



June 8, 2023

Via Upload to the Station Online Public File

EEO Staff
Investigations and Hearings Division
Enforcement Bureau
Federal Communications Commission
45 L Street, NE
Washington, DC 20554

Re: Cox Radio, LLC
WPUP(FM), Watkinsville, Georgia
Facility ID No. 51120
Response to FCC Audit of EEO Program

To Whom It May Concern:

This letter is written on behalf of Cox Radio, LLC (“CMG”), licensee of WPUP(FM), Watkinsville, Georgia (Facility ID No. 51120) (the “Station”) with reference to the Commission’s letter dated April 24, 2023. In that letter, the Commission notified CMG that the Station “has been randomly selected for an audit of its EEO program.”

The Commission’s letter requests certain information from CMG regarding the Station’s compliance with the FCC’s EEO rules. That information is attached hereto.

Should you have any further questions regarding this response, please contact the undersigned counsel at cburrow@cooley.com.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Christina H. Burrow".

Christina H. Burrow

Enclosures



1601 West Peachtree Street NE
Atlanta, GA 30309
PH: (404) 897-7500

EEO Staff
Investigations and Hearings Division
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Washington, DC 20554

Re: Cox Radio, LLC
WPUP(FM), Watkinsville, Georgia
Facility ID No. 51120
Response to FCC Audit of EEO Program

To Whom It May Concern:

This letter is written on behalf of Cox Radio, LLC (“CMG”), licensee of WPUP(FM), Watkinsville, Georgia (Facility ID No. 51120) (the “Station”) with reference to the Commission’s letter dated April 24, 2023. In that letter, the Commission notified CMG that the Station “has been randomly selected for an audit of its Equal Employment Opportunity (EEO) program.” The Commission’s letter requests certain information from CMG regarding the Station’s compliance with the FCC’s EEO rules. That information is attached hereto.

I am familiar with the Station and have reviewed the attached information and hereby confirm that the attached information fully and accurately supplies the audit data requested in the April 24, 2023 letter. Should you have any questions regarding this response, please contact our counsel, Christina Burrow, at cburrow@cooley.com.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on June 5, 2023.

A handwritten signature in black ink that reads 'Jaleigh Long'. The signature is written in a cursive, flowing style.

Jaleigh Long

Vice President and Market Manager

Cox Media Group Athens

AUDIT DATA RESPONSE

(b)(i) Copies of the Unit's two most recent EEO public file reports, described in Section 73.2080(c)(6).

WPUP(FM) is part of an employment unit ("Unit") that is comprised of six radio stations which are commonly owned and controlled and which, together, form one Unit for FCC EEO purposes.

Attached are copies of the Unit's two most recent EEO Public File Reports.

EEO Public File Report					
Cox Media Group - Athens Radio					
WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM					
EEO Public File Report Part 1					
Reporting Cycle: 12/01/2020 - 11/30/2021				Amended May 2023	
Full-Time Positions Filled					
Requisition	Date Opened	Start Date	Recruitment Source	Interviewed	Hired
1035 (On Air Talent)	11/10/2020	12/3/2020	Cox Media Group	2	1
1040 (Account Manager)	11/11/2020	1/4/2021	Cox Media Group	3	1
			Internal Employee	1	0
			Indeed	2	0
1162 (On Air Talent)	12/28/2020	3/15/2021	Cox Media Group	1	1
1182 (Media Sales Consultant)	1/5/2021	5/17/2021	Cox Media Group	5	1
1389 (Account Manager)	3/10/2021	8/16/2021	LinkedIn	2	1
			Cox Media Group	7	0
			Internal Employee	1	0
			Indeed	1	0
2103 (Account Manager)	8/16/2021	9/20/2021	Indeed	1	1
			LinkedIn	1	0

EEO Public File Report				
Cox Media Group - Athens Radio				
WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM				
EEO Public File Report Part 2				
Reporting Cycle: 12/01/2020 - 11/30/2021				
Recruitment Sources Used for All Openings				
No.	Recruitment Source	Contact	Entitled to Notification	# interviews
1	Directly sourced by CMG Recruiter	CMG Recruiter	N	
2	Indeed Internet - www.indeed.com	Internet Posting	N	4
3	LinkedIn Internet - www.linkedin.com	Internet Posting	N	3
4	Broadbean job distribution	CMG Recruiter	N	
5	Circa	State Job Boards/Diversity job boards Internet Posting	N	
6	ZipRecruiter Internet - www.ziprecruiter.com	Internet Posting	N	
7	Cox Media Group or CMG Employee Network	CMG career sites (internal/external)	N	18
8	Employee Referrals	CMG Employees	N	
9	Internal Employees	CMG Employees	N	2

EEO Public File Report

Cox Media Group - Athens Radio

WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM

EEO Public File Report Part 3

Reporting Cycle: 12/01/2020 - 11/30/2021

Longer-Term Recruiting Initiatives

No.	Date	Initiative	Description	Scope of Involvement	Personnel Involved
1	Ongoing	Sales Training Program	In-house and online training for Sales staff. Sales employees attend training programs to further develop sales skills. Sessions held throughout the year on several different areas of training both on-line and in classroom environment.	General Outreach	Various sales staff selected each training session
2	Ongoing	On-Line CMG Edgeucate	24 x7 on-line learning resources for skills improvement, professional development, performance support to develop professional skills and take targeted training.	General Outreach	Open to all CMG employees
3	2/10/21	Georgia Association of Broadcasters/University of Georgia Career Fair	Participation in the GAB/UGA Career Fair, by leaders of the CMG Athens Team. Students from UGA signed up for 10-15 minute interview windows so they could learn more about a career in radio at CMG.	Career Fair	Kelsey Gresham, Taylor Bachorski, Dan Ricci, Pete de Graff
4	10/26/21	AdPR Connection Career Fair at University of Georgia	Participation in the AdPR Connection Career Day at UGA. Networking with students who are ready to commit to full-time positions in the next year and an opportunity to meet undergrads in the Advertising and Public Relations major who are interested in learning about a career in radio	Career Fair	Kelsey Gresham, Taylor Bachorski, Steven Lang
5	5/6/21	Intern for a Day with the University of Georgia	Participation in a virtual event where current University of Georgia students spend time with each CMG Athens Department Head to learn about all aspects of the radio industry.	General Outreach	Kelsey Gresham, Taylor Bachorski, Steven Lang, Abby Jeffers, Pete de Graff, Dan Ricci, David Johnston

EEO Public File Report					
Cox Media Group - Athens Radio					
WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM					
EEO Public File Report Part 1					
Reporting Cycle: 12/01/2021 - 11/30/2022					
Full-Time Positions Filled					
Requisition	Date Opened	Start Date	Recruitment Source	Interviewed	Hired
2463 (Director, Branding and Programming)	10/22/2021	1/10/2022	Employee Referral	1	1
2940 (Director, Stations Operations)	1/28/2022	3/28/2022	Employee Referral	1	1
			Internal Employee	2	0
			NAB Leadership Training	1	0
3850 (Business Development Consultant)	7/14/2022	8/8/2022	LinkedIn	5	1
			Cox Media Group	2	0
3954-1 (Media Sales Consultant)	8/19/2022	10/10/2022	Indeed	3	1
			Cox Media Group	2	0
			LinkedIn	1	0

EEO Public File Report				
Cox Media Group - Athens Radio				
WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM				
EEO Public File Report Part 2				
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Recruitment Sources Used for All Openings				
No.	Recruitment Source	Contact	Entitled to Notification	# Interviews
1	Directly sourced by CMG Recruiter	CMG Recruiter	N	
2	Indeed Internet - www.indeed.com	Internet Posting	N	3
3	LinkedIn Internet - www.linkedin.com	Internet Posting	N	6
4	Broadbean job distribution	CMG Recruiter	N	
5	Circa	State Job Boards/Diversity job boards Internet Posting	N	
6	ZipRecruiter Internet - www.ziprecruiter.com	Internet Posting	N	
7	Cox Media Group or CMG Employee Network	CMG career sites (internal/external)	N	4
8	Employee Referrals	CMG Employees	N	2
9	Internal Employees	CMG Employees	N	2
Recruitment Sources Used for Specific Vacancies				
10	National Association of Broadcasters Leadership Training Group 1 M Street SE, Washington, DC 20003 nabl@nab.org	NAB Leadership Training Participants	N	1

EEO Public File Report**Cox Media Group - Athens Radio****WGUA-AM, WGMG-FM, WNGC-FM, WPUP-FM, WRFC-AM, WXKT-FM****EEO Public File Report Part 3****Reporting Cycle: 12/01/2021 - 11/30/2022****Longer-Term Recruiting Initiatives**

No.	Date	Initiative	Description	Scope of Involvement	Personnel Involved
1	Ongoing	EDGEucate	24 x 7 on-line learning library providing resources for skills improvement, professional development, and develop professional skills and take targeted training	Career Development	Open to all CMG employees
2	7/5 - 9/23	College Intern Program	Hosted a paid college Intern from an area school over the course of the Summer semester to expose them to the broadcasting environment.	Internship Program	Steven Lang

(b)(ii) For each station in the Unit that maintains a website, the website address.

Call Sign	City, State	Facility ID No.	Website Address
WPUP(FM)	Watkinsville, GA	51120	www.powerathens.com
WRFC(AM)	Athens, GA	1218	www.960theref.com
WGAU(AM)	Athens, GA	11709	www.wgauradio.com
WNGC(FM)	Arcade, GA	60810	www.yourgeorgiacountry.com
WGMG(FM)	Crawford, GA	48374	www.magic1021.com
WXKT(FM)	Maysville, GA	3078	www.1037chuckfm.com

(b)(iii) For each of the Unit's full-time positions filled during the period covered by the EEO Public File Reports noted above, or since acquisition of the Unit (if during that period), the date of hire as required by section 73.2080(c)(5)(vi) as well as dated copies of all advertisements, bulletins, letters, faxes, e-mails or other communications announcing the position, as described in section 73.2080(c)(5)(iii). However, to reduce the burden of responding to this audit, if a job notice was sent to multiple sources, the Unit may include in its response: (1) documentation showing one such notice was sent, (2) a list of the additional sources to which the notice was distributed, and (3) a statement confirming notices to all additional sources used to announce the vacancy were retained, as required by section 73.2080(c)(5)(iii). Include, however, copies of all job announcements sent to any organization (identified separately from other recruitment sources) that has notified the Unit that it wants to be notified of the Unit's job openings, as described in section 73.2080(c)(1)(ii).

See attached.

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
On Air Talent	1	

Job Description and Responsibilities

The person who is in this role will write and anchor afternoon newscasts, write and report multiple traffic reports hourly and will voicetrack air shifts on other cluster stations. Running the control board for night and weekend shifts is part of the job as well. Being a team player is crucial and the role takes a true multi-tasker. We will train person to run control boards and how to handle news/traffic shifts plus fill in other on-air roles as needed (live and voicetrack). This person will be working across all six of our stations.

Description:

Duties include operating audio controls and digital computer cart system, running live and recorded talk shows, sports programming and music operations for a variety of shifts. Responsible for maintaining transmitter status of multiple sites, coordination of newscasts, recording and playback of remote broadcasts and audio routing for remote broadcasts and network studio events. Knowledge of social media helps; this person will be trained in our policies for posting station-related content on social media and websites. Aiding in commercial/promotional production when directed by Director of Operations.

Qualifications

Qualifications:

- Must have a high school diploma
- Must be drug-free
- Ability to take directions
- Ability to be coached on a regular basis
- Excellent computer skills necessary
- Ability to troubleshoot and problem-solve under pressure
- College Radio Experience and/or degree in Radio/TV or any past professional radio experience preferred.

Posting Location	Advertised Position Geo	Work from Home
Athens, Georgia, US		No

Referencing requisition 001035 - On Air Talent

Edit job posting On Air Talent 001035  

Career Site & Manual Options Posting History

Postings history

4 Records

Date modified ▾	Career Site Go Live Date ▾	Career Site Expiration Date ▾	User ▾	Action ▾	Posting ID ▾	Site ▾
12/02/2020 15:45:12	11/10/2020	01/27/2021	dwatson	Suspension	468	
12/02/2020 15:45:26	11/10/2020	12/02/2020	dwatson	Suspension	468	
11/10/2020 10:02:50	11/10/2020	01/27/2021	dwatson	Send to publish	468	Cox Media Group
11/10/2020 10:02:50	11/10/2020	01/27/2021	dwatson	Send to publish	468	cmg-employeenetwork

On Air Talent (1035/468)

[Delete](#)

On Air Talent November 10, 2020 10:03 AM **North America > USA > Georgia > Clarke County > Athens**
[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
CareerBuilder (North America)	0	Posted: November 10, 2020 10:03 AM Removed: December 2, 2020 3:45 PM	✓ Deleted	
Glassdoor.com	0	Posted: November 10, 2020 10:03 AM Removed: December 2, 2020 3:45 PM	✓ Deleted	
MyJobHelper	0	Posted: November 10, 2020 10:03 AM Removed: December 2, 2020 3:45 PM	✓ Deleted	
ZipRecruiter	0	Posted: November 10, 2020 10:03 AM Removed: December 2, 2020 3:45 PM	✓ Deleted	



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On Air Talent

Athens, GA

Share   

Posted 29 months ago

Position No Longer Available

 [Email Job](#)

Job Description

Job Summary

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What we look for

Qualifications:

- Must have a high school diploma
- Must be drug-free
- Ability to take directions

On Air Talent

J3T85372758WXF5QMV7

posted by: Evans-Johns, Karen on 11/11/2020 and last changed 12/2/2020

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/on-air-talent/>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/21/2020	Moultrie-Colquitt County Chamber of Commerce	Beth Hayden	contact@moultriechamber.com
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/14/2020	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Atlanta Gay and Lesbian Center	Howard Arden	Harden@jfcsatl.org
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/28/2020	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@jfc-atlanta.org
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/16/2020	Lanier Technical College - Adult Education	Sarah Jolly	sjolly@laniertech.edu
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/19/2020	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/14/2020	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/26/2020	Georgia Department of Veterans Service	Mike Roby	mroby@vs.state.ga.us
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/14/2020	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/12/2020	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/15/2020	Incsys - Power4Vets	David Miranda	david.miranda@incsys.com
On Air Talent	J3T85372758WXF5QMV7	Athens, GA	11/13/2020	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Account Manager	1	

Job Description and Responsibilities

Do you have an interest in sales?

Do you have experience supporting teams in an office setting?

Do you enjoy being creative?

Does helping local business reach their marketing goals sound interesting to you?

Then this is the job for you! Cox Media Group is looking to add an Account Manager to its team in Athens, GA.

POSITION PROFILE:

Our Cox Media Group (CMG) Team in Athens, GA is looking for an Account Manager (AM). Our AMs get to provide administrative support to the entire sales department.

