cost: \$0.00
	Edit job budget
andidates	View cost and performan
Awaiting Review Total (excluding rejected)	500
0 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 scure results when you turn	

WTN2_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.

pulles include but are not limited to:

 Develop and maintain traject relationships with agencies and clients while driving revenue to achieve country goals

12/8/21, 9:41 AM

Sales Account Executive, Knoxville, TN - Job Details [Indeed.com

- 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
- Proticient in Microsoft Products including but not limited to Outlook, PowerPoint, Word, and Excel
- Good driving record
- * Bachelor's degree in advertising or marketing is preferred

Skills and Abliities:

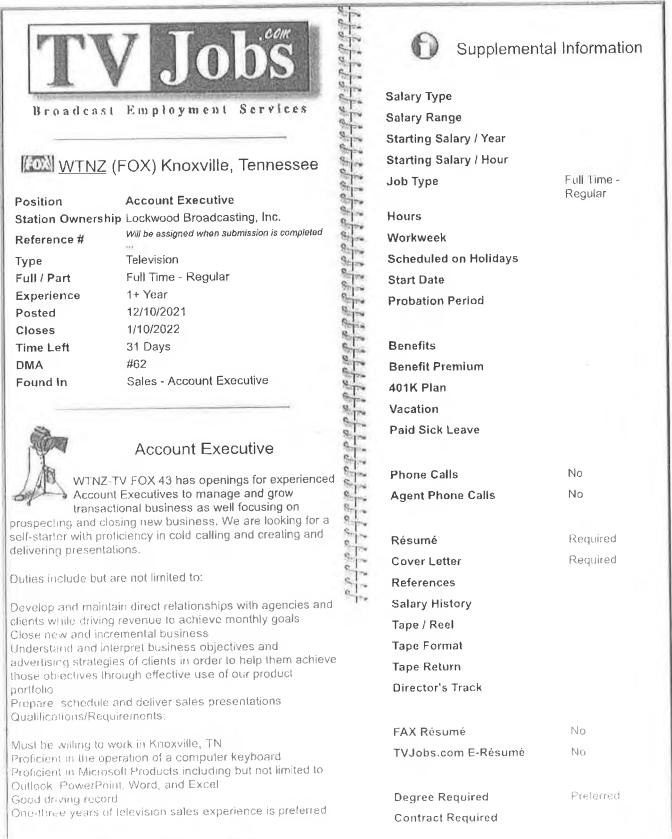
- Strong communication skills
- Excellent negotiation and customer service skills
- Team player, who is flexible to changing needs to daily business
- Ability to work in a rapid-pace environment.

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, tolor, 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.

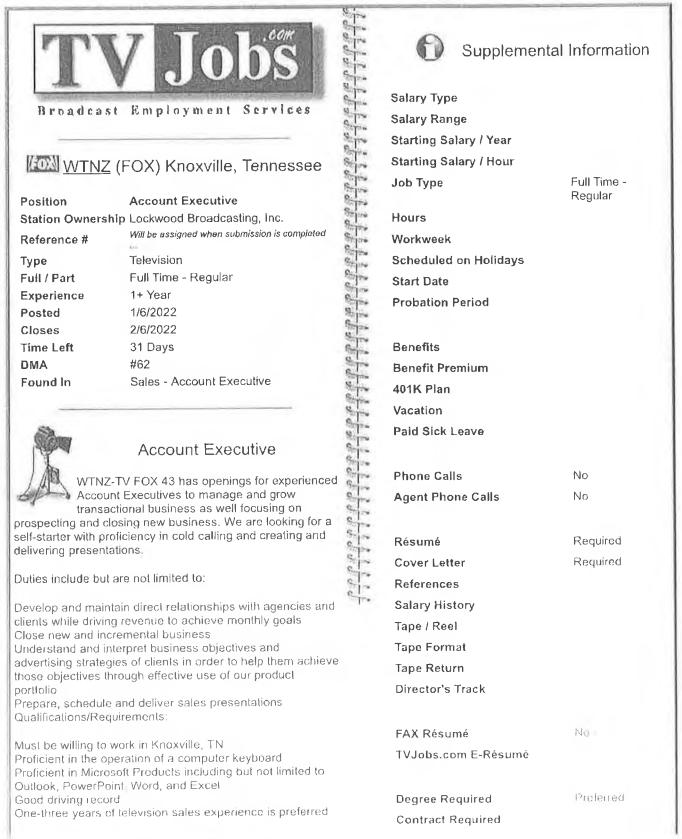
Job Type: Full-time

Products - Resources - FAQ - Blog

@2021 Indeed - Cookies, Privacy and Terms - Do Not Sell My Personal Information - Contact



