TAB B VACANCY DOCUMENTATION (continued)

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS			
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	Ν	0			
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0			
10	Glassdoor-Not directly contacted by SEU	Ν	1			
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0			
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0			
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	Ν	2			

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
15	Indeed.com - Not Directly Contacted by SEU	N	1
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	N	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	Ν	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
37	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: January 2, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req11211$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

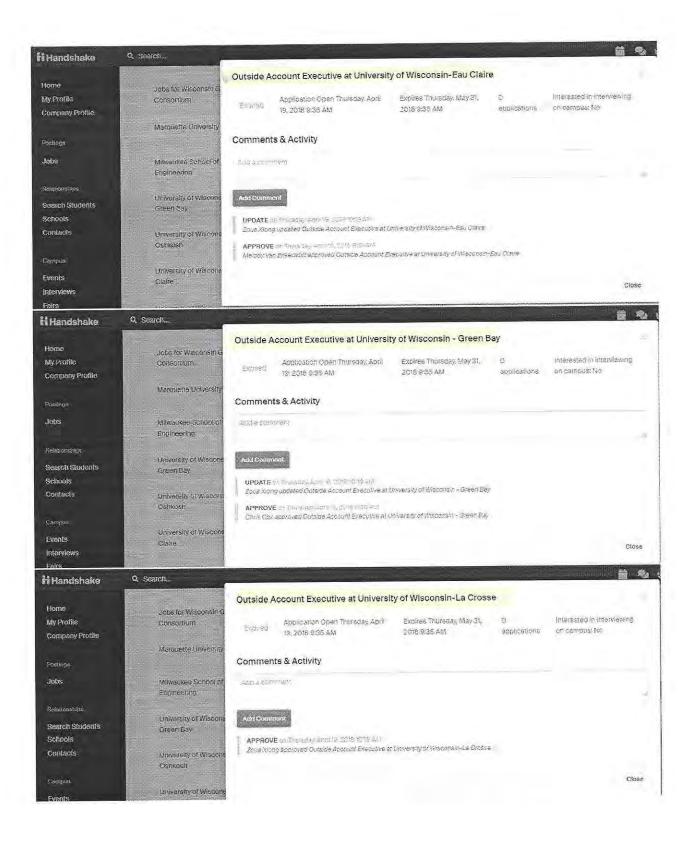
Date: 6/17/2020 Page: 4/4

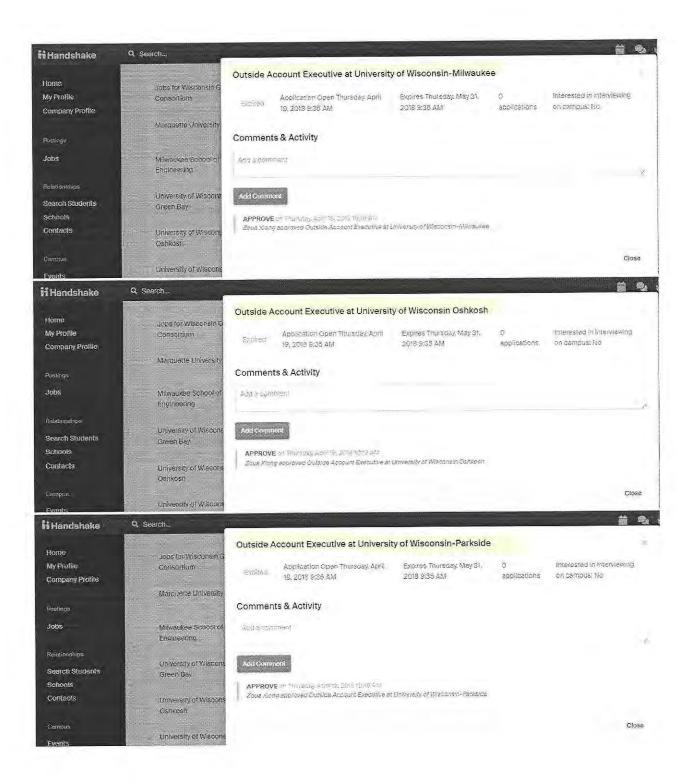
WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