For example, our AMs work on special projects, set appointments, write correspondence, create presentations, compile data and research, and work directly with our clients and sales staff. Some of which could be of a sensitive or confidential nature.

Our ideal candidate will have worked in a support position in a sales environment, having an aptitude towards working with the digital sales process and open to learning new software programs.

As this position is in sales, the ideal candidate must enjoy working in a team-oriented environment and playing an integral role in achieving the goals of the department. This role may qualify for future promotion to a senior professional assistant or media consultant.

KEY RESPONSIBILITIES:

- Provides high level internal and external customer service
- Works with Sales to provide customer-facing support including any billing errors or issues, inputting sales orders/revisions for traditional and digital sales, pulls various sales reports as required by sales management and MCs from Google Analytics, AdWords, DFP, and others.
- Serves as our Special Event coordinator.
- Creates proposals, presentations and various sales collateral.
- Become an expert with all internal systems: Wide Orbit, Miller Kaplan, Nielsen, DOT, XSM, to name a few.
- Provides general administrative support
- Maintains keen attention to detail in organizing meetings and anticipating needs

Qualifications

PROFESSIONAL EXPERIENCE/QUALIFICATIONS:

- (2) years' college or equivalent high-level administrative experience required.
- Excellent communication skills with attention to detail accuracy and follow-up required.
- Excellent written correspondence, document presentation, proposal creation (Microsoft Word, Excel, PowerPoint, Photoshop/Illustrator, or other similar tools) skills required.
- Experience communicating directly and confidently with clients required.
- Ability to maintain confidentiality required.
- Must be fluent, or have the talent to become fluent, in sales technology assets (to include but not limited to Scarborough, Tapscan, Nielsen, Topline).
- Ability to prioritize and complete tasks, with the ability to work under pressure and meet deadlines.

THIS POSITION COMES WITH HEALTH, VISION AND DENTAL BENEFITS ON DAY 1, 401K AFTER 90 DAYS, FLEXIBLE PTO, 8 PAID HOLIDAYS AND A COLLABORATIVE TEAM ENVIRONMENT THAT IS UNMATCHED!

Referencing requisition 001040 - Account Manager

Edit job posting Account Manager 001040



Career Site & Manual Options Posting History

Postings history

6 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
12/03/2020 21:45:04	11/11/2020	12/03/2020	Automated Luceo Process	Suspension	473	
12/03/2020 21:45:18	11/11/2020	12/03/2020	Automated Luceo Process	Suspension	473	
11/11/2020 09:30:56	11/11/2020	03/10/2021	akemmerling	Send to publish	473	Cox Media Group
12/02/2020 17:45:16	11/11/2020	12/03/2020	akemmerling	Modification/Rerun	473	Cox Media Group
11/11/2020 09:30:56	11/11/2020	03/10/2021	akemmerling	Send to publish	473	cmg-employeenetwork
12/02/2020 17:45:16	11/11/2020	12/03/2020	akemmerling	Modification/Rerun	473	cmg-employeenetwork

Account Manager (1040/473)

[Delete](#)

Account Manager November 11, 2020 9:31 AM

North America > USA > Georgia > Clarke County > Athens

[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
CareerBuilder (North America)	0	Posted: November 11, 2020 9:31 AM Removed: December 3, 2020 9:45 PM	✓ Deleted	
Glassdoor.com	0	Posted: November 11, 2020 9:31 AM Removed: December 3, 2020 9:45 PM	✓ Deleted	
MyJobHelper	0	Posted: November 11, 2020 9:31 AM Removed: December 3, 2020 9:45 PM	✓ Deleted	
ZipRecruiter	0	Posted: November 11, 2020 9:31 AM Removed: December 3, 2020 9:45 PM	✓ Deleted	



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Account Manager

Athens, GA

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Position No Longer Available

 [Email Job](#)

Job Description

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- Provides high level internal and external customer service
- Works with Sales to provide customer-facing support including any billing errors or issues, inputting sales orders/revisions

Job Title	Internal Reference
-----------	--------------------

Account Manager
 posted by: Evans-Johns, Karen on 11/11/2020 and last changed 12/4/2020
 rating: Regular
 loc: Athens, GA
 apply web address: <https://cmq.jobs.net/en-US/job/account-manage...>
 questionnaire(s): none

J3P6TT6JQJR384Y6DGV

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/12/2020	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/28/2020	Moultrie-Colquitt County Chamber of Commerce	Beth Hayden	contact@moultriechamber.com
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/14/2020	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/12/2020	Atlanta Gay and Lesbian Center	Howard Arden	Harden@jfcSATL.org
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/21/2020	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/26/2020	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
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Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/12/2020	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/12/2020	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/14/2020	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/19/2020	Georgia Department of Veterans Service	Mike Roby	mroby@vs.state.ga.us
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/14/2020	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/12/2020	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	12/3/2020	Marine For Life - Atlanta	Richard Waller	m4lops@usmc.mil
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/13/2020	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Account Manager	J3P6TT6JQJR384Y6DGV	Athens, GA	11/22/2020	Wounded Warrior Project	Bernard Shaw	wtow@woundedwarriorproject.org

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
On Air Talent	1	

Job Description and Responsibilities

Cox Media Group Athens, Georgia is looking for our next great on air personality. The person that fills this position will work with a morning co-host currently in place on heritage radio station 106.1 WNGC. Understanding Country, Top 40 or Hot AC and the life groups associated with those formats plus having familiarity with any radio station automation system is helpful. The person in this role must have a natural ability to communicate clearly and connect with listeners, while remaining focused.

Duties include:

- Planning, preparing and being on the air for a live, daily morning airshift and voicetracking at least one other daily shift within the cluster.
- You must have the ability to follow a station/morning show plan and take coaching/direction.
- Heavy involvement with:
 - cluster social media
 - voicing spots and production
 - meetings
 - brainstorming
 - running a control board
 - working independently or with a team
 - you may be assigned additional responsibilities with other radio stations in the cluster
 - Having music scheduling knowledge is helpful but not required.

When applying, please include any relevant audio.

Qualifications

Qualifications:

- Must have a high school diploma
- Ability to take directions
- Excellent computer skills necessary
- Ability to troubleshoot and problem-solve under pressure

Must be flexible and available to work mornings, nights, and weekends

Referencing requisition 001162 - On Air Talent

Edit job posting On Air Talent 001162  

Career Site & Manual Options Posting History

Postings history

6 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
01/28/2021 15:54:59	12/28/2020	03/16/2021	dwatson	Suspension	543	
01/28/2021 15:55:01	12/28/2020	01/28/2021	dwatson	Suspension	543	
12/28/2020 09:14:39	12/28/2020	03/16/2021	dwatson	Send to publish	543	Cox Media Group
01/04/2021 08:26:45	12/28/2020	03/16/2021	dwatson	Modification/Rerun	543	Cox Media Group
12/28/2020 09:14:39	12/28/2020	03/16/2021	dwatson	Send to publish	543	cmg-employeenetwork
01/04/2021 08:26:45	12/28/2020	03/16/2021	dwatson	Modification/Rerun	543	cmg-employeenetwork

On Air Talent (1162/543)

[Delete](#)

On Air Talent December 28, 2020 9:15 AM
[Resend \(with changes\)](#)

N. America > USA > Georgia > Oconee County > Watkinsville

Board Name	Clicks	Activity	Status	Activity
CareerBuilder (North America)	0	Posted: January 4, 2021 8:28 AM Removed: January 27, 2021 11:59 PM	✓ Expired	
Glassdoor.com	0	Posted: December 28, 2020 9:15 AM Removed: January 27, 2021 9:15 AM	✓ Expired	
MyJobHelper	0	Posted: December 28, 2020 9:15 AM Removed: January 27, 2021 9:15 AM	✓ Expired	
ZipRecruiter	0	Posted: January 4, 2021 8:28 AM Removed: January 27, 2021 9:15 AM	✓ Expired	



On Air Talent

Athens, GA

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Posted 28 months ago

Position No Longer Available

 [Email Job](#)

Job Description

Job Summary

Cox Media Group Athens, Georgia is looking for our next great on air personality. The person that fills this position will work with a morning co-host currently in place on heritage radio station 106.1 WNGC. Understanding Country, Top 40 or Hot AC and the life groups associated with those formats plus having familiarity with any radio station automation system is helpful. The person in this role must have a natural ability to communicate clearly and connect with listeners, while remaining focused.

Duties include:

- Planning, preparing and being on the air for a live, daily morning airshift and voicetracking at least one other daily shift within the cluster.
- You must have the ability to follow a station/morning show plan and take coaching/direction.
- Heavy involvement with:
 - cluster social media
 - voicing spots and production
 - meetings
 - brainstorming
 - running a control board
 - working independently or with a team
 - you may be assigned additional responsibilities with other radio stations in the cluster
- Having music scheduling knowledge is helpful but not required.

Job Title

Internal
Reference**On Air Talent**

J3M4G66GDM65RMSJZMC

posted by: Evans-Johns, Karen on 12/29/2020 and last changed 1/28/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/on-air-talent/...>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/31/2020	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/9/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/16/2021	Moultrie-Colquitt County Chamber of Commerce	Beth Hayden	contact@moultriechamber.com
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/2/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/23/2021	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@jfcc-atlanta.org
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/9/2021	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/4/2021	Lanier Technical College - Adult Education	Sarah Jolly	sjolly@laniertech.edu
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/21/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/31/2020	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/2/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/3/2021	Incsys - Power4Vets	David Miranda	david.miranda@incsys.com
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/28/2021	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	12/29/2020	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
On Air Talent	J3M4G66GDM65RMSJZMC	Athens, GA	1/14/2021	Atlanta Women's Network	Angie Sims	AWN@AtlantaWomensNetwork.or

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Media Sales Consultant	1	

Job Description and Responsibilities

Do you have a drive to win in an Sales environment?

Do you have a passion for helping local business grow through effective advertising?

Then this is the job for you!

Cox Media Group Athens Radio is looking to add a Media Sales Consultant to their team.

At Cox Media Group (CMG), our Media Consultants (MCs) prospect for new business, build innovative cross platform advertising solutions, execute effective marketing campaigns, and establish strong relationships and business partnerships in the community. All this, in one of the most enjoyable media environments around.

Our MCs report directly to the Integrated Sales Manager (ISM) for guidance, support, professional development and accountability. Our MCs collaborate with our Sales Support Teams to leverage data that identifies consumer insights, sales strategy and execution plans for cross platform (audio and digital) campaigns. With an internal advertising fulfillment team our MCs have a firsthand look at their campaigns and can optimize in real time. At CMG we provide the tools and support for the mutual success of our sales staff and clients alike.

KEY RESPONSIBILITIES

- Identify and connect with qualified prospects to maintain a full pipeline.
- Lead with insights and engage prospects in business conversations.
- Uncover desired business results for each prospect/client.
- Present best solutions based on desired business results.
- Discuss expectations, measurement with prospects and clients ensure the proposed solution will deliver ROI.
- Create proposals to be presented to Sales leaders as well as existing and potential clients.
- Consult clients on all CMG solutions, offerings and demonstrate a deep understanding of product capabilities measurement, attribution and KPIs.
- Accountable for learning and selling fully integrated advertising solutions utilizing our full suite of audio and digital products.
- Responsible to meet and exceed all sales goals as they are outlined by the ISM
- Increase revenue through a balance of new business development and up-selling of current clients.
- Manage time well and be able to handle complex work.
- Maintain consistent self-motivation.
- Maintain a high attention to detail.
- Manage, organize and prioritize tasks in a fast-paced environment.

Qualifications

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

- Sales experience required
- Experience in prospecting, creating and developing business required
- Digital / Media Sales experience preferred
- Demonstrated ability to meet and exceed sales goals required
- Demonstrated excellent verbal, written and presentation skills required
- Bachelor's Degree preferred

This position comes with Health, Vision and Dental benefits on day 1, 401k after 90 days, flexible PTO, 8 paid holidays and a collaborative team environment that is unmatched!








Referencing requisition 001182 - Media Sales Consultant

Edit job posting Media Sales Consultant 001182  

Career Site & Manual Options Posting History

Postings history

23 Records

Date modified 	Career Site Go Live Date 	Career Site Expiration Date 	User 	Action 	Posting ID 	Site 
03/01/2021 20:37:07	01/05/2021	03/01/2021	Automated Luceo Process	Suspension	559	
05/11/2021 22:01:37	01/05/2021	05/11/2021	Automated Luceo Process	Suspension	559	
03/01/2021 20:37:08	01/05/2021	03/01/2021	Automated Luceo Process	Suspension	559	
01/05/2021 16:47:03	01/05/2021	05/04/2021	akemmerling	Send to publish	559	Cox Media Group
01/07/2021 13:16:38	01/05/2021	05/04/2021	akemmerling	Modification/Rerun	559	Cox Media Group
03/01/2021 15:20:43	01/05/2021	03/01/2021	akemmerling	Modification/Rerun	559	Cox Media Group
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03/15/2021 09:43:50	01/05/2021	05/31/2021	akemmerling	Modification/Rerun	559	Cox Media Group
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03/30/2021 06:52:42	01/05/2021	05/31/2021	akemmerling	Modification/Rerun	559	Cox Media Group
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05/11/2021 10:54:30	01/05/2021	05/11/2021	akemmerling	Modification/Rerun	559	Cox Media Group
01/05/2021 16:47:03	01/05/2021	05/04/2021	akemmerling	Send to publish	559	cmg-employeenetwork
01/07/2021 13:16:38	01/05/2021	05/04/2021	akemmerling	Modification/Rerun	559	cmg-employeenetwork
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03/19/2021 13:41:44	01/05/2021	05/31/2021	akemmerling	Modification/Rerun	559	cmg- employeenetwork
03/30/2021 06:52:42	01/05/2021	05/31/2021	akemmerling	Modification/Rerun	559	cmg- employeenetwork
03/30/2021 06:52:49	01/05/2021	05/31/2021	akemmerling	Modification/Rerun	559	cmg- employeenetwork
05/11/2021 10:54:30	01/05/2021	05/11/2021	akemmerling	Modification/Rerun	559	cmg- employeenetwork

Media Sales Consultant (1182/559)

[Delete](#)

Media Sales Consultant January 5, 2021 4:49 PM

N. America > USA > Georgia > Oconee County > Watkinsville

[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
CareerBuilder (North America)	0	Posted: January 7, 2021 1:51 PM Removed: February 4, 2021 11:59 PM	✓ Expired	
Glassdoor.com	0	Posted: January 5, 2021 4:49 PM Removed: February 4, 2021 4:49 PM	✓ Expired	
MyJobHelper	0	Posted: January 5, 2021 4:49 PM Removed: February 4, 2021 4:49 PM	✓ Expired	
ZipRecruiter	0	Posted: January 7, 2021 1:51 PM Removed: February 4, 2021 4:49 PM	✓ Expired	