Skills and Abilities: Special Requirements Strong communication skills Driver's License Excellent negotiation and customer service skills Insurance Feam player, who is flexible to changing needs to daily pusiness Good Driving Record Required Ability to work in a rapid-pace environment Good Driving Record Required Ackwood 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 tederal, state or local laws and regulations. Previous Applicants Local Apartment Rental Please send resumes to: Union Contract Expires Union Contract Expires Confirmation Letter 10427 Cogdill Road Sulle 100 To Rejection Letter Rejection Letter	0/21, 4:51 PM Bachelor's degree in advertising or markeling is preferre	d Si-	Contract Length	
Strong communication solutions Insurance Feam player, who is flexible to changing needs to daily Insurance Good Driving Record Required Ability to work in a rapid-pace environment Insurance Lockwood Broadcast Group and WTNZ-TV FOX 43 provides Previous Applicants equal employment opportunities to all employees and Previous Applicants Lockwood Broadcast Group and WTNZ-TV FOX 43 provides Local Apartment Rental harassment of any type without regard to race, color, Local Apartment Rental morited voteran status, sexual orientation, gender identity Moving Expenses Idearal, state or local laws. A pre-employment drug test is Union Contract Expires General Sales Manager Liz Schutt; LSchutt@wtnzfox43.com Union Contract Expires Confirmation Letter Required Rejection Letter Feedback Drug Screen Proof of Eligibility to work in U.S. Required to autimat this nopalconto from. Yes All applicants are required to autimat this nopalconto from. Yes If applicants are required to autimat this nopalconto from. Station Information All applicants are required to autimat this nopalconto from. Station Information It appleates are required to au	Skills and Abilities:	8.0		
Excellent negotiation and customer service skills Insurance Team player, who is flexible to changing needs to daily Good Driving Record Required Ability to work in a rapid-pace environment Cood Driving Record Required Lockwood Broadcast Group and WTNZ-TV FOX 43 provides Previous Applicants Required applicants for employment and prohibits discrimination and papticants to rapid to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, excual orientation, gender identity or expression, or any other characteristic protected by Previous Applicants Local Apartment Rental Moving Expenses Union Position Union Contract Expires Union Contract Expires Ideared state, and local laws and regulations. Union Contract Expires Confirmation Letter Rejaction Letter Required Eedback Drug Screen When responding to this job ad, please mention you saw if listed at TVJobs.com Proof of Eligibility to work in U.S. Required U.S. Required Mapplicants mergine to sequend to autimit this explacation form. Yes Imployment Yes Mit applicants are required to autimit this explacation form. Station Address Station Information Att applicants are required to autimit this explacation form. Station Address Station Informati	Suppo communication skills	Som	Driver's License	
Team player, who is flexible to changing needs to daily business Internet Network in a rapid-pace environment is children in the provides 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, required along with a background screen as allowed by tederal, state, and local taws and regulations. Previous Applicants Local Apartment Rental Moving Expenses Union Position Union Contract Expires Internet Replaced to trace, color, required along with a background screen as allowed by tederal, state, and local taws and regulations. On provide the provide screen as allowed by tederal, state, and local taws and regulations. Union Position Please send resumes to: Confirmation Letter Rejection Letter Geod David Required Proof of Eligibility to work in U.S. Required Mitory or saw it listed at TVJobs.com Proof of Eligibility to work in U.S. Required Yes All applicable are required to aubait this applicable form. Yes EQE Data Form Yes All applicable for MTNZ Job listings () Station Address Station Infor	Excellent negotiation and customer service skills	e la	Insurance	