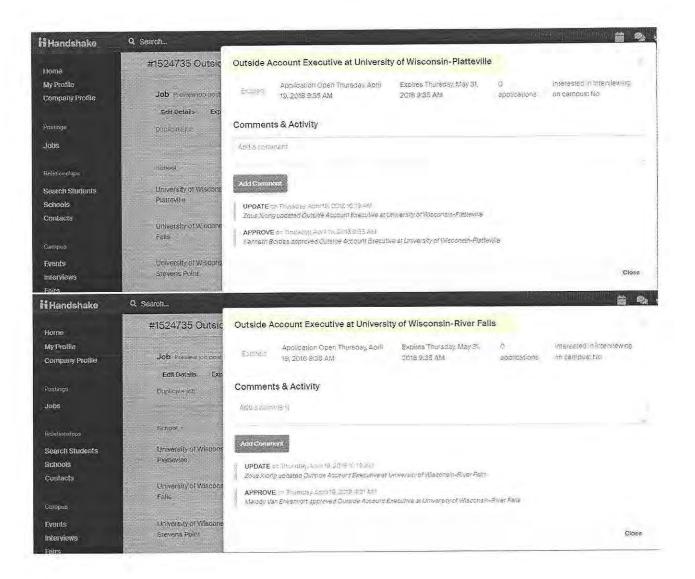
Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

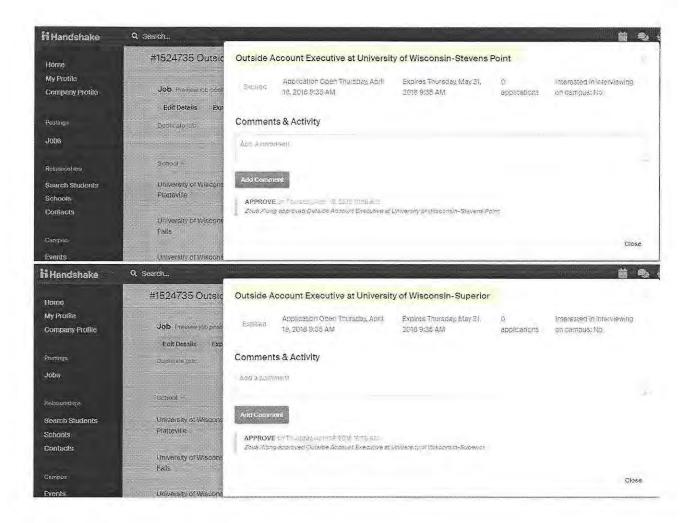
RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 4/18/2018 2:11:08 PM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 4/18/2018 2:11:12 PM
5	Cardinal Stritch University College of Business	
	& Management	
	E-mail: careeropps@stritch.edu	Sent: 4/18/2018 2:11:12 PM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 4/18/2018 2:11:14 PM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 4/18/2018 2:11:12 PM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 4/18/2018 2:11:13 PM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 4/18/2018 2:11:08 PM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 4/18/2018 2:11:13 PM
19	Milwaukee Area Technical College	
	E-mail: jobshop@matc.edu	Sent: 4/18/2018 2:11:13 PM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 4/18/2018 2:11:14 PM
22	National Lesbian & Gay Journalists Association	n
	E-mail: info@nlgja.org	Sent: 4/18/2018 2:11:14 PM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 4/18/2018 2:11:15 PM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 4/18/2018 2:12:52 PM
		C
39	E-mail: veronical@unidosagainstdv.org Wisconsin Broadcasters Association	Sent: 4/18/2018 2:11:05 PM
37	E-mail: mendicott@wi-broadcasters.org	Sent: 4/18/2018 2:11:08 PM
/1		Schi. 4/10/2010 2.11.00 FIVI
41	www.mediagignow.com	C
	E-mail: customerservice@mediagignow.com	Sent: 4/18/2018 2:11:05 PM

Outside Account Executive	iHeartMedia	Alverno College	Full Time	Apr 19, 2018	E.	e	0	the.	X
Outside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Apr 19, 2018	B	6	0	Ł	۲
Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)		Apr 19, 2018	E.	6	0	2	۲











Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Removal Date

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

Job Posting Actual Job Number Removal Date Actual Job

Contact Name

Contact Name

Site Trade Name

Site Trade Name

2305025 05/31/2018 Outside Account Executive WIEDMEYER, MELODY

IHEARTMEDIA INC.