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Media Sales Consultant

Athens, GA

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Posted 26 months ago

Position No Longer Available

 Email Job

Job Description

Job Summary

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KEY RESPONSIBILITIES

- *Identify and connect with qualified prospects to maintain a full pipeline.
 - *Lead with insights and engage prospects in business conversations.
 - *Uncover desired business results for each prospect/client.
 - *Present best solutions based on desired business results.
 - *Discuss expectations, measurement with prospects and clients ensure the proposed solution will deliver ROI.
 - *Create proposals to be presented to Sales leaders as well as existing and potential clients.
-

Media Sales Consultant

J3P1HZ72889Z6P6CZJ1

posted by: Evans-Johns, Karen on 1/5/2021 and last changed 3/1/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/media-sales-co...>

questionnaire(s): none

Media Sales Consultant

J3V7F3725N8D8J1TPSD

posted by: Evans-Johns, Karen on 3/15/2021 and last changed 5/12/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/media-sales-co...>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/7/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/6/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/16/2021	Moultrie-Colquitt County Chamber of Commerce	Beth Hayden	contact@moultriechamber.com
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/9/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/14/2021	Georgia Vocational Rehabilitation Agency	Katherine Lutz	katherine.lutz@gvs.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Vocational Rehabilitation - Dallas	Winston Oluwole	winston.oluwole@gvs.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/23/2021	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@fcs-atlanta.org
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/27/2021	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/20/2021	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/5/2021	Brenau University	Crystal Toombs	ctoombs@brenau.edu
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/13/2021	North Georgia Technical College - Adult Eduction	Ronda Starkes	rstarks@northgatech.edu
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/14/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/7/2021	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/30/2021	ESGR - Employer Support of the Guard and Reserve - Ellenwo	Tonia Randall	tonia.r.randall.ctr@us.army.mil
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/9/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/6/2021	Gwinnett County Career Center - Georgia Department of Lab	Abram Holland	Abram.Holland@gdol.ga.gov
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/21/2021	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/8/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	2/21/2021	Wounded Warrior Project	Bernard Shaw	vtow@woundedwarriorproject.or
Media Sales Consultant	J3P1HZ72889Z6P6CZJ1	Athens, GA	1/28/2021	Atlanta Women's Network	Angie Sims	AWN@AtlantaWomensNetwork.o

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/18/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	4/10/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	Moultrie-Colquitt County Chamber of Commerce	Beth Hayden	contact@moultriechamber.com
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	4/4/2021	Georgia Vocational Rehabilitation Agency	Katherine Lutz	katherine.lutz@gvs.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	5/12/2021	Vocational Rehabilitation - Dallas	Winston Oluwole	winston.oluwole@gvs.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@fcs-atlanta.org
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	4/2/2021	Brenau University	Crystal Toombs	ctoombs@brenau.edu
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	North Georgia Technical College - Adult Eduction	Ronda Starkes	rstarks@northgatech.edu
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	4/15/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/18/2021	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/27/2021	ESGR - Employer Support of the Guard and Reserve - Ellenwo	Tonia Randall	tonia.r.randall.ctr@us.army.mil
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/21/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/20/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	Gwinnett County Career Center - Georgia Department of Lab	Abram Holland	Abram.Holland@gdol.ga.gov
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	3/16/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Media Sales Consultant	J3V7F3725N8D8J1TPSD	Athens, GA	4/18/2021	Wounded Warrior Project	Bernard Shaw	vtow@woundedwarriorproject.or

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Account Manager	1	

Job Description and Responsibilities

Do you have an interest in sales?

Do you have experience supporting teams in an office setting?

Do you enjoy being creative?

Does helping local business reach their marketing goals sound interesting to you?

Then this is the job for you! Cox Media Group is looking to add an Account Manager to its team in Athens, GA.

POSITION PROFILE:

Our Cox Media Group (CMG) Team in Athens, GA is looking for an Account Manager (AM). Our AMs get to provide administrative support to the entire sales department. For example, our AMs work on special projects, set appointments, write correspondence, create presentations, compile data and research, and work directly with our clients and sales staff. Some of which could be of a sensitive or confidential nature.

Our ideal candidate will have worked in a support position in a sales environment, having an aptitude towards working with the digital sales process and open to learning new software programs.

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KEY RESPONSIBILITIES:

- Provides high level internal and external customer service
- Works with Sales to provide customer-facing support including any billing errors or issues, inputting sales orders/revisions for traditional and digital sales, pulls various sales reports as required by sales management and MCs from Google Analytics, AdWords, DFP, and others.
- Serves as our Special Event coordinator.
- Creates proposals, presentations and various sales collateral.
- Become an expert with all internal systems: Wide Orbit, Miller Kaplan, Nielsen, DOT, XSM, to name a few.
- Provides general administrative support
- Maintains keen attention to detail in organizing meetings and anticipating needs

Qualifications

PROFESSIONAL EXPERIENCE/QUALIFICATIONS:

- (2) years' college or equivalent high-level administrative experience required.
- Excellent communication skills with attention to detail accuracy and follow-up required.
- Excellent written correspondence, document presentation, proposal creation (Microsoft Word, Excel, PowerPoint, Photoshop/Illustrator, or other similar tools) skills required.
- Experience communicating directly and confidently with clients required.
- Ability to maintain confidentiality required
- Must be fluent, or have the talent to become fluent, in sales technology assets (to include but not limited to Scarborough, Tapscan, Nielsen, Topline)
- Ability to prioritize and complete tasks, with the ability to work under pressure and meet deadlines.

THIS POSITION COMES WITH HEALTH, VISION AND DENTAL BENEFITS ON DAY 1, 401K AFTER 90 DAYS, PTO, 8 PAID HOLIDAYS AND A COLLABORATIVE TEAM ENVIRONMENT THAT IS UNMATCHED!

#LI-AK1

Posting Location	Advertised Position Geo	Work from Home
Athens, Georgia, US		No

Referencing requisition 001389 - Account Manager

Edit job posting Account Manager 001389  

Career Site & Manual Options Posting History

Postings history

9 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
05/11/2021 22:01:42	03/10/2021	05/11/2021	Automated Luceo Process	Suspension	650	
03/10/2021 11:05:40	03/10/2021	07/07/2021	akemmerling	Send to publish	650	Cox Media Group
03/19/2021 13:53:07	03/10/2021	07/07/2021	akemmerling	Modification/Rerun	650	Cox Media Group
03/30/2021 06:50:53	03/10/2021	07/07/2021	akemmerling	Modification/Rerun	650	Cox Media Group
05/11/2021 10:53:30	03/10/2021	05/11/2021	akemmerling	Modification/Rerun	650	Cox Media Group
03/10/2021 11:05:40	03/10/2021	07/07/2021	akemmerling	Send to publish	650	cmg-employeenetwork

Account Manager (1389/650)

[Delete](#)

Account Manager March 30, 2021 5:51 AM
[Resend \(with changes\)](#)

North America > USA > Georgia > Clarke County > Athens

Board Name	Clicks	Activity	Status	Activity
CareerBuilder (North America)	0	Posted: March 30, 2021 5:52 AM Removed:	✗ Failed	
Glassdoor.com	0	Posted: March 30, 2021 5:52 AM Removed: April 29, 2021 5:52 AM	✓ Expired	
MyJobHelper	0	Posted: March 30, 2021 5:51 AM Removed: April 29, 2021 5:51 AM	✓ Expired	
ZipRecruiter	0	Posted: March 30, 2021 5:52 AM Removed: April 29, 2021 5:52 AM	✓ Expired	



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Account Manager

Athens, GA

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Posted 24 months ago

Position No Longer Available

 Email Job

Job Description

Job Summary

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* Works with Sales to provide customer-facing support including any billing errors or issues, inputting sales orders/revisions for traditional and digital sales, pulls various sales reports as required by sales management and MCs from Google Analytics, AdWords, DFP, and others.

Account Manager

J3T3306QPRQPKZ4KQV

posted by: Evans-Johns, Karen on 3/10/2021 and last changed 5/12/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmg.jobs.net/en-US/job/account-manage...>

questionnaire(s): none

Account Manager

J3S01T6YHNDSJ085327

posted by: Evans-Johns, Karen on 5/18/2021 and last changed 8/19/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmg.jobs.net/en-US/job/account-manage...>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/17/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/10/2021	Muhlenberg Job Corps Center	Mark Shepherd	shepherd.mark@jobcorps.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/10/2021	Muhlenberg Job Corps Center	Brian Hancock	hancock.brian@jobcorps.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/27/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/24/2021	Vocational Rehabilitation - Dallas	Winston Oluwole	winston.oluwole@gvs.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/3/2021	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@jfcc-atlanta.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	5/8/2021	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	vidalia_CC@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/26/2021	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/23/2021	Brenau University	Crystal Toombs	ctoombs@brenau.edu
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/1/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/10/2021	ESGR - Employer Support of the Guard and Reserve - Ellenwo	Tonia Randall	tonia.r.randall.ctr@us.army.mil
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/20/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/13/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/11/2021	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/8/2021	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	3/13/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	5/2/2021	Wounded Warrior Project	Bernard Shaw	wtow@woundedwarriorproject.org
Account Manager	J3T3306QPRQPKZ4KQV	Athens, GA	4/15/2021	Atlanta Women's Network	Angie Sims	AWN@AtlantaWomensNetwork.or

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/20/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	6/5/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/22/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/18/2021	Georgia Vocational Rehabilitation Agency	Katherine Lutz	katherine.lutz@gvs.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	8/9/2021	Signal Centers	Lana Little	lana_little@signalcenters.org
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/3/2021	Vocational Rehabilitation - Dallas	Winston Oluwole	winston.oluwole@gvs.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/29/2021	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@jfcc-atlanta.org
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	6/21/2021	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	vidalia_CC@gdol.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	6/18/2021	Brenau University	Crystal Toombs	ctoombs@brenau.edu
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/25/2021	North Georgia Technical College - Adult Eduction	Ronda Starkes	rstarks@northgatech.edu
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/27/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/19/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/19/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/19/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/19/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
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Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/18/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/6/2021	Georgia Department of Veterans Service	Mike Roby	mroby@vs.state.ga.us
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/23/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	5/19/2021	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
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Account Manager	J3S01T6YHNDSJ085327	Athens, GA	6/1/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Account Manager	J3S01T6YHNDSJ085327	Athens, GA	7/11/2021	Atlanta Women's Network	Angie Sims	AWN@AtlantaWomensNetwork.or

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: August 16, 2021 12:32 PM Removed: September 15, 2021 12:32 PM	✓ Expired	
Glassdoor.com	0	Posted: August 16, 2021 12:32 PM Removed: September 15, 2021 12:32 PM	✓ Expired	
LinkedIn	0	Posted: August 16, 2021 12:32 PM Removed:	✗ Failed	
MyJobHelper	0	Posted: August 16, 2021 12:32 PM Removed: September 15, 2021 12:32 PM	✓ Expired	
ZipRecruiter	0	Posted: August 16, 2021 12:42 PM Removed: September 15, 2021 12:42 PM	✓ Expired	

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Account Manager	1	

Job Description and Responsibilities

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Effective October 1, 2021, all newly hired CMG employees must be fully vaccinated against COVID-19 prior to their start date. CMG will provide reasonable accommodations as required by law for individuals unable to be vaccinated due to a medical condition or sincerely held religious belief.

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Posting Location

Athens, Georgia, US

Advertised Position Geo

Work from Home

No

Referencing requisition 002103 - Account Manager

Edit job posting Account Manager 002103  

Career Site & Manual Options Posting History

Postings history

5 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
09/20/2021 11:06:22	08/16/2021	02/11/2022	jgranberry	Suspension	1030	
08/16/2021 13:31:17	08/16/2021	02/11/2022	kevansjohns	Send to publish	1030	Cox Media Group
09/17/2021 22:43:36	08/16/2021	02/11/2022	jgranberry	Modification/Rerun	1030	Cox Media Group
08/16/2021 13:31:17	08/16/2021	02/11/2022	kevansjohns	Send to publish	1030	cmg-employeenetwork
09/17/2021 22:43:36	08/16/2021	02/11/2022	jgranberry	Modification/Rerun	1030	cmg-employeenetwork

Account Manager (2103/1030)

[Delete](#)

Account Manager September 17, 2021 9:44 PM
[Resend \(with changes\)](#)

North America > USA > Georgia > Clarke County > Athens

Board Name	Clicks	Activity	Status	Activity
Glassdoor.com	0	Posted: September 17, 2021 9:44 PM Removed: September 20, 2021 10:06 AM	✓ Deleted	
MyJobHelper	0	Posted: September 17, 2021 9:44 PM Removed: September 20, 2021 10:06 AM	✓ Deleted	
ZipRecruiter	0	Posted: September 17, 2021 9:44 PM Removed: September 20, 2021 10:06 AM	✓ Deleted	



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Account Manager

Athens, GA

Share   

Posted 20 months ago

Position No Longer Available

 Email Job

Job Description

Job Summary

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Account Manager

posted by: Evans-Johns, Karen on 8/29/2021 and last changed 9/23/2021

rating: Regular

loc: Atlanta, GA

apply web address: <https://cmg.jobs.net/en-US/job/account-manage...>

questionnaire(s): none

J3V1GQ6Q5TJZMQPB5TJ

Account Manager

posted by: Evans-Johns, Karen on 8/16/2021 and last changed 9/20/2021

rating: Regular

loc: Athens, GA

apply web address: <https://cmg.jobs.net/en-US/job/account-manage...>

questionnaire(s): none

J3W5LJ7029VL79F0JN8

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/5/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/8/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/1/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/17/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/3/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/3/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/3/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/3/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/5/2021	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/13/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	8/28/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/3/2021	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
Account Manager	J3W5LJ7029VL79F0JN8	Athens, GA	9/4/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/20/2021	InRoads	Myrna Clemmons	mcllemmons@inroads.org
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/12/2021	Mary Hall Freedom House, inc.	Vanessa Gibson	vanessa.gibson@mhfh.org
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/15/2021	Peace on the Move, Inc.	Mary Goolsby	mngoolsby@hotmail.com
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/3/2021	Spectrum Technical Institute	Adverse Ponder	spec1995@aol.com
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/5/2021	The Atlanta Step-Up Society	Dwain Walters	atlstepupsociety@aol.com
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/1/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/16/2021	DisAbility Link	Renee Shakir	rshakir@disabilitylink.org
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/9/2021	Atlanta Technical College	Michael Burnside	mburnside@atlantatech.edu
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/8/2021	Southern Crescent Technical College - Adult Education	Wendy Gladden	wgladden@sctech.edu
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	Carrollton Career Center, Georgia Department of Labor	Carla Boggs	Carla.Boggs@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	Cobb-Cherokee Career Center, Georgia Department of Labor	Eugene Mincey	eugene.mincey@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/30/2021	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	8/29/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Account Manager	J3V1GQ6Q5TJZMQPB5TJ	Atlanta, GA	9/19/2021	Shepherd's Rest Ministries, Inc	General Contact	srinc1@bellsouth.net

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Director, Branding and Programming	1	

Job Description and Responsibilities

Responsibilities: As Program Director, you will oversee two of our cluster brands. As On Air talent, will prepare & host shift on one or more of our music stations primarily via pre-recorded voicetracking. Will also gather/write/compile afternoon news/traffic.