Multiput to work in a rapid-pace environment Lockwood Broadcast Group and WTNZ-TV FOX 43 provides equal 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. Previous Applicants Please send resumes to: Union Position General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com Union Contract Expires When responding to this job ad, please mention you saw it listed at TVJobs.com Proof of Eligibility to work in U.S. Required @ Broadcast Employment Services 1994-2021 Yes Mapplicants are required to submit this applicants for measures to: EQU Opportunity Equal Opportunity Yes Image: Applicants are required to submit this applicants are required to submit this applicants are required to submit this applicants for measures to form. Image: Additional WTNZ Information Image: Additional WTNZ Job listings () Station Address Station Address	Team player, who is flexible to changing needs to daily	14/104		
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, sax, 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 taws and regulations. Please send resumes to: General Sales Manager Liz Schutt; LSchutt@wtnzfox43.com 10427 Cogdill Road Sulte 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 utent this application form. (View other WTNZ job listings]	business	Solo-	Good Driving Record	Required
applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sax, 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 Sulte 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 ubmit this application form. (View other WTNZ job listings]	Lockwood Broadcast Group and WTNZ-TV FOX 43 prov equal employment opportunities to all employees and	alles.	Heavy Lifting	
Interstation of the second	applicants for employment and prohibits discrimination a	and T	Provious Applicants	
proTected veteran status, sexual orientation, gender identity Moving Expenses proTected veteran status, sexual orientation, gender identity Moving Expenses general 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. Union Position Please send resumes to: Union Contract Expires General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com Confirmation Letter 10427 Cogdill Road Sulle 100 Rejection Letter Knoxville, TN 37932 Feedback When responding to this job ad, please mention you saw it listed at TVJobs.com Proof of Eligibility to work in U.S. Required @ Broadcast Employment Services 1994-2021 Yes All applications are required to use this application form. Yes [View other WTNZ job listings] Station Address	harassment of any type without regard to race, color, religion and say national orloin disability status, genet	lics.	• •	
Moving Expenses Moving Expenses Moving Expenses Moving Expenses Moving Expenses Union Position Union Contract Expires General Sales Manager Liz Schutt; LSchutt@wtnzfox43.com 10427 Cogdill Road Sulle 100 Knoxville, TN 37932 When responding to this job ad, please mention you saw it listed at TVJobs.com @ Broadcast Employment Services 1984-2021 All application form. All application form. [View other WTNZ job listings]	protected veteran status, sexual orientation, gender ider	ntity of		
Image: Please send resumes to: Union Position General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com Union Contract Expires 10427 Cogdill Road Sulte 100 Confirmation Letter Knoxville, TN 37932 Rejection Letter When responding to this job ad, please Proof of Eligibility to work in U.S. Required U.S. Required @ Broadcast Employment Services 1994-2021 Yes Att application form. Yes Image: View other WTNZ job listings () Station Address	or expression, or any other characteristic protected by federal, state or local laws, A pre-employment drug test	is Sin-	Moving Expenses	
Please send resumes to: General Sales Manager Liz Schutt: LSchutt@wtnzfox43.com 10427 Cogdill Road Sulte 100 Knoxville, TN 37932 When responding to this job ad, please mention you s aw it listed at TVJobs.com © Broadcast Employment Services 1994-2021 All applications are required to ubunit this application form. [View other WTNZ job listings]	required along with a background screen as allowed by federal, state, and local laws and regulations.	8.	Union Position	