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	Ν	1

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
15	Indeed.com - Not Directly Contacted by SEU	Ν	2
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	Ν	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	N	0
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
27	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu Career Center Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
28	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu/ Career Center Manual Posting	Y	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
37	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	Ν	0

Date: 6/17/2020 **Page:** 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Position: Sales Assistant

Hire Date: September 17, 2018

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Provides support in sales administration, generates sales-related reports , and acts as an extension of the sales team.

Responsibilities

• Provides administrative and/or process support for contract administration, customer service, and order history.

• Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.

• Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.

• Responds to client requests, e.g., spot times.

• Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

• Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

Date: 6/17/2020 **Page:** 2/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

to detail; meets deadlines

• Adapts to shifts in priorities and urgencies

• Proficient in Microsoft Office Suite; familiar with Viero and Sales Force or demonstrates ability to learn new systems quickly

• Assumes responsibility & accountability for assignments and tasks

• Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar

• Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities

• Demonstrates competitive spirit; shows desire to "move up"

Work Experience

- 1-3 years' experience in radio role
- Education
- 4-year college degree

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Sales-Assistant_Req13485

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020

Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Sales Assistant

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 8/16/2018 11:26:10 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 8/16/2018 11:26:15 AM
5	Cardinal Stritch University College of Business	\$
	& Management	Sent: 8/16/2018 11:26:15 AM
(E-mail: careeropps@stritch.edu	Sent: 8/10/2018 11:20:15 AM
6	Carroll College	
_	E-mail: dweber@carrollu.edu	Sent: 8/16/2018 11:26:18 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 8/16/2018 11:26:16 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 8/16/2018 11:26:16 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 8/16/2018 11:26:10 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 8/16/2018 11:26:17 AM
19	Milwaukee Area Technical College	
	E-mail: jobshop@matc.edu	Sent: 8/16/2018 11:26:17 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 8/16/2018 11:26:17 AM
22	National Lesbian & Gay Journalists Associatio	n
	E-mail: info@nlgja.org	Sent: 8/16/2018 11:26:18 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 8/16/2018 11:26:19 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 8/16/2018 11:27:28 AM
39	E-mail: veronical@unidosagainstdv.org Wisconsin Broadcasters Association	Sent: 8/16/2018 11:26:07 AM
39		Sanda 9/16/2019 11-26-10 AM
41	E-mail: mendicott@wi-broadcasters.org	Sent: 8/16/2018 11:26:10 AM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 8/16/2018 11:26:06 AM

purplebriefcase Get Noticed Be Prepared.

welcome, melody wiedmeyer 🎼 | support | sign-out

OMY BRIEFCASE . JOB BOARD

From here you can manage the status of the jobs that you have already posted. All positions submitted are reviewed by the selected org/school for relevance to their talent community before publishing. You can change a job from published to closed, update expired postings, and update when you have successfully hired an applicant! If you have any questions, you can always go to the Help Center, click on the gray 'Help' button in the lower-right of the screen or contact our support team.

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Edgewood College Job Center

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my jobs

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my schools

my help



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Alverno College Edgewood College Job Center

Where Unwersity of Madison-School of Business University of Madison -Education combined website: UNIVERSELSE OF MUSCHMANN-MAD.BON UW Home Student Job Center Office of Student Employment HOME **MY DASHBOARD** LINKS SEARCH JOBS ABOUT US iHeartMedia ID 25872 Back to Employer Home Created 08/01/2017 Add Job 2651 S. Fish Hatchery Address Job History Table Rd., Madison Job ID Title Wisconsin 53711 Posting Status **Created** Date Action 56594 Sales Assistant Newly Submitted Telephone 414-944-5161 08/20/2018 De-activate - Repost/Edit Job Edit this Organization