Effective October 1, 2021, all newly hired CMG employees must be fully vaccinated against COVID-19 prior to their start date. CMG will provide reasonable accommodations as required by law for individuals unable to be vaccinated due to a medical condition or sincerely held religious belief.

Duties also will include: Voice commercials. Run control board/maintain studio operations/take transmitter readings/automation. Some light production duties will be assigned. Schedule social media. Scheduling music. Will meet regularly with supervisor. Other responsibilities as assigned by supervisor.



if you have news/talk, AC or top 40 format experience, familiarity with any radio automation system and music scheduling program, that is helpful, but not required. CMG Athens has been a launching pad for many successful careers.

Qualifications

Qualifications: High school diploma/drug-free/previous media experience helpful including being on the air and running a control board in any capacity. Ability to take directions & excellent computer skills necessary. Work with deadlines, a team and occasionally on weekends. Must be dependable, flexible, talented, well-organized, detail-oriented, able to multi-task, friendly, with excellent verbal communications skills including the ability to enunciate clearly. Know Adobe Audition or similar. You will be required to follow company guidelines on Covid protocols. Please supply aircheck/link to demos when applying for job.

Posting Location	Advertised Position Geo	Work from Home
Athens, Georgia, US		No

Referencing requisition 002463 - Director, Branding and Programming

Edit job posting Director, Branding and Programming 002463  

Career Site & Manual Options Posting History

Postings history

3 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
01/05/2022 10:55:52	10/22/2021	02/18/2022	dwatson	Suspension	1252	
10/22/2021 10:18:52	10/22/2021	02/18/2022	jgranberry	Send to publish	1252	Cox Media Group
10/22/2021 10:18:52	10/22/2021	02/18/2022	jgranberry	Send to publish	1252	cmg-employeenetwork

Dir, Branding & Programming (2463/1252)

[Delete](#)

Dir, Branding & Programming October 22, 2021 9:19 AM **North America > USA > Georgia > Clarke County > Athens**
[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: October 22, 2021 9:19 AM Removed: November 21, 2021 9:19 AM	✔ Expired	
MyJobHelper	0	Posted: October 22, 2021 9:19 AM Removed: November 21, 2021 9:19 AM	✔ Expired	
ZipRecruiter	0	Posted: October 22, 2021 9:21 AM Removed: November 21, 2021 9:21 AM	✔ Expired	



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Dir, Branding & Programming

Athens, GA

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Position No Longer Available

 [Email Job](#)

Job Description

Job Summary

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Effective October 1, 2021, all newly hired CMG employees must be fully vaccinated against COVID-19 prior to their start date. CMG will provide reasonable accommodations as required by law for individuals unable to be vaccinated due to a medical condition or sincerely held religious belief.

Duties also will include: Voice commercials. Run control board/maintain studio operations/take transmitter readings/automation. Some light production duties will be assigned. Schedule social media. Scheduling music. Will meet regularly with supervisor. Other responsibilities as assigned by supervisor.

If you have news/talk, AC or top 40 format experience, familiarity with any radio automation system and music scheduling program, that is helpful, but not required. CMG Athens has been a launching pad for many successful careers.

What we look for

Qualifications: High school diploma/drug-free/previous media experience helpful including being on the air and running a control board in any capacity. Ability to take directions & excellent computer skills necessary. Work with deadlines, a team and occasionally on weekends. Must be dependable, flexible, talented, well-organized, detail-oriented, able to multi-task, friendly, with excellent verbal communications skills including the ability to enunciate clearly. Know Adobe Audition or similar. You will be required to follow company guidelines on Covid protocols. Please supply aircheck/link to demos when applying for job.

Dir, Branding & Programming

J3W79L67MVC10S9DMNW

posted by: Evans-Johns, Karen on 10/22/2021 and last changed 1/5/2022

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/dir-branding-p...>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/25/2021	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/25/2021	Butts County Life Enrichment	Sandra Haisten	buttscolet@bellsouth.net
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/6/2021	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	12/28/2021	Vocational Rehabilitation - Dallas	Winston Oluwole	winston.oluwole@gvs.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/13/2021	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	1/4/2022	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/30/2021	Lanier Technical College - Adult Education	Sarah Jolly	sjolly@laniertech.edu
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/15/2021	North Georgia Technical College - Adult Eduction	Ronda Starkes	rstarkes@northgatech.edu
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	12/6/2021	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/23/2021	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/23/2021	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/23/2021	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/23/2021	DeKalb County Career Center, Georgia Department of Labor	Kenneth Dinkins	kenneth.dinkins@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/25/2021	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/22/2021	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/21/2021	Georgia Department of Veterans Service	Mike Roby	mroby@vs.state.ga.us
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/27/2021	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	10/23/2021	Gwinnett County Career Center - Georgia Department of Labor	Abram Holland	Abram.Holland@gdol.ga.gov
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	12/13/2021	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/1/2021	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Galns	michelle.y.gains.ctr@mail.mil
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	11/28/2021	Wounded Warrior Project	Bernard Shaw	wtow@woundedwarriorproject.org
Dir, Branding & Programming	J3W79L67MVC10S9DMNW	Athens, GA	12/20/2021	Atlanta Women's Network	Angie Sims	AWN@AtlantaWomensNetwork.or

Director, Station Operations - CMG Athens (2940/1510)

[Delete](#)

Director, Station Operations - CMG Athens January 28, 2022 7:05 PM

North America > USA > Georgia > Clarke

County > Athens

[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: January 28, 2022 7:05 PM Removed: February 27, 2022 7:05 PM	✓ Expired	
LinkedIn	0	Posted: January 28, 2022 7:05 PM Removed:	✗ Failed	
MyJobHelper	0	Posted: January 28, 2022 7:05 PM Removed: February 27, 2022 7:05 PM	✓ Expired	
ZipRecruiter	0	Posted: February 11, 2022 12:34 PM Removed: February 27, 2022 7:05 PM	✓ Expired	

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Director, Station Operations - CMG Athens	1	

Job Description and Responsibilities

The Station Manager will manage the daily operations of the CMG Athens Radio market, and will provide leadership in the planning, organizing and controlling of station related issues. The Station Manager's goal will be to strive for continually improving service to the many customer bases while achieving optimum on-air performance, sales, profits and profit margins within CMG's budgeting plan and core values of the company. The Station Manager will ensure the radio stations remain in compliance with FCC regulations

Responsibilities:

- Carry out all corporate policies and objectives within all activities related to the market
- Lead CMG Athens operating managers and sales teams
- Communicate and cascade the company's vision, strategic direction, and goals in a manner that resonates with employees
- Ensure the content and sales team execute the CMG operating plan to achieve market goals
- Develop and lead the implementation of the annual sales plan to drive revenue through core, digital, event and sponsorship assets
- Lead the sales department and provide ongoing coaching and development of talented account executives
- Develop and implement sales processes to provide for smooth and timely workflow throughout the sales process including traffic, production, promotions, digital, accounting and programming
- Development of cross-product sales strategies to reach expected revenue levels. The Station Manager will use creativity, business basics and customer knowledge, to lead a team to develop customized solutions for new and existing customers
- Maximize revenue from all revenue categories including local, national, NTR events and digital.
- Lead the recruitment strategy of the market
- Develop and maintain management systems and processes which will consistently improve quality, planning and coordination
- Maintain an atmosphere conducive to excellence in all organizational activities • Conduct all supervisory duties in accordance with station EEO policies
- Support the station/Cox Media Group Mission and Values Statement, and represent the market in a highly professional manner
- Manage associated businesses, such as internet, in a way that optimizes the audience base and revenue potential
- Manage the budget process; ensure all costs are held to a minimum level consistent with corporate objectives to ensure P&L targets are achieved

Qualifications

Qualifications

Bachelor's degree strongly preferred or equivalent work experience

- Minimum of three (3) years media sales (Radio, TV and Digital) management preferred
- Minimum of five (5) years media sales (Radio, TV and Digital) experience preferred
- Strong recruiting abilities and experience building a team
- Creative and flexible with a positive attitude
- Willingness and ability to join organizations to enhance the image and recognition of Cox Media Group in the marketplace
- Proven track record of leading a team to consistently achieve revenue goals. Equivalent combination of experience and/or education will be considered.

Competencies:

- **Aligning and Executing Strategy:** Establishing a plan to achieve the unit's objectives, taking into consideration overall business and sales goals, market opportunities, past sales results, and available resources; reviewing progress and adjusting the plan as needed
- **Driving Execution:** Vividly communicating the company strategy in a way that helps others realize its value; encouraging others to share ideas to maximize the benefits of the change; addressing concerns constructively and using appropriate strategies to gain commitment to action
- **Building the Team:** Attracting, developing and retaining talented individuals; evaluating key strengths and development needs for the team and providing learning opportunities that enable associates to realize their potential
- **Customer Focus (Internal and External):** Effectively meeting customer needs; building productive customer relationships; taking responsibility for customer satisfaction and loyalty
- **Gaining Commitment:** Using appropriate interpersonal styles and techniques to gain acceptance of ideas or plans; modifying one's own behavior to accommodate tasks, situations, and individuals involved
- **Innovation and Risk-Taking:** Generating innovative solutions in work situations, trying different and novel ways to deal with work problems and opportunities
- **Building Partnerships:** Identifying opportunities and taking action to build strategic relationships between one and other's areas, teams, departments, units, or organizations to help achieve business goals
- **Communication:** Clearly conveying information and ideas through a variety of media to individuals or groups in a manner that engages the audience and helps them understand and retain the message
- **Project Management:** Monitoring the results of delegations, assignments, or projects, considering the skills, knowledge, and experience of the assigned individual and the characteristics of the assignment or project
- **Formal Presentation:** Presenting ideas effectively to individuals or groups; delivering presentations suited to the characteristics and needs of the audience

Referencing requisition 002940 - Director, Station Operations - CMG Athens

Edit job posting Director, Station Operations - CMG Athens 002940  

Career Site & Manual Options Posting History

Postings history

14 Records

Date modified <input type="checkbox"/>	Career Site Go Live Date <input type="checkbox"/>	Career Site Expiration Date <input type="checkbox"/>	User <input type="checkbox"/>	Action <input type="checkbox"/>	Posting ID <input type="checkbox"/>	Site <input type="checkbox"/>
02/28/2022 12:03:19	01/29/2022	11/24/2022	dwatson	Suspension	1510	
03/24/2022 17:12:05	02/28/2022	04/30/2022	dwatson	Suspension	1510	
01/28/2022 19:03:31	01/29/2022	11/24/2022	kevansjohns	Send to publish	1510	Cox Media Group
02/11/2022 12:33:07	01/29/2022	11/24/2022	dwatson	Modification/Rerun	1510	Cox Media Group
02/28/2022 12:03:43	01/29/2022	02/28/2022	dwatson	Modification/Rerun	1510	Cox Media Group
02/28/2022 12:03:54	02/28/2022	04/30/2022	dwatson	Modification/Rerun	1510	Cox Media Group
03/08/2022 14:15:29	02/28/2022	04/30/2022	Automated Luceo Process	Modification/Rerun	1510	Cox Media Group
01/28/2022 19:03:31	01/29/2022	11/24/2022	kevansjohns	Send to publish	1510	cmg-employeenetwork
02/11/2022 12:33:07	01/29/2022	11/24/2022	dwatson	Modification/Rerun	1510	cmg-employeenetwork
02/28/2022 12:03:43	01/29/2022	02/28/2022	dwatson	Modification/Rerun	1510	cmg-employeenetwork
02/28/2022 12:03:54	02/28/2022	04/30/2022	dwatson	Modification/Rerun	1510	cmg-employeenetwork
02/28/2022 12:04:24	02/28/2022	04/30/2022	dwatson	Modification/Rerun	1510	cmg-employeenetwork
03/08/2022 14:15:29	02/28/2022	04/30/2022	Automated Luceo Process	Modification/Rerun	1510	cmg-employeenetwork



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Director, Station Operations - CMG Athens

Athens, GA

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Position No Longer Available

 Email Job

Job Description

Job Summary

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Job Title	Internal Reference
Director, Station Operations - CMG Athens posted by: Evans-Johns, Karen on 2/28/2022 and last changed 3/25/2022 rating: Regular loc: Athens, GA apply web address: https://cmq.jobs.net/en-US/job/director-stati... questionnaire(s): none	J3P1YN66M4LBVVVMDDD
Director, Station Operations - CMG Athens posted by: Evans-Johns, Karen on 1/29/2022 and last changed 2/28/2022 rating: Regular loc: Athens, GA apply web address: https://cmq.jobs.net/en-US/job/director-stati... questionnaire(s): none	J3Q3KQ78T7QF5BNR0PJ

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/3/2022	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/20/2022	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	1/29/2022	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/7/2022	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	1/29/2022	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	1/29/2022	Covington Career Center, Georgia Department of Labor	James Flowers	james.flowers@gdol.ga.gov
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	1/29/2022	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/3/2022	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/14/2022	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/10/2022	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Director, Station Operations - CMG Athen	J3Q3KQ78T7QF5BNR0PJ	Athens, GA	2/1/2022	Soldier for Life Transition Assistance Program - Fort Stew	Michelle Gains	michelle.y.gaines.ctr@mail.mil

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/4/2022	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/22/2022	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/19/2022	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/1/2022	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/1/2022	Covington Career Center, Georgia Department of Lab	James Flowers	james.flowers@gdol.ga.gov
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/1/2022	Covington Career Center, Georgia Department of Lab	Willard Johnson	willard.johnson@gdol.ga.gov
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/4/2022	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/9/2022	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	2/28/2022	Georgia Department of Veterans Service	Mike Roby	mroby@vs.state.ga.us
Director, Station Operations - CMG Athen	J3P1YN66M4LBVVVMDDD	Athens, GA	3/12/2022	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us

Posting Details (Do Not Change: Posting Location)

Posting Title	Number of Openings	Career Site Job Category (3 max)
Business Development Consultant - Athens Radio	1	Sales

Job Description and Responsibilities

At Cox Media Group (CMG), our Business Development Consultants (BDCs) are provided a roadmap to a successful career in sales.