Please send resumes to: General Sales Manager Liz Schutt: LSchutt@wtnzfox43;com 10427 Cogdill Road Sulte 100 Knoxville, TN 37932 When responding to this job ad, please mention you saw if listed at TVJobs.com © Broadcast Employment Services 1984-2021 All applicants are required to ubmit this application form. [View other WTNZ job listings]		Brim	Union Contract Expires	
10427 Cogdill Road Sulle 100 Rejection Letter Knoxville, TN 37932 Rejection Letter When responding to this job ad, please mention you s aw it listed at TVJobs.com Drug Screen Proof of Eligibility to work in U.S. Required Equal Opportunity Broadcast Employment Services 1994-2021 Yes All applicants are required to ubmit this applicants are required to Yes Image: Station Address Station Address Station Information Station Profile		0	Onion Contract Expires	
Knoxville, TN 37932 When responding to this job ad, please mention you saw it listed at TVJobs.com © Broadcast Employment Services 1994-2021 Image: Complexity of the provided to submit this application form. All application are required to submit this application form. Image: Complexity of the provided to station Address Image: Complexity of the provided to submit this application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit the application form. Image: Complexity of the provided to submit	General Sales Manager Liz Schutt: LSchutt@wtnzfox43	icom	Confirmation Letter	
When responding to this job ad, please mention you s aw if listed at TVJobs.com Drug Screen Broadcast Employment Services 1994-2021 Proof of Eligibility to work in U.S. Required Equal Opportunity Yes EOE Data Form Yes All applicants are required to submit this application form. Station Address Image: Station Address Station Information Station Profile Station Profile	10427 Cogdill Road Sulte 100	Same	Rejection Letter	
When responding to this job ad, please mention you saw it listed at TVJobs.com Proof of Eligibility to work in U.S. Required © Broadcast Employment Services 1994-2021 Equal Opportunity Yes Image: All applicants are required to submit this application form. Yes Image: View other WTNZ job listings] Station Address	Knoxville, TN 37932	Star.	Feedback	
When responding to this job ad, please mention you saw it listed at TVJobs.com Proof of Eligibility to work in U.S. Required © Broadcast Employment Services 1994-2021 Equal Opportunity Yes Image: All applicants are required to submit this application form. Yes Image: View other WTNZ job listings] Station Address		ST-	Drug Screen	
Image: Services 1994-2021 U.S. Required Image: Services 1994-2021 Equal Opportunity Image: Services 1994-2021 Yes Image: Services 1994-2021 Equal Opportunity Image: Services 1994-2021 Yes Image: Services 1994-2021 Equal Opportunity Image: Services 1994-2021 Yes Image: Services 1994-2021 Services 1994-2021 Image: Services 1994-2021 Yes Image: Service 1994-2021 Yes Image: Services 1994-2021 Yes Image: Service 1994-2021 Service 1994-2021 Image: Service 1994-2021 Yes Image: Service 1994-2021 Yes Image: Service 1994-2021 Service 1994-2021 Image: Service 1994-2021 Service 1994-2021 Image: Service 1		c.T.	-	kin
Broadcast Employment Services 1994-2021 Equal Opportunity Yes All applicants are required to EOE Data Form Yes All applicants are required to Station Address Station Address Station Information Station Profile	mention you saw it listed at TVJobs.com	2	U.S. Required	
All applicants are required to submit this application form. EOE Data Form Yes Image: Non-all problems in the second sec	© Broadcast Employment Services 1994-2021		Equal Opportunity	Yes
All applicants are required to submit this application form.	a find	STI-		Yes
Additional WTNZ Information Station Address Station Information Station Profile		8-1-		100
Additional WTNZ Information Station Address Station Information Station Profile		Suls-		
View other WTNZ job listings] Station Address Station Information Station Profile		Sector -	Additional WTN	Z Information
[View other WTNZ job listings] Station Information Station Profile		Str. C		
[View other WTNZ job listings] Station Profile		R.		
	Children - Hann WATTAITS forth Restinger 1	2		
Station website	View other WINZ Job listings	5 14		
		and a	- Station W	5Dane