> If you need accommodations for accessibility, please call our Job Center at 608.262,5627 or stop by our office on the 9th Floor of 333 E Campus Mall. UW Student Job Center 333 East Campus Mall #9701 Madison WI 53715-1382

Contact Us : Students with questions regarding their Federal Work Study Award should call the Office of Student Financial Aid Front Desk at (608) 262-3060. Employers and students with questions regarding specific student job postings should call the Student Job Center Administrative Line at (608) 262-5627. uwstudent.jobcenter@finaid.wisc.edu

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	Sales Assistant at University of Wisconsin-Eau Claire	×
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	Sales Assistant at University of Wisconsin - Green Bay	M
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	Sales Assistant at University of Wisconsin-Stevens Point
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8



Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Removal Date

Contact Name

Site Trade Name

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

Job Posting Actual Job Number Removal Date Actual Job

Contact Name

Site Trade Name

2386447 09/19/2018 Sales Assistant

WIEDMEYER, MELODY

IHEARTMEDIA INC.

Page: 1/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

Page: 2/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
9	Employee Referral	Ν	1
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0

Page: 3/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	Indeed.com - Not Directly Contacted by SEU	N	2
17	LinkedIn-Not directly contacted by SEU	Ν	1
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0

Page: 4/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	Ν	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
27	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu Career Center Manual Posting	Y	0
28	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu/ Career Center Manual Posting	Y	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

Page: 5/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

Page: 6/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
37	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0

Page: 7/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	4

Date: 6/17/2020 **Page:** 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Position: Sales Assistant

Hire Date: January 7, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Provides support in sales administration, generates sales-related reports , and acts as an extension of the sales team.

Responsibilities

• Provides administrative and/or process support for contract administration, customer service, and order history.

• Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.

• Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.

• Responds to client requests, e.g., spot times.

• Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

• Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

Date: 6/17/2020 **Page:** 2/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

to detail; meets deadlines

• Adapts to shifts in priorities and urgencies

• Proficient in Microsoft Office Suite; familiar with Viero and Sales Force or demonstrates ability to learn new systems quickly

• Assumes responsibility & accountability for assignments and tasks

• Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar

• Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities

• Demonstrates competitive spirit; shows desire to "move up"

Work Experience

- 1-3 years' experience in radio role
- Education
- 4-year college degree

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Sales-Assistant_Req13779

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020

Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Sales Assistant

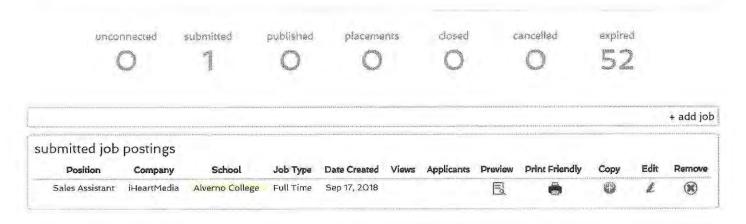
RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 9/14/2018 11:56:29 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 9/14/2018 11:56:35 AM
5	Cardinal Stritch University College of Business	\$
	& Management	Sent: 9/14/2018 11:56:35 AM
(E-mail: careeropps@stritch.edu	Sent: 9/14/2018 11:30:33 AM
6	Carroll College	
_	E-mail: dweber@carrollu.edu	Sent: 9/14/2018 11:56:38 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 9/14/2018 11:56:36 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 9/14/2018 11:56:36 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 9/14/2018 11:56:29 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 9/14/2018 11:56:37 AM
19	Milwaukee Area Technical College	
	E-mail: jobshop@matc.edu	Sent: 9/14/2018 11:56:37 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 9/14/2018 11:56:37 AM
22	National Lesbian & Gay Journalists Associatio	n
	E-mail: info@nlgja.org	Sent: 9/14/2018 11:56:38 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 9/14/2018 11:56:38 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 9/14/2018 11:57:29 AM
	E-mail: veronical@unidosagainstdv.org	Sent: 9/14/2018 11:56:26 AM
39	Wisconsin Broadcasters Association	Sent. 7/14/2010 11:30:20 Alvi
	E-mail: mendicott@wi-broadcasters.org	Sent: 9/14/2018 11:56:28 AM
41	www.mediagignow.com	
**	E-mail: customerservice@mediagignow.com	Sent: 9/14/2018 11:56:25 AM

Alverno College

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MY BRIEFCASE · JOB BOARD

From here you can manage the status of the jobs that you have already posted. All positions submitted are reviewed by the selected org/school for relevance to their talent community before publishing. You can change a job from published to closed, update expired postings, and update when you have successfully hired an applicant! If you have any questions, you can always go to the Help Center, click on the gray 'Help' button in the lower-right of the screen or contact our support team.