Are you interested in expanding your sales career and want to grow faster while working for an industry-leading media company with dominant brands? CMG is looking to hire motivated sales professionals to join one of the most enjoyable media environments around. BDCs will be given the unique opportunity to participate in a comprehensive developmental program to expand their sales skills while performing the primary duties and responsibilities provided below.

Our BDCs collaborate with our Sales Support Teams to leverage data that identifies consumer insights, sales strategy, and execution plans for cross platform (audio and digital) campaigns. With an internal advertising fulfillment team our BDCs have a firsthand look at their campaigns and can optimize in real time.

WHAT YOU WILL DO:

- Accountable for learning and selling fully integrated advertising solutions utilizing our full suite of audio and digital products.
- Proactively and independently identify and connect with qualified prospects to maintain a full pipeline.
- Identify, understand and communicate trends within client markets and industries to lead with insights and engage prospects in business conversations.
- Uncover desired business results for each prospect / client by regularly meeting in person with prospect/client.
- Build strategic agency and client-side relationships in order to present best solutions based on desired business results.
- Discuss expectations, measurement with prospects and clients to ensure the proposed solution will deliver ROI.
- Drive advertising revenue through direct sales
- Work outside of the office and on the road to develop and maintain professional relationships; be prepared to meet with clients in person and when needed on their premises or at other locations they desire.
- Manage sales pipeline
- Communicate effectively internally with Sales Managers, sales support, as well as externally with clients.
- Create proposals to be presented to Sales leaders as well as existing and potential clients.
- Consult and instruct clients on all CMG solutions, offerings and demonstrate a deep understanding of product capabilities measurement, attribution and KPIs.
- Responsible for meeting and exceeding all sales goals as they are outlined by the Integrated Sales Manager (ISM)
- Increase revenue through a balance of new business development and up-selling of current clients.
- Manage time well and be able to handle complex work.
- Maintain consistent self-motivation and high attention to detail.
- Manage, organize, and prioritize tasks in a fast-paced environment.

Qualifications

WHAT YOU WILL BRING:

- 4-year College Degree preferred but not required
- 1+ successful sales experience preferred
- Must be comfortable with constant change and operating in a fast-moving, ever-changing world of digital and media
- Must be comfortable working outside of the office and traveling to meet clients or prospective clients
- Strong business acumen across media and advertising is preferred
- Strong written and verbal communication skills
- Valid Driver's License with good driving record
- Available to start mid-July - early August 2022

WHAT WE OFFER:

- Accelerated Sales Process training.
- A career path to grow your professional experiences.
- Full benefits: medical, dental and vision.
- Retirement savings plan with company match.

Referencing requisition 003850 - Business Development Consultant - Athens Radio

Edit job posting Business Development Consultant - Athens Radio 003850  

Career Site & Manual Options Posting History

Postings history

3 Records

Date modified ▾	Career Site Go Live Date ▾	Career Site Expiration Date ▾	User ▾	Action ▾	Posting ID ▾	Site ▾
09/27/2022 11:13:55	07/14/2022	05/09/2023	rturner	Suspension	2009	
07/14/2022 16:26:45	07/14/2022	05/09/2023	scruc	Send to publish	2009	Cox Media Group
07/14/2022 16:26:45	07/14/2022	05/09/2023	scruc	Send to publish	2009	cmg-employeenetwork

Business Development Consultant - Athens Radio (3850/2009)

[Delete](#)

Business Development Consultant - Athens Radio July 14, 2022 3:27 PM **North America > USA > Georgia > Clarke County > Athens**
[Resend \(with changes\)](#)

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: July 14, 2022 3:27 PM Removed: August 13, 2022 3:27 PM	✓ Expired	
MyJobHelper	0	Posted: July 14, 2022 3:27 PM Removed: August 13, 2022 3:27 PM	✓ Expired	
ZipRecruiter	0	Posted: July 14, 2022 3:27 PM Removed: August 13, 2022 3:27 PM	✓ Expired	



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Business Development Consultant - Athens Radio

Athens, GA

Share [in](#) [Twitter](#) [Facebook](#)

Posted 8 months ago

Position No Longer Available

 [Email Job](#)

Job Description

Job Summary

At Cox Media Group (CMG), our Business Development Consultants (BDCs) are provided a roadmap to a successful career in sales.

Are you interested in expanding your sales career and want to grow faster while working for an industry-leading media company with dominant brands? CMG is looking to hire motivated sales professionals to join one of the most enjoyable media environments around. BDCs will be given the unique opportunity to participate in a comprehensive developmental program to expand their sales skills while performing the primary duties and responsibilities provided below.

Our BDCs collaborate with our Sales Support Teams to leverage data that identifies consumer insights, sales strategy, and execution plans for cross platform (audio and digital) campaigns. With an internal advertising fulfillment team our BDCs have a firsthand look at their campaigns and can optimize in real time.

WHAT YOU WILL DO:

- Accountable for learning and selling fully integrated advertising solutions utilizing our full suite of audio and digital products.
- Proactively and independently identify and connect with qualified prospects to maintain a full pipeline.
- Identify, understand and communicate trends within client markets and industries to lead with insights and engage prospects in business conversations.
- Uncover desired business results for each prospect / client by regularly meeting in person with prospect/client.
- Build strategic agency and client-side relationships in order to present best solutions based on desired business results.
- Discuss expectations, measurement with prospects and clients to ensure the proposed solution will deliver ROI.
- Drive advertising revenue through direct sales

Business Development Consultant - Athens Radio

J3Q5FX65CZ72Q7NDSP3

posted by: Evans-Johns, Karen on 7/14/2022 and last changed 9/27/2022

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/business-devel...>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/21/2022	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cls.org
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	8/3/2022	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	9/14/2022	Jewish Family & Career Services-Dunwoody Office	Gary Miller	info@jfcc-atlanta.org
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	9/25/2022	Vidalia Career Center - Georgia Department of Labor	Debby Dyal	Vidalia_CC@gdol.ga.gov
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	8/30/2022	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	9/6/2022	North Georgia Technical College - Adult Education	Ronda Starkes	rstarks@northgatech.edu
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/19/2022	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/15/2022	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/15/2022	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/21/2022	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/29/2022	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/24/2022	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	8/11/2022	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	7/15/2022	Soldier for Life Transition Assistance Program - Fort Stewart	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Business Development Consultant - Athens Radio	J3Q5FX65CZ72Q7NDSP3	Athens, GA	8/21/2022	Wounded Warrior Project	Bernard Shaw	wtow@woundedwarriorproject.org

Media Consultant - Athens Radio August 19, 2022 9:31 AM Athens
[Resend \(with changes\)](#)

North America > USA > Georgia > Clarke County >

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: August 19, 2022 9:31 AM Removed: September 18, 2022 9:31 AM	✓ Expired	
MyJobHelper	0	Posted: August 19, 2022 9:31 AM Removed: September 18, 2022 9:31 AM	✓ Expired	
ZipRecruiter	0	Posted: August 19, 2022 9:31 AM Removed: September 18, 2022 9:31 AM	✓ Expired	

Posting Title	Number of Openings	Career Site Job Category (3 max)
Media Consultant - Athens Radio	1	Media/Journalism,Sales

Job Description and Responsibilities

Cox Media Group is looking for a Media Consultant to join our Athens Radio team!

At Cox Media Group (CMG), our Media Consultants (MCs) prospect for new business, build innovative cross platform advertising solutions, execute effective marketing campaigns, and establish strong relationships and business partnerships in the community. All this, in one of the most enjoyable media environments around. Our MCs report directly to the Integrated Sales Manager (ISM) for guidance, support, professional development and accountability. Our MCs collaborate with our Sales Support Teams to leverage data that identifies consumer insights, sales strategy and execution plans for cross platform (audio and digital) campaigns. With an internal advertising fulfillment team our MCs have a firsthand look at their campaigns and can optimize in real time. At CMG we provide the tools and support for the mutual success of our sales staff and clients alike.

WHAT YOU WILL DO:

- Identify and connect with qualified prospects to maintain a full pipeline.
- Lead with insights and engage prospects in business conversations.
- Uncover desired business results for each prospect/client.
- Present best solutions based on desired business results.
- Discuss expectations, measurement with prospects and clients ensure the proposed solution will deliver ROI.
- Create proposals to be presented to Sales leaders as well as existing and potential clients.
- Consult clients on all CMG solutions, offerings and demonstrate a deep understanding of product capabilities measurement, attribution and KPIs.
- Accountable for learning and selling fully integrated advertising solutions utilizing our full suite of audio and digital products.
- Responsible to meet and exceed all sales goals as they are outlined by the ISM
- Increase revenue through a balance of new business development and up-selling of current clients.
- Manage time well and be able to handle complex work.
- Maintain consistent self-motivation.
- Maintain a high attention to detail.
- Manage, organize and prioritize tasks in a fast-paced environment.

Qualifications

WHAT YOU WILL BRING:

- Sales experience required
- Experience in prospecting, creating and developing business required
- Digital / Media Sales experience preferred
- Demonstrated ability to meet and exceed sales goals required
- Demonstrated excellent verbal, written and presentation skills required
- Bachelor's Degree preferred

Referencing requisition 003954-1 - Media Consultant - Athens Radio

Edit job posting Media Consultant - Athens Radio 003954  

Career Site & Manual Options Posting History

Postings history

7 Records

Date modified	Career Site Go Live Date	Career Site Expiration Date	User	Action	Posting ID	Site
10/18/2022 11:18:34	08/19/2022	06/14/2023	rturner	Suspension	2093	
08/19/2022 10:30:44	08/19/2022	06/14/2023	scruz	Send to publish	2093	Cox Media Group
09/26/2022 14:20:45	08/19/2022	06/14/2023	scruz	Modification/Rerun	2093	Cox Media Group
09/26/2022 14:20:55	08/19/2022	06/14/2023	scruz	Modification/Rerun	2093	Cox Media Group
08/19/2022 10:30:44	08/19/2022	06/14/2023	scruz	Send to publish	2093	cmg-employeenetwork
09/26/2022 14:20:45	08/19/2022	06/14/2023	scruz	Modification/Rerun	2093	cmg-employeenetwork
09/26/2022 14:20:55	08/19/2022	06/14/2023	scruz	Modification/Rerun	2093	cmg-employeenetwork

Media Consultant - Athens Radio (3954/2093)

[Delete](#)

Media Consultant - Athens Radio September 26, 2022 1:21 PM
County > Athens
[Resend \(with changes\)](#)

North America > USA > Georgia > Clarke

Board Name	Clicks	Activity	Status	Activity
America's Job Exchange	0	Posted: September 26, 2022 1:21 PM Removed: October 18, 2022 10:18 AM	✓ Deleted	
MyJobHelper	0	Posted: September 26, 2022 1:21 PM Removed: October 18, 2022 10:18 AM	✓ Deleted	
ZipRecruiter	0	Posted: September 26, 2022 1:21 PM Removed: October 18, 2022 10:18 AM	✓ Deleted	



Media Consultant - Athens Radio

Athens, GA

Share [in](#) [Twitter](#) [f](#)

Posted 7 months ago

Position No Longer Available

[✉ Email Job](#)

Job Description

Job Summary

Cox Media Group is looking for a Media Consultant to join our Athens Radio team!

At Cox Media Group (CMG), our Media Consultants (MCs) prospect for new business, build innovative cross platform advertising solutions, execute effective marketing campaigns, and establish strong relationships and business partnerships in the community. All this, in one of the most enjoyable media environments around. Our MCs report directly to the Integrated Sales Manager (ISM) for guidance, support, professional development and accountability. Our MCs collaborate with our Sales Support Teams to leverage data that identifies consumer insights, sales strategy and execution plans for cross platform (audio and digital) campaigns. With an internal advertising fulfillment team our MCs have a firsthand look at their campaigns and can optimize in real time. At CMG we provide the tools and support for the mutual success of our sales staff and clients alike.

WHAT YOU WILL DO:

- Identify and connect with qualified prospects to maintain a full pipeline.
- Lead with insights and engage prospects in business conversations.
- Uncover desired business results for each prospect/client.
- Present best solutions based on desired business results.
- Discuss expectations, measurement with prospects and clients ensure the proposed solution will deliver ROI.
- Create proposals to be presented to Sales leaders as well as existing and potential clients.
- Consult clients on all CMG solutions, offerings and demonstrate a deep understanding of product capabilities measurement, attribution and KPIs.
- Accountable for learning and selling fully integrated advertising solutions utilizing our full suite of audio and digital products.

Media Consultant - Athens Radio

J3V6K06P9LRQ8YTRCJ3

posted by: Evans-Johns, Karen on 10/19/2022 and last changed 10/20/2022

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/media-consulta..>

questionnaire(s): none

Media Consultant - Athens Radio

J3S30B67HK335GLLG54

posted by: Evans-Johns, Karen on 8/19/2022 and last changed 10/18/2022

rating: Regular

loc: Athens, GA

apply web address: <https://cmq.jobs.net/en-US/job/media-consulta..>

questionnaire(s): none

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/25/2022	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	9/1/2022	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	9/25/2022	Vidalia Career Center - Georgia Department of Labor	Debbly Dyal	Vidalia_CC@gdol.ga.gov
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	10/13/2022	North Georgia Technical College - Adult Education	Ronda Starkes	rstarks@northgatech.edu
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/23/2022	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/20/2022	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/20/2022	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/25/2022	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	9/16/2022	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/29/2022	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	9/9/2022	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	8/19/2022	Soldier for Life Transition Assistance Program - Fort Stew	Michelle Gains	michelle.y.gaines.ctr@mail.mil
Media Consultant - Athens Radir	J3S30B67HK335GLLG54	Athens, GA	10/4/2022	Wounded Warrior Project	Bernard Shaw	wtow@woundedwarriorproject.org

Job Title	Internal Reference	Current Job Location	Date Emailed	Community Organization Recipient	Recipient Name	Recipient Email(s)
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	10/29/2022	Athens/Clarke County Family Connection Partnership	Tim Johnson	tim.johnson@fc-cis.org
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/8/2022	Walton County Chamber of Commerce	Connie --	connie@waltonchamber.org
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/29/2022	Vidalia Career Center - Georgia Department of Labor	Debbly Dyal	Vidalia_CC@gdol.ga.gov
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/18/2022	Athens Technical College	Jessica Felts	careerinfo@athenstech.edu
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/23/2022	Thomas University	Pauline Patrick	ppatrick@thomasu.edu
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	10/25/2022	Athens Career Center - Georgia Department of Labor	Gladstone Everard	gladstone.everard@gdol.ga.gov
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	10/25/2022	Covington Career Center, Georgia Department of Labor	Willard Johnson	willard.johnson@gdol.ga.gov
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	10/29/2022	Disabled American Veterans - J B CONALLY CHAPTER 2	Donnell Myrick	dmyrick@email.com
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/12/2022	Ft Benning ACAP Center	Eddie Perez	edwin.g.perez3.civ@mail.mil
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	11/2/2022	Georgia Department of Veterans Services - Hartwell	Mike Partlow	mpartlow@vs.state.ga.us
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	12/3/2022	Marine For Life - Atlanta	Richard Waller	m4lopsbox@usmc.mil
Media Consultant - Athens Radir	J3V81Y6GT1D12BDPC0Y	Athens, GA	10/25/2022	Soldier for Life Transition Assistance Program - Fort Stew	Michelle Gains	michelle.y.gaines.ctr@mail.mil

(b)(iv) As required by section 73.2080(c)(5)(v), the total number of interviewees for each vacancy and the referral source for each interviewee for all the Unit's full-time vacancies filled during the period covered by the above-noted EEO Public File Reports.