′es Ì
′es
nation
form s ation le
1

		et.	
T	V Jobs	Supplemen	ital Information
The Production of the		Salary Type	
Broadcas	st Employment Services	Salary Range	
		Starting Salary / Year	
17-275 MAARTAN	(FOV) Know ille Tennessee	Starting Salary / Hour	
Incom VV I INZ	(FOX) Knoxville, Tennessee	Job Type	Full Time -
Position	Account Executive	Job Type	Regular
	hip Lockwood Broadcasting, Inc.	Hours	
Reference #	Will be assigned when submission is completed	Workweek	
	Television	Scheduled on Holidays	
Type Full / Part	Full Time - Regular	e	
Experience	1+ Year	Start Date	
Posted	2/4/2022	Probation Period	
Closes	3/4/2022	8	
Time Left	28 Days	Benefits	
DMA	#62	Benefit Premium	
Found In	Sales - Account Executive	401K Plan	
		Vacation	
Accou	Account Executive Z-TV FOX 43 has openings for experienced unt Executives to manage and grow	Paid Sick Leave Phone Calls Agent Phone Calls	No No
prospecting and t	actional business as well focusing on closing new business. We are looking for a roficiency in cold calling and creating and	Résumé	Required
delivering presen		212	·
Duties include bu	t are not limited to:	Cover Letter	Required
Daties montoe pa		References	
Develop and main	ntain direct relationships with agencies and	Salary History	
	ng revenue to achieve monthly goals Icremental business	Tape / Reel	
Understand and i	nterpret business objectives and	Tape Format	
advertising strate	gies of clients in order to help them achieve through effective use of our product	Tape Return	
portiolio	anongh chocave use of our product	Director's Track	
	e and deliver sales presentations quirements:		
		FAX Résumé	No
Proficient in the c Proficient in Micro	ework in Knoxville, TN operation of a computer keyboard osoft Products including but not limited to oint, Word, and Excel	TVJobs.com E-Résumė	No
Good driving read	bre	Degree Required	Preferred
One-three years	of television sales experience is preferred	Contract Required	

https://www.teebs.com/op/mit/pos/te/op/op/op/02/005/06/09/

2, 11.0, 1107	- Post a job - Preview your Job Listing Contract Length		
Bachelor's degree in advertising or marketing is preferred Skills and Abilities:	States		
	Special Requirements		
itrong communication skills excellent negotiation and customer service skills	Driver's License		
eam player, who is flexible to changing needs to daily	Insurance		
usiness	Good Driving Record	Required	
bility to work in a rapid-pace environment ockwood Broadcast Group and WTNZ-TV FOX 43 provides equal employment opportunities to all employees and	Heavy Lifting		
applicants for employment and prohibits discrimination and parassment of any type without regard to race, color,	Previous Applicants		
eligion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity	Local Apartment Rental		
or expression, or any other characteristic protected by ederal, state or local laws. A pre-employment drug test is	Moving Expenses		
equired along with a background screen as allowed by ederal, state, and local laws and regulations.	Union Position		
Please send resumes to:	Union Contract Expires		
General Sales Manager Liz Schutt; LSchutt@wtnzfox43.con	Confirmation Letter		
10427 Cogdill Road Suite 100	Rejection Letter		
Knoxville, TN 37932	Feedback	Feedback	
	Drug Screen		
When responding to this job ad, please		k in	
mention you saw it listed at TVJobs.com	Proof of Eligibility to wor U.S. Required	N 111	
Broadcast Employment Services 1994-2022	Equal Opportunity Employment	Yes	
	EOE Data Form	Yes	
	4		
All applicants are required to submit this application form.	Additional WTN	Z Information	
	Station Adv Station Inf		
[View other WTNZ job listings]	Station Info Station Pro		
I where private the left reserves 1	Station W		

Post A Job - Media Line

Submit Job Jobline Agent Showcase Agents NewsBlues

Talent Coaching Talent Showcase Schult Real Cashboard

Post A Job

Account Details

Your account

You are currently signed in as asmith

a, Sign out

First Name

Ashley

Last Mame

Smith

Job Details

Job Title

Ageound Fromolyn

Application Deadline (ephono)

A strend to be a set of the set o

21, 4:36 PM	Post A Job – Media Line
Submit Job Job	aline Agent Showcase Agents NewsBlues
Talent Coaching	g Talent Showcase Submit Reel Dashboard
Job type	Full Time
Minimum Experience Required (Years) (optional)	1 year
Description	BIE 8 % DC
	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.
Contact Name (optional)	Ρ
Contact's Title (optional)	
Contact Phone (optional)	
EEO Email (optional)	
	What email should the FFO notification be sont to?
Application URL or Email	
(optional)	Enter an email if you would the applicants delivered directly to your inbox (Email won't be made bublic on your page). Alternately, provide a link to the station/company's website application page
Contact's Mailing Address	

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

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

12/10/21, 4:36 PM

Account Executive - WTNZ - Fox43

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

January 6, 2022

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 carnestly 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,

Fiffany Kumphrey

Tiffany Humphrey Corporate Business Manager

February 4, 2022

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,

Fiffany Kumphrey

Tiffany Humphrey Corporate Business Manager