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my jobs

add a job

my schools

my help



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Student Job Center

University of Madison -School of Business University of Madicon -Education

combined ste

				iHe	artMedia
This job has been submitted. Y	ou can look at a detailed	view by clicking	on it.	ID	2587
Back to Employer Home				Created	08/01/201
Add Job				Address 2	2651 S. Fish Hatcher
					Rd., Madiso
Job History Table				1	Wisconsin 5371
Job ID Title	Posting Status	Created Date	Action	Telephone	414-944-516
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	s Organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	Organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	Organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	Organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	; Organization
57413 Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job	Edit this	; Organization

UW Student Job Center 333 East Campus Mall #9701 Madison WI 53715-1382 Contact Us : Students with questions regarding their Federal Work Study Award should call the Office of Student Financial Aid Front Desk at (608) 262-3060. Employers and students with questions regarding specific student job postings should call the Student Job Center Administrative Line at (608) 262-5627.

uwstudent.jobcenter@finaid.wisc.edu

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Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Removal Date

Contact Name

Site Trade Name

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

Job Posting Actual Job Number Removal Date Actual Job

Contact Name

Site Trade Name

09/24/2018 Sales Assistant

WIEDMEYER, MELODY

IHEARTMEDIA INC.

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
2	All Access.com 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Phone : 888-888-8888 Url : http://www.allaccess.com Career Services Manual Posting	N	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	Ν	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
16	Internal Transfer/Promotion	N	1
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	Ν	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	N	0
25	Radio Station Websites (navigation link to corporate careers website)2651 S. Fish Hatchery Rd.Madison, Wisconsin 53711Phone : 414-545-8900Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	Ν	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu Career Center Manual Posting	Y	0
28	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu/ Career Center Manual Posting	Y	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Z104 Madison APD/PM Drive Host

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	Ν	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	1

Date: 6/17/2020

Page: 1/5

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Z104 Madison APD/PM Drive Host

Position: Z104 Madison APD/PM Drive Host Hire Date: March 1, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Shadows and supports Program Director in all aspects of radio station's on air experience including: talent, content, tone, programming, production, sound & theme, and online presence.

Responsibilities

• Assists the Director by coordinating with Programming and Sales to plan and execute marketing, promotions, events, and image campaigns.

• Monitors programming activities in conformance with FCC rules and regulations, iHeartMedia policy and applicable federal, state and local laws.

- Informs Program Director of any anomalies or deficiencies that may warrant correction or resolution.
- Coordinates reviews and approvals for commercial and paid programming content.

• Establishes and maintains professional relationships with producers, artists' managers, composers and other industry contacts.

• Assists in preparation and management of department's budget by overseeing expenditures and maintaining invoice records and related documentation.

• Adequately prepares for an air shift with use of creativity, imagination and exercise of independent professional

Date: 6/17/2020 Page: 2/5

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Z104 Madison APD/PM Drive Host

judgment in writing, producing, interviewing, taping or broadcasting of on-air material.

- Ensure logged commercials, promotions and any other programming essential to the stations operation are aired
- Adheres to all company policies and procedures regarding indecency and obscenity.
- Works an approved and previously agreed upon air shift.
- Keeps up-to-date with relevant material appropriate for the station.
- Searches out and shares all possible web content with Program Director and Online Content Director of the given station.
- Participates in regular listening/air check sessions for critique with the Program Director.
- Participates in required station Programming, Promotions, and Sales staff meetings and events.
- Makes regular approved appearances at paid, and non-paid, station events.