See the EEO Public File Reports Attached at (b)(i) above.

(b)(v) Dated documentation demonstrating performance of the Unit's recruitment initiatives described in section 73.2080(c)(2) during the period covered by the above-noted EEO Public File Reports, such as participation in job fairs, events with educational institutions, and mentoring or training programs for staff. Specify the Unit personnel involved in each recruitment initiative. In addition, provide the Unit's total number of full-time employees and state whether the population of the market in which any of the Unit's stations operates is 250,000 or more. Based upon these two factors and as required by sections 73.2080(c)(2) and (e)(3) of the Commission's rules, state whether the Unit is required to perform two or four points worth of initiative activities within a two-year period (measured from the date the stations in the Unit file their renewal applications and the second, fourth, sixth and eighth anniversaries of that date). If the Unit performed more than the required number of initiative activities, it may provide documentation for only the required amount in its response, i.e., two or four points worth. If any documentation provided appears inadequate, e.g., it is not dated or does not clearly prove the Unit's participation, the Commission may ask for additional verification.

See attached.

The Unit currently has 18 full-time employees and operates in a market with a population size of less than 250,000. Accordingly, the Unit is required to perform two points worth of initiative activities within a two-year period.

Virtual Training Programs

Sales Training

FW: Digital Boot Camp



Bachorski, Taylor (CMG-Miami)

✓ Accept

? Tentative

✗ Decline



Required Ginn, Jeremy (CMG-Athens); Kelleher, Shane (CMG-Athens); Pfister, Camille (CMG-Athens);
 Bortle, Jessica (CMG-Athens); Thomas, Lindsey (CMG-Athens); Johnston, Carol (CMG-Athens); **+2 others**

Tue 5/9/2023 11:40 AM

Optional Gresham, Kelsey (CMG-Athens); Jeffers, Abby (CMG-Athens)

We couldn't find this meeting in the calendar. It may have been moved or deleted.

Occurs every Wednesday effective 6/17/2020 until 6/30/2021 from 11:00 AM to 12:00 PM Microsoft Teams Meeting

-----Original Appointment-----

From: Bachorski, Taylor (CMG-Athens)

Sent: Tuesday, June 16, 2020 2:15 PM

To: Bachorski, Taylor (CMG-Athens); Kelleher, Shane (CMG-Athens); Pfister, Camille (CMG-Athens); Bortle, Jessica (CMG-Athens); Thomas, Lindsey (CMG-Athens); Johnston, Carol (CMG-Athens); Daniels, Zach (CMG-Athens); Brookshire, Dillon (CMG-Athens)

Cc: Gresham, Kelsey (CMG-Athens); Jeffers, Abby (CMG-Athens)

Subject: Digital Boot Camp

When: Occurs every Wednesday effective 6/17/2020 until 6/30/2021 from 11:00 AM to 12:00 PM (UTC-05:00) Eastern Time (US & Canada).

Where: Microsoft Teams Meeting

Ginn, Jeremy (CMG-Athens)

Subject: FW: Digital Boot Camp
Location: Microsoft Teams Meeting

Start: Wed 6/17/2020 11:00 AM
End: Wed 6/17/2020 12:00 PM
Show Time As: Tentative

Recurrence: Weekly
Recurrence Pattern: every Wednesday from 11:00 AM to 12:00 PM

Meeting Status: Not yet responded

Organizer: Bachorski, Taylor (CMG-Miami)

-----Original Appointment-----

From: Bachorski, Taylor (CMG-Athens)

Sent: Tuesday, June 16, 2020 2:15 PM

To: Bachorski, Taylor (CMG-Athens); Kelleher, Shane (CMG-Athens); Pfister, Camille (CMG-Athens); Bortle, Jessica (CMG-Athens); Thomas, Lindsey (CMG-Athens); Johnston, Carol (CMG-Athens); Daniels, Zach (CMG-Athens); Brookshire, Dillon (CMG-Athens)

Cc: Gresham, Kelsey (CMG-Athens); Jeffers, Abby (CMG-Athens)

Subject: Digital Boot Camp

When: Occurs every Wednesday effective 6/17/2020 until 6/30/2021 from 11:00 AM to 12:00 PM (UTC-05:00) Eastern Time (US & Canada).

Where: Microsoft Teams Meeting

[Join Microsoft Teams Meeting](#)

+1 404-947-2116 United States, Atlanta (Toll)

Conference ID: 438 575 459#

[Local numbers](#) | [Reset PIN](#) | [Learn more about Teams](#) | [Meeting options](#)

FW: Virtual School - Amazon Streaming TV (STV)



Bachorski, Taylor (CMG-Miami) on behalf of McCambridge, Jesse

✓ Accept

? Tentative

✗ Decline

🕒



Required Ginn, Jeremy (CMG-Athens); McCambridge, Jesse (CMG-Corp); Trevor Frederikson;
 Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); **+91 others**

Tue 5/9/2023 11:43 AM

Optional **CMG ATH - Radio Sales (CMG-Athens)**; Thomas, Lindsey (CMG-Athens); Bortle, Jessica (CMG-Athens);
 Lynn, Linda (CMG-Houston); **WFXTSalesAE**; Spratt, Caitriona (CMG-Boston); **+320 others**

We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, October 19, 2021 2:00 PM-2:45 PM Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Thursday, September 23, 2021 10:26 AM

To: McCambridge, Jesse (CMG-Corp); Trevor Frederikson; Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton); Condit, John (CMG-Dayton); Borelli, Megan (CMG-Long Island); Donohue, Colleen (CMG-Long Island); Chaplin, Mark (CMG-Jacksonville); Farrell, Jimmy (CMG-Jacksonville); Rockey, Regina (CMG-Jacksonville); Cherniske, Mark (CMG-Memphis); Zikmund, Mike (CMG-Memphis); Woods, Michelle (CMG-Seattle); Cooper, Amanda (CMG-Charlotte); Perry, Tim (CMG-Charlotte); Neely, Mamie (CMG-Charlotte); Easley, Jeff (CMG-TulsaTV); Young, Burkes (CMG-TulsaTV); Hill, Mike (CMG-TulsaTV); Halliwell, Wesley (CMG-Orlando); Campese, JC (CMG-Orlando); Williams, Ashley (CMG-Orlando); Hanford, Amy (CMG-Pittsburgh); Moore, Darren (CMG-Pittsburgh); Hansen, Linda (CMG-Atlanta); Jean-Baptiste, Jenny (CMG-Miami); Rosario, Angelina (CMG-Miami); Leaphart, Kristi (CMG-JacksonvilleTV); Somaru, Omesh (CMG-JacksonvilleTV); Jones, Craig (CMG-San Antonio); Pravda, Eric (CMG-Houston); Leti Aguilera (CMG-Houston) (leti.aguilera@cmg.com); Rodriguez, Lena (CMG-San Antonio); Shiebler, Charlie (CMG-Boston); Mendoza, Mario (CMG-Orlando); Ellis, Sara (CMG-Tampa); Kelly, Bryan

FW: Virtual School - Email Marketing "What's Old is New Again"



Bachorski, Taylor (CMG-Miami) on behalf of McCambridge

✓ Accept

? Tentative

✗ Decline

🕒

⋮

Required Ginn, Jeremy (CMG-Athens); McCambridge, Jesse (CMG-Corp); Jessica.Papenfuss@siteimpact.com;
 Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); **+87 others**

Tue 5/9/2023 11:44 AM

Optional CMG ATH - Radio Sales (CMG-Athens); Thomas, Lindsey (CMG-Athens); Bortle, Jessica (CMG-Athens);
 Lynn, Linda (CMG-Houston); WFXTSalesAE; Spratt, Caitriona (CMG-Boston); **+314 others**

We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, November 16, 2021 2:00 PM-2:45 PM Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Thursday, September 30, 2021 10:08 AM

To: McCambridge, Jesse (CMG-Corp); Jessica.Papenfuss@siteimpact.com; Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton); Condit, John (CMG-Dayton); Borelli, Megan (CMG-Long Island); Chaplin, Mark (CMG-Jacksonville); Farrell, Jimmy (CMG-Jacksonville); Rockey, Regina (CMG-Jacksonville); Cherniske, Mark (CMG-Memphis); Zikmund, Mike (CMG-Memphis); Woods, Michelle (CMG-Seattle); Cooper, Amanda (CMG-Charlotte); Perry, Tim (CMG-Charlotte); Neely, Mamie (CMG-Charlotte); Easley, Jeff (CMG-TulsaTV); Young, Burkes (CMG-TulsaTV); Hill, Mike (CMG-TulsaTV); Halliwell, Wesley (CMG-Orlando); Campese, JC (CMG-Orlando); Williams, Ashley (CMG-Orlando); Hanford, Amy (CMG-Pittsburgh); Moore, Darren (CMG-Pittsburgh); Hansen, Linda (CMG-Atlanta); Jean-Baptiste, Jenny (CMG-Miami); Rosario, Angelina (CMG-Miami); Leaphart, Kristi (CMG-JacksonvilleTV); Somaru, Omesh (CMG-JacksonvilleTV); Jones, Craig (CMG-San Antonio); Pravda, Eric (CMG-Houston); Leti Aguilera (CMG-Houston) (leti.aguilera@cmg.com); Rodriguez, Lena (CMG-San Antonio); Shiebler, Charlie (CMG-Boston); Mendoza, Mario (CMG-Orlando); Ellis, Sara (CMG-Tampa); Kelly, Bryan (CMG-Tampa); Young, Philip (CMG-Tulsa); Golden, Alisha (CMG-Memphis); King, Brittany (CMG-Atlanta); Sobel, Lee (CMG-Atlanta); Hobson, Preston (CMG-Atlanta); Brewer, Aaron (CMG-Dayton); Barnett, Michael (CMG-Dayton); Anderson, Mike (CMG-Corp); Derby, Cassie (CMG-Charlotte); Mike Sussman (CMG Charlotte) (Mike.Sussman@cmg.com); Hill, Kandice (CMG-Charlotte); Younger, Vanessa (CMG-Charlotte); Takacs, Brandon (CMG-Pittsburgh); Fitch, Miriam (CMG-Orlando); Pryor, Fred (CMG-Orlando); King, Noreen (CMG-Seattle); Solomon, Romeo; Rios, Amelia (CMG-Orlando); Mitchum, Kaitlin (CMG-Memphis); Thompson, Danielle (CMG-Atlanta); Thrasher, Derek (CMG-TulsaTV); Sides, Taylor (CMG-TulsaTV); Sipp, Aaron (CMG-Seattle); Jimenez, Kim (CMG-Long Island); Klayman, Jeff (CMG-Memphis); DiCarlo, Betsy (CMG-Atlanta); Stanic, Iggy (CMG-Miami); Glass, Brian (CMG-Dayton); Haralson, James (CMG-Dayton); Hernandez, Marco (CMG-Atlanta); Aguirre, Kristie (CMG-Miami); Kubacki, Emily (CMG-Atlanta); Whatley, Lydia (CMG-Atlanta-Con); Green, Jocelyn (CMG-Boston); Moss, Elisa (CMG-Memphis); Rodriguez, Victoria (CMG-Houston); Rawlins, Justin (CMG-Atlanta); Champion, Michael (CMG-Atlanta); Phan, Samantha (CMG-Atlanta); Lyons, Austin (CMG-Atlanta); Singer, Robyn (CMG-Atlanta); Wenokur, Justin (CMG-Atlanta); CMG - Digital; Werkema, Leslie (CMG-Jacksonville); Callihan, Stephanie (CMG-Houston)

Cc: !CMG ATH - Radio Sales (CMG-Athens); Thomas, Lindsey (CMG-Athens); Bortle, Jessica (CMG-Athens); Lynn, Linda (CMG-Houston);

FW: Virtual School - Healthcare Best Practices from CHM

 Bachorski, Taylor (CMG-Miami) on behalf of McCambridge ✓ Accept ? Tentative ✗ Decline 🕒 ⋮ Tue 5/9/2023 11:42 AM

Required 🟢 Ginn, Jeremy (CMG-Athens); 🟡 McCambridge, Jesse (CMG-Corp); 🟠 Hackett, Kris (CMG-Atlanta); 🟡 Vinsik, Joe (CMG-Orlando); 🟢 Welling, Cody (CMG-Tulsa); 🟡 Thomas, Richard (CMG-Atlanta); **+129 others**

Optional 📧 !CMG ATH - Radio Sales (CMG-Athens); 🔴 Thomas, Lindsey (CMG-Athens); 🔴 Bortle, Jessica (CMG-Athens); 🟡 Lynn, Linda (CMG-Houston); 📧 WFXTSalesAE; 🟡 Spratt, Caitriona (CMG-Boston); **+271 others**

🔔 We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, July 20, 2021 2:00 PM-2:45 PM 📍 Microsoft Teams Meeting

Sending for EEO audit purposes


-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Wednesday, June 2, 2021 12:07 PM

To: McCambridge, Jesse (CMG-Corp); Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton); Condit, John (CMG-Dayton); Borelli, Megan (CMG-Long Island); Donohue, Colleen (CMG-Long Island); Chanlin, Mark (CMG-Jacksonville);

FW: Virtual School - Recruitment Sales Play with CSS

 Bachorski, Taylor (CMG-Miami) on behalf of McCambridge ✓ Accept ? Tentative ✗ Decline 🕒 ⋮ Tue 5/9/2023 11:44 AM

Required 🟢 Ginn, Jeremy (CMG-Athens); 🟡 McCambridge, Jesse (CMG-Corp); 🟡 Sunshine, Matt; 🟡 Alina McComas; 🟠 Hackett, Kris (CMG-Atlanta); 🟡 Vinsik, Joe (CMG-Orlando); 🟢 Welling, Cody (CMG-Tulsa); **+86 others**

Optional 📧 !CMG ATH - Radio Sales (CMG-Athens); 🔴 Thomas, Lindsey (CMG-Athens); 🔴 Bortle, Jessica (CMG-Athens); 🟡 Lynn, Linda (CMG-Houston); 📧 WFXTSalesAE; 🟡 Spratt, Caitriona (CMG-Boston); **+320 others**

🔔 We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, November 2, 2021 2:00 PM-2:45 PM 📍 Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Tuesday, September 28, 2021 10:05 AM

To: McCambridge, Jesse (CMG-Corp); Sunshine, Matt; Alina McComas; Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton); Condit, John (CMG-Dayton); Borelli, Megan (CMG-Long Island); Donohue, Colleen (CMG-Long Island); Chaplin,

FW: Virtual School - Selling OTT

 **Bachorski, Taylor (CMG-Miami) on behalf of McCambridge** ✓ Accept ? Tentative ✗ Decline 🕒 ⋮ Tue 5/9/2023 11:40 AM

Required 🟢 Ginn, Jeremy (CMG-Athens); 🕒 McCambridge, Jesse (CMG-Corp); 🟡 Hackett, Kris (CMG-Atlanta); 🟡 Vinsik, Joe (CMG-Orlando); 🟢 Welling, Cody (CMG-Tulsa); 🕒 Thomas, Richard (CMG-Atlanta); **+92 others**

Optional 📧 !CMG ATH - Radio Sales (CMG-Athens); 🔴 Thomas, Lindsey (CMG-Athens); 🔴 Bortle, Jessica (CMG-Athens); 🟡 Lynn, Linda (CMG-Houston); 📧 WFXTSalesAE; 🕒 Spratt, Caitriona (CMG-Boston); **+307 others**

🔔 We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, September 7, 2021 2:00 PM-2:45 PM 📍 Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Tuesday, August 10, 2021 9:14 AM

To: McCambridge, Jesse (CMG-Corp); Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton);

FW: Virtual School - Video Production Insights with Spectrio

 **Bachorski, Taylor (CMG-Miami) on behalf of McCambridge** ✓ Accept ? Tentative ✗ Decline 🕒 ⋮ Tue 5/9/2023 11:45 AM

Required 🟢 Ginn, Jeremy (CMG-Athens); 🕒 McCambridge, Jesse (CMG-Corp); 🟡 Hackett, Kris (CMG-Atlanta); 🟡 Vinsik, Joe (CMG-Orlando); 🟢 Welling, Cody (CMG-Tulsa); 🕒 Thomas, Richard (CMG-Atlanta); **+84 others**

Optional 📧 !CMG ATH - Radio Sales (CMG-Athens); 🔴 Thomas, Lindsey (CMG-Athens); 🟡 Bortle, Jessica (CMG-Athens); 🟡 Lynn, Linda (CMG-Houston); 📧 WFXTSalesAE; 🕒 Spratt, Caitriona (CMG-Boston); **+322 others**

🔔 We couldn't find this meeting in the calendar. It may have been moved or deleted.

🕒 Tuesday, November 30, 2021 2:00 PM-2:45 PM 📍 Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Tuesday, October 26, 2021 11:47 AM

To: McCambridge, Jesse (CMG-Corp); Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton);

FW: Virtual School - Video Production Services



Bachorski, Taylor (CMG-Miami) on behalf of McCambridge

Accept Tentative Decline [Clock icon] [More options icon]

- Required Ginn, Jeremy (CMG-Athens); McCambridge, Jesse (CMG-Corp); Hackett, Kris (CMG-Atlanta);
 Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); **+126 others**
- Optional CMG ATH - Radio Sales (CMG-Athens); Thomas, Lindsey (CMG-Athens); Bortle, Jessica (CMG-Athens);
 Lynn, Linda (CMG-Houston); WFXTSalesAE; Spratt, Caitriona (CMG-Boston); **+269 others**

Tue 5/9/2023 11:42 AM

We couldn't find this meeting in the calendar. It may have been moved or deleted.

Tuesday, July 27, 2021 2:00 PM-2:45 PM Microsoft Teams Meeting

Sending for EEO audit purposes

-----Original Appointment-----

From: McCambridge, Jesse (CMG-Corp) <Jesse.McCambridge@cmg.com>

Sent: Wednesday, May 26, 2021 8:26 AM

To: McCambridge, Jesse (CMG-Corp); Hackett, Kris (CMG-Atlanta); Vinsik, Joe (CMG-Orlando); Welling, Cody (CMG-Tulsa); Thomas, Richard (CMG-Atlanta); Linartas, Sara (CMG-Atlanta); Andy Dimenstien; Oshins, David (CMG-Atlanta); Chambliss, Nora (CMG-Atlanta); Bachorski, Taylor (CMG-Athens); Gresham, Kelsey (CMG-Athens); Bailey, Marcus (CMG-Dayton); Bouquot, Terry (CMG-Dayton); Burch, Amy (CMG-Dayton);

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User Full Name	Position	Training Title	Training Type	Transcript Status	Transcript Registration Date
Stroud, Christian		Anybody Can Be a Good Speaker	Online Class	In Progress	09/20/2021 05:14 PM
Johnston, David	Dir, Branding & Programmin	Building an Inclusive Workplace 2021	Session	Completed	03/04/2021 08:20 PM
Lang, Steven	Dir, Production	Building an Inclusive Workplace 2021	Session	Completed	03/02/2021 03:18 PM
de Graaff, Peter	Dir, Operations	Building an Inclusive Workplace 2021	Session	Completed	03/16/2021 08:54 AM
Jeffers, Abigail	Mgr, Promotions & Activatio	Building an Inclusive Workplace 2021	Session	Completed	03/01/2021 04:29 PM
Gresham, Kelsey	Dir, Station Operations	Effective Communication in the Workplace	Online Class	In Progress	03/08/2021 03:33 PM

Georgia Association of Broadcasters/University of Georgia Career Fair

From: Handshake <handshake@notifications.joinhandshake.com>

Sent: Wednesday, February 3, 2021 2:13 PM

To: Bachorski, Taylor (CMG-Athens) <Taylor.Bachorski@cmg.com>

Subject: [EXTERNAL] Invoice for Cox Media Group Employer: Registration for UGA VIRTUAL College of Journalism and Mass Communication Career Day 2021 at University of Georgia

Handshake

Your invoice has arrived!



Hello Taylor,

Invoice #11744 for Cox Media Group:

Your invoice has arrived! University of Georgia has invoiced you for your '[UGA VIRTUAL College of Journalism and Mass Communication Career Day 2021](#)'

LeAnn Golob says:

Dear Employer,

Thank you for registering for the UGA VIRTUAL Journalism and Mass Communication Career Day taking place on Wednesday, February 10, 2021. The event will be held online through the virtual Handshake platform from 1 -4 p.m.

Now that your registration is confirmed, please begin creating your schedule of group and 1:1 student meetings for the fair. The earlier your schedule is created, the more time students have to review and sign up for your sessions! You can schedule 30-minute group meetings with room for 50 students each. If you'd like to host larger group meetings during the fair, you'll be able to enter an external video meeting link and host the meeting in the system of your choice.

Registration Date: 02/03/2021

Employer: Cox Media Group

Registrant: Taylor Bachorski

Date Attending:

College of Journalism and Mass Communication Career Day - Wednesday, Feb 10, 1:00 pm - 4:00 pm EST

Please contact the career fair host for any questions:

Name: Whitney Denney

Email Address: whitney.denney@uga.edu

AdPR Connection Fair at University of Georgia

From: Sophie Katherine Levine <Sophie.Levine@uga.edu>
 Sent: Monday, October 25, 2021 5:55 PM
 To: Sabrena Deal <scdeal@uga.edu>; Charlotte Paige Silverman <Charlotte.Silverman@uga.edu>
 Subject: [EXTERNAL] AdPR Connection 2021 - Day of Event Details

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

Hello,

We are so excited for AdPR Connection 2021 to commence tomorrow. Below are more details regarding the schedule, parking, senior mixer protocols, and Career Fair details. As a note, we strongly recommend wearing masks while indoors at AdPR Connection events. Looking forward to seeing you tomorrow!

Schedule:

9:45 am - Check-In Opens (*Location: [College of Journalism Media Garden](#), 120 Hooper Street, Athens*)
10:15 am - 11:00 am - Graduating Student Networking Event aka Senior Mixer (*Location: [College of Journalism Media Garden](#), 120 Hooper Street, Athens*)
11:00 am - 11:30 am - Keynote Address by Brian Easter of Nebo Agency (*Peyton Anderson Forum, Journalism building*)
12 pm - 1 pm Check-In Resumes (*Location - [Tate Student Center Grand Hall](#), 45 Baxter St, Athens*)
1:00 pm - 5:00 pm - Career Fair (*Location - [Tate Student Center Grand Hall](#), 45 Baxter St, Athens*)

Senior Networking Event:

- Chick-fil-A and Coffee from 1000 Faces will be provided.
- We will have tables labeled with topics of interest to our graduating students (see list below). We would ask that you'd pick a topic you would be willing to discuss during the mixer and station yourself at/near that table.
 - Resource recommendations: *Online certificates/Courses to complete to build knowledge and resume*
 - Tips & Tricks: *Working with Clients & Mastering the Interview Process*
 - Internship/ Job Application do's and don'ts: *resumes, reaching out, etc*
 - A typical work day
 - Progressing through the industry: *in-house vs agency, promotions, etc*
 - Mentorship

Career Fair Reminders:

- The career fair will take place on the 5th floor of Tate Grand Hall. Each company will be provided a table and two chairs that you may set up as you please between **12 pm - 1 pm**.
- The career fair attendees have been split into four different 45-minute time slots beginning at 1pm with a 15 minute transition. The first session will be special access for the AdPR Connection Exec team and volunteers
- **Reminder** to bring any promo materials you would like students to collect at the Career Fair.
- Jason's Deli, soft drinks, and water will be provided at our hospitality station
- **Wifi:** "Welcome to UGA", no password required

Our contact information:

- Sophie Levine: (773) 841-6889
- Charlotte Silverman: (781) 690-0930

See you tomorrow!

Sincerely,

Sophie Levine & Charlotte Silverman,
AdPR Connection Student Co-Directors
and the 2021 AdPR Connection Team

From: Mary G Watson <Mary.Watson@uga.edu>
Sent: Wednesday, October 27, 2021 9:00 AM
To: Mary G Watson <Mary.Watson@uga.edu>
Subject: [EXTERNAL] Thank You! - ADPR Connection

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

Good morning,

Thank you for attending ADPR Connection this week! Our students loved getting the chance to talk to you and learn about you and your company. We would love to get your feedback on the event. Please fill out the Google form below at your earliest convenience to let us know about your experience!

<https://forms.gle/zMEHCHj9xGeBaMt9Z>

	<p>2021 AdPR Connection Professional Evaluation</p> <p>Let us know what you think!</p> <p>forms.gle</p>
---	---

Thank you again,
Mary Grace Watson, Registration Chair
Student at the University of Georgia

Internship Program

Organization Details

Company CMG Corporate (BTK)	Department Corp-PS-Talent-TA/TM (BTK510)	Cost Number CORP-People Solution-Talent Acqui (PFC9913011)	Reports to Manager Lang, Steven (00447028)
Country United States	State Georgia	City Athens	ADP Work Location GA-Athens 1010 Tower Pl

Position Details (Do Not Change: ADP Job Code, Pay Rate Type, FLSA, Supervisor Position)

Position Intern (N3099)	ADP Job Code N3099	FLSA Nonexempt	Pay Rate Type Hourly
Supervisor Position No	ADP Worker Category Full time	Position Planning ID ROLEn9999505	Backfill Name New

Posting Details (Do Not Change: Posting Location)

Posting Title Intern	Number of Openings 1	Career Site Job Category (3 max) Entry Level
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Posting Title Intern	Number of Openings 1	Career Site Job Category (3 max) Entry Level
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Job Description and Responsibilities

Are you looking to start an exciting career in Media? Come join our Internship Program at Cox Media Group!

CMG is a well-respected, premium media company with a proud history, a dynamic future and fast-paced environment. We are a start-up built on a 100-year legacy with dominant media brands, award-winning content, and the best-in-class team and culture. Across our markets you will find the creators, authors and voices behind trusted journalism, exciting entertainment, and authentic content. Through an internship at one of our premier 53 top-performing radio stations spanning 11 markets, you can learn, grow, and get hands-on experience alongside best-in-class professionals.

Our CMG Radio team strives every day to inform, connect, entertain, and inspire our audiences through familiar voices, community events, and interactive digital, on-demand and syndicated programming. CMG operates more top 10 rated stations than any other radio station group and we pride ourselves on our diverse, equitable and inclusive workplace where all voices matter, smart work is expected, development is encouraged, career growth is supported, and service to our community is at the heart of who we are.

We are here to support early career talent with our paid internship providing unparalleled hands-on experience, networking, and lasting connections. This is your opportunity to share your voice, combine your passion for radio, learn from the best, and transform our company and your career. Ready to learn, stretch and grow? The future starts with you. Apply today!

POSITION PROFILE

CMG Athens's hands-on internship program is designed to provide early career candidates with the opportunity to engage with top professionals and enhance their media and broadcast knowledge through involvement in several departments within the radio station.

CMG Athens Radio Interns work closely with on-air talent, board operators, and producers to learn how to develop, produce and execute daily radio shows. You will help producers research and write stories for live and pre-recorded shows, create, edit, and post content on social media platforms during the shows. There will also be opportunities to help with promotions of local events. You also have the chance to participate in special projects identified by our radio market leaders.

WHAT YOU WILL DO:

- Shadow various team members within the station to gain a better understanding of programming operations.
- Assist the promotions and activation team with local events.
- Conduct research on show topics and share content online.
- Contact interview sources and guests, as needed.
- Assist with and gather interviews for produced show segments.
- Create engaging content for all platforms, on-air, digital, and social.
- Assist with screening phone calls during live broadcasts.
- Deliver content on tight deadlines and with precision timing.
- Attend regular show planning meetings and support the generation of show ideas.
- Participate in special projects and potentially present insights and/or recommendations to market leaders.

Qualifications

WHAT YOU WILL BRING:

- Undergraduate or recent college graduate.
- Pursuing a degree in the media field of study is a plus (e.g., Broadcast Journalism, Communications, Marketing, or related field).
- Proficient in Microsoft Office Suite (i.e., Outlook, Word, Excel, PowerPoint).
- Excellent verbal and written communication skills.
- Proactive, agile, and can multitask in a fast-paced environment.
- Strong interpersonal skills to effectively build internal and external relationships.
- Strong organizational, planning, and problem-solving skills.
- Able to multi-task in a high-speed environment.
- High work standards and degree of attention to detail.
- Ability to work independently and as part of a team.

From: Mills, Jessica (CMG-Long Island)
Sent: Wednesday, May 25, 2022 6:19 PM
To: [REDACTED]
Subject: Cox Media Group - Athens Radio - Internship - Information Needed

Hi [REDACTED]

I just tried to call you and was going to leave a voicemail, but your mailbox was full.

I was looking to get in touch with you in regards to sending out an offer letter to you for the Intern position with Athens Radio. Congratulations on accepting this position!

From: Click Boarding <noreply@clickboarding.com>
Sent: Tuesday, June 14, 2022 1:04 PM
To: Mills, Jessica (CMG-Long Island) <Jessica.Mills@cmg.com>
Subject: [EXTERNAL] [REDACTED] is Clear to Start

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



[REDACTED] congratulations on joining CMG! You have passed all pre-employment screening and are ready for day one. Please review the attached document for important information and helpful resources. Your manager will also be in touch to discuss any additional day one information.

Steven Lang, remember to initiate your new hire's IT provisioning by submitting a ticket in the CMG Onboarding ServiceNow form [here](#).

If you have any questions, please let your recruiter know.

Sincerely,
CMG Talent Acquisition

Back

Position History

Job Title
N3099 - Intern

Show Changes for

All

Current

Effective Date	Job Title/Status	Home Depart...	Home Cost N...	Worked In Co...	Location	Benefits Eligibility ...	Pay Grade
09/23/2022	N3099 - Intern Terminated	BTK510 - Corp-PS- Talent-TA/TM	PGC991301f	USA - United States	GA103 - GA- Athens 1010 Tower PI	TMP - Temporary	CM2P9 - Corporate Standard P9

History

Effective Date	Job Title/Status	Home Depart...	Home Cost N...	Worked In Co...	Location	Benefits Eligibility ...	Pay Grade
07/05/2022	N3099 - Intern Active	BTK510 - Corp-PS- Talent-TA/TM	PGC991301f	USA - United States	GA103 - GA- Athens 1010 Tower PI	TMP - Temporary	CM2P9 - Corporate Standard P9

Intern for a Day with the University of Georgia

From: Harrelson, Cameron (CMG-Athens) <Cameron.Harrelson@cmg.com>
Sent: Monday, December 6, 2021 10:06 AM
To: de Graaff, Pete (CMG-Athens) <Pete.deGraaff@cmg.com>; Johnston, David (CMG-Athens) <David.Johnston@cmg.com>; Hill, Rowena (CMG-Athens) <Rowena.Hill@cmg.com>; Jeffers, Abby (CMG-Athens) <Abby.Jeffers@cmg.com>; Gresham, Kelsey (CMG-Athens) <Kelsey.Gresham@cmg.com>; Bachorski, Taylor (CMG-Athens) <Taylor.Bachorski@cmg.com>; Harrelson, Cameron (CMG-Athens) <Cameron.Harrelson@cmg.com>; Lang, Steven (CMG-Athens) <Steven.Lang@cmg.com>
Subject: Intern for a Day - December 15th, 2021
Importance: High

Dear Team,

We are excited to host a small group of University of Georgia students on December 15th for an "intern for a day" program. Please find below the schedule for the day:

9:00-9:05: Students arriving, have the interns go around and intro themselves, Kelsey to pop in and say hi and welcome
9:05-9:30: @de Graaff, Pete (CMG-Athens) tour and history of the stations
9:30-9:45: @Johnston, David (CMG-Athens) to discuss his role at CMG and with the Sports community
9:45-10:00: @Bachorski, Taylor (CMG-Athens) and @Harrelson, Cameron (CMG-Athens) – Digital and Account Management
10:00-10:30: @Lang, Steven (CMG-Athens) to discuss production and to do a hands-on recording session with attendees.
10:30-10:40: @Hill, Rowena (CMG-Athens) to discuss traffic
10:40-11:00: @Jeffers, Abby (CMG-Athens) to discuss promotions
11:00-11:20: @Gresham, Kelsey (CMG-Athens) to discuss station management
11:20-12:??: Q&A with Cameron, Taylor, and Kelsey over lunch until they're ready to leave!

ABOVE MENTIONED MANAGERS:

Please put together a slide/mini presentation to share with the interns about who you are, your history/career path with CMG, what you do on a daily basis, etc. Feel free to make this interactive where possible and have fun with it! You can send this slide/information for your slide to me **by EOD Friday.**

Taylor,

Thank you for your quick response. Please review and let me know if this is something your group can do. You have until January 7th to host the students and since you are local, I could probably be flexible on that! As you might already know, the station usually brings in the student group on one day for a station tour and job shadowing. Please reach out with any questions. I can certainly hold off on notifying the students until you make a decision.

Aaron

From: Aaron G Brown
Sent: Thursday, October 7, 2021 2:36 PM
To: Zach.Daniels@cmg.com
Subject: Intern For A Day Placement!

Zach,

The following students have been placed with your organization as Job Shadow Interns for the fall semester 2021.

Thanks so much for being willing to host!

~~██████████~~, Journalism, 2nd year
~~██████████~~, Public Relations, 3rd year

Marketing, 2nd year

Entertainment and Media Studies, 2nd year

A few reminders as students will begin reaching out to you next week.

1. Your Intern(s) will be contacting you in advance to finalize any details. The one day visit can happen between October through January 7th, 2022.
2. Avoid scheduling the date near finals (Dec. 6th – 15th) or during student class times.
3. We encourage you to develop an agenda for your Intern's visit (Virtual or in-person). I've attached a document to help in planning.
4. Your Intern is looking forward to learning as much as possible. When they reach out to you, please discuss with them their interests and how best to customize the shadow experience within your organization. Consider providing sample work projects for the students.

All Interns participate in a mandatory orientation meeting in order to assure adequate performance.

If you have any questions with regard to this program, please do not hesitate to contact me.

Aaron Brown

Career Center | *Student Employment Manager*
Part-time Jobs for Students | *Intern For A Day*
706-583-5475 | agb@uga.edu | hireuga.com



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User Full Name	Position	Training Title	Training Type	Transcript Status	Transcript Registration Date
Arnold, Jerome	On Air Talent	Amplify Minorities and Women	Online Class	Completed	10/13/2022 12:37 PM
Bryant, Timothy	Dir, News	Amplify Minorities and Women	Online Class	Completed	10/21/2022 10:53 AM
Johnston, Carol	Agency Specialist	Amplify Minorities and Women	Online Class	Completed	10/12/2022 05:01 PM
Johnston, David	Dir, Branding & Programmin	Amplify Minorities and Women	Online Class	Completed	10/13/2022 10:11 PM
Lang, Steven	Dir, Production	Amplify Minorities and Women	Online Class	Completed	10/05/2022 01:15 PM
Pedersen, Evan	On Air Talent	Amplify Minorities and Women	Online Class	Completed	09/21/2022 02:48 PM
de Graaff, Peter	Dir, Operations	Amplify Minorities and Women	Online Class	Completed	10/04/2022 03:33 PM
McGinley, Charly	On Air Talent	Amplify Minorities and Women	Online Class	Completed	10/12/2022 08:59 AM
Thomas, Lindsey	Media Consultant	Radio 101	Online Class	Completed	10/13/2022 09:03 AM
Thomas, Lindsey	Media Consultant	Product and Innovation 101	Online Class	Completed	10/13/2022 09:03 AM
Booker, Logan	Local Talk Personality	Amplify Minorities and Women	Online Class	Completed	10/12/2022 12:30 PM
Pfister, Camille	Media Consultant	Amplify Minorities and Women	Online Class	Completed	10/12/2022 10:39 AM
Borte, Jessica	Media Consultant	Amplify Minorities and Women	Online Class	Completed	10/05/2022 01:34 PM
Gauthier, Olivia	On Air Talent - NE	Radio 101	Online Class	Completed	07/05/2022 09:03 AM
Gauthier, Olivia	On Air Talent - NE	Product and Innovation 101	Online Class	Completed	07/05/2022 09:03 AM
Gauthier, Olivia	On Air Talent - NE	Amplify Minorities and Women	Online Class	Completed	10/16/2022 08:30 PM
Harrelson, Cameron	Media Consultant	Amplify Minorities and Women	Online Class	Completed	10/14/2022 09:46 AM
Bartolotta, Haley	Dir, Branding & Programmin	Amplify Minorities and Women	Online Class	Completed	09/28/2022 02:45 PM
Ginn, Jeremy	Dir, Station Operations	Amplify Minorities and Women	Online Class	Completed	09/27/2022 03:03 PM
Smith, Lauren	Digital Media Director	Radio 101	Online Class	Completed	08/08/2022 09:02 AM
Smith, Lauren	Digital Media Director	Product and Innovation 101	Online Class	Completed	08/08/2022 09:02 AM
Smith, Lauren	Digital Media Director	Amplify Minorities and Women	Online Class	Completed	10/10/2022 09:58 PM
Stafford, Garrett	Business Development Cons	Amplify Minorities and Women	Online Class	Completed	10/14/2022 01:36 PM
Anzilotti, Emily	Activation Specialist	Amplify Minorities and Women	Online Class	Completed	10/14/2022 05:19 PM
Bryant, Malik	On Air Talent - NE	Amplify Minorities and Women	Online Class	Completed	10/20/2022 04:34 PM
Baxter, Hope	On Air Talent - NE	Amplify Minorities and Women	Online Class	Completed	10/21/2022 01:08 PM
Stroud, Christian	Account Manager	Amplify Minorities and Women	Online Class	Completed	10/14/2022 09:01 AM
Cloud, Jaden	Account Manager	Radio 101	Online Class	Completed	10/03/2022 09:06 AM
Cloud, Jaden	Account Manager	Product and Innovation 101	Online Class	Completed	10/03/2022 09:06 AM
Cloud, Jaden	Account Manager	Amplify Minorities and Women	Online Class	Completed	10/14/2022 12:05 AM
Jeffers, Abigail	Mgr. Promotions & Activatio	Amplify Minorities and Women	Online Class	Completed	10/12/2022 04:49 PM
Hart, Caroline	Activation Specialist	Amplify Minorities and Women	Online Class	Completed	10/13/2022 04:12 PM
Fischman, Ainsley	Activation Specialist	Radio 101	Online Class	Completed	09/26/2022 09:13 AM
Fischman, Ainsley	Activation Specialist	Product and Innovation 101	Online Class	Completed	09/26/2022 09:13 AM

(b)(vi) Any pending or resolved complaints involving the Unit filed during the Unit's current license term(s) before any body having competent jurisdiction under federal, state, territorial or local law, alleging unlawful discrimination in the employment practices of the Unit on the basis of race, color, religion, national origin, or sex. For each such complaint, provide: (1) a brief description of the allegations and issues involved; (2) the names of the complainant and other persons involved; (3) the date the complaint was filed; (4) the court or agency before which it is pending or by which it was resolved; (5) the file or case number; and (6) the disposition and date thereof or current status.

None.

(b)(vii) In accordance with section 73.2080(b), during the Unit's current license term(s) (or since acquisition of the Unit (if during that period)), a description of the responsibilities of each level of Unit management responsible for implementing Unit EEO policies and how the Unit has informed employees and job applicants of its EEO policies and program.

CMG Athens Radio has confirmed that the FCC's EEO requirements are an important part of our hiring process. CMG Athens' hiring managers are fully aware of the FCC's and of CMG's EEO policies. They are reminded of those policies throughout the year by CMG literature on the company intranet portal, during Human Resources Business virtual Microsoft Teams meetings, and via training guided by CMG's Legal department. CMG Athens Radio VP/General Manager reinforces all policies by discussing them with our hiring managers in her department head meetings and enforcing our policies as needed with the support of our Human Resources Business Partner. CMG Athens Radio hiring managers are trained using a variety of programs that cover the proper way to recruit and hire candidates into our organization.

All candidates offered employment are provided with CMG's policies, including the EEO policy, at the time of employment acceptance via our onboarding systems. Our onboarding system is hosted by our CMG HR Operations team. All candidates who are onboarding must attest and acknowledge to these policies to include our Code of Ethics, which presents the way we operate our business. The HR team and direct manager then follows up with the newly onboarded hire within the first few days of starting employment to discuss the policies and allow opportunities for questions.

(b)(viii) In accordance with section 73.2080(c)(3), during the Unit's current license term(s)(or since acquisition of the Unit (if during that period)), a description of the Unit's efforts to analyze its EEO recruitment program to ensure that it is effective and to address any problems found as a result of such analysis.

CMG and CMG Athens Radio place a priority on fostering a diverse, equitable and inclusive environment when it comes to identifying and growing talent. Because of this belief, we regularly look for innovative ways to recruit and retain our employees. The following lists ways we actively recruit for top talent.

EEO Recruitment Outreach Notification

CMG has an HR team that partners with all CMG stations on FCC EEO compliance. Here in Athens Radio, we partner with the CMG HR Ops team and our recruiters to ensure that all our positions are posted on CMG's career site and shared with additional EEO recruitment sources. The HR Ops team partners with a variety of online job boards and recruiting sites to post our openings online.

Job/Career Fairs

CMG Athens Radio always looks to participate in local college and community organization job/career fairs. At these events, we personally recruit for current local open positions, as well as look for potential candidates for possible future vacancies. During the past two years, CMG Athens Radio has participated in the Georgia Association of Broadcasters and the AdPR Connection Career Day at the University of Georgia. We continue to look for career events to continue this practice going forward.

Internal Postings

Recruitment from within by promoting or allowing existing employees to further advance their careers is highly encouraged. Our employees know to visit our "CMG Hub" Careers link or visit CMG.jobs.net. We also send emails to staff alerting them of specific job openings. Employee development conversations and career planning takes place during regular on-going performance management meetings with managers throughout the year.

(b)(ix) As required by section 73.2080(c)(4), during the Unit's current license term(s) (or since acquisition of the Unit (if during that period)), a description of the Unit's efforts to analyze periodically its measures taken to examine pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that they provide equal opportunity and do not have a discriminatory effect. If the Unit has one or more union agreements, describe how the Unit cooperates with each union to ensure EEO policies are followed for the Unit's union-member employees and job applicants.

CMG Corporate Human Resource team has a compensation department designed to examine and review compensation across all divisions in and outside the markets. This department determines an appropriate salary range. Our market then takes the determined guidance and reviews internally for equitable treatment. Our market participates in an annual performance management process and proposed merit increase that is submitted by the direct manager according to the performance progress of each employee. The VP/General Manager, Director of Finance and HR Business Partner all review the submitted proposed performance merit increase to ensure equitable and fair treatment.

Internal existing employees (candidates) seeking advancement or promotion to a new job submit their interest through CMG.jobs.net like any other outside candidate. Internal applicants are reviewed and interviewed. The strongest candidate with the best skill sets for the job opening is promoted.

Internal existing candidates that do not receive the promotion are then met with individually for the hiring manager to discuss why they did not receive the promotion. A development plan is then created to help the employee work towards filling the gap to achieve the skill sets needed for future advancement of their career interest. We do not have any union agreements.