• Is an ambassador for radio station when out in public; maintains a positive and approachable attitude when around listeners and clients.

• May work flexible hours and weekends and be on call for possible disasters, breaking news, or acts of nature.

• May monitor record label calls, schedule music, and check social media to ensure music remains consistent with station's brand, and may collaborate with production to provide musical direction and options that meet editorial scope.

Qualifications

Competencies/Skills

- Proficient in Microsoft Office suite and social media platforms
- Knowledge of Diary data analysis, RCS products including GSelector and NexGen, Vox Pro, and Pro Tools

• Extensive knowledge of FCC broadcast rules and regulations; knowledge of federal, state and local contesting rules and regulations

- Knowledge and appreciation of diverse music genres
- Demonstrated ability to be engaging on the air and to work across various formats; is upbeat, informative and entertaining, and can relate to station's audience

• High degree of planning and organizing skills; can multi task and meet specific deadlines in a fast-paced environment

• Flexible, creative, and innovative in using technology to deepen listener relationships

Date: 6/17/2020

Page: 3/5

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Z104 Madison APD/PM Drive Host

• Ability to work independently and collaboratively with others

• Superior oral and written communication skills; excellent grammar; can adjust communications style based on audience needs

Work Experience

- Minimum 3 years' on-air radio experience, promotions and marketing
- Air demo required
- Imaging production experience a plus; samples required

Education

• 4-year college degree in Telecommunications, Marketing or a related field preferred

Certifications

• Valid driver's license

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Date: 6/17/2020 Page: 4/5

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Z104 Madison APD/PM Drive Host

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Z104-Madison-APD-PM-Drive-Host_Req15398

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020

Page: 5/5

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Z104 Madison APD/PM Drive Host

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 12/19/2018 11:29:25 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 12/19/2018 11:29:30 AM
5	Cardinal Stritch University College of Business & Management	
	E-mail: careeropps@stritch.edu	Sent: 12/19/2018 11:29:30 AM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 12/19/2018 11:29:33 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 12/19/2018 11:29:31 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 12/19/2018 11:29:31 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 12/19/2018 11:29:25 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 12/19/2018 11:29:32 AM
19	Milwaukee Area Technical College	
	E-mail: jobshop@matc.edu	Sent: 12/19/2018 11:29:32 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 12/19/2018 11:29:33 AM
22	National Lesbian & Gay Journalists Association	n
	E-mail: info@nlgja.org	Sent: 12/19/2018 11:29:33 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 12/19/2018 11:29:34 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 12/19/2018 11:31:32 AM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 12/19/2018 11:29:24 AM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 12/19/2018 11:29:21 AM

Alverno College Edgewood College Job Center

Position	Company	School	Job Type	Date Created V	iews Applicants	Preview	Print I
APD/PM Drive Host	iHearrMedia	Alverno College	Full Time	Dec 19, 2018		R	
APD/PM Drive Host	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)		Dec 19, 2018 College_ob	Center	R	1
APD/PM Drive Host	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Dec 19, 2018		B	

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Back to Employer Home Add Job

Job History Table

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	APD/PM Drive Host at University of Wisconsin-Eau Claire
	Application Open Wednesday, Expires Friday, January 0 Interested in interviewing December 19, 2016 11:00 AM 18, 2019 11:00 AM applications on campus: No
	Comments & Activity
	Add a comment
	Add Comment
	UPDATE on Wednesday, December 19, 2018 2:08 PM Administrator updated APD/PM Drive Host at University of Wisconsin-Eau Claire
	APPROVE on Wednesday. December 19, 2018 10:50 AM Melody Van Enkenvort approved APD/PM Drive Host at University of Wisconsin-Eau Claire
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12/10 - 22/11 	
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	APD/PM Drive Host at University of Wisconsin - Green Bay Application Open Wednesday, Expires Friday, January 0 Interested in interviewing
	APD/PM Drive Host at University of Wisconsin - Green Bay Expires Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 10 applications Interested in interviewing on campus: No
	APD/PM Drive Host at University of Wisconsin - Green Bay # Expired Application Open Wednesday, December 19, 2013 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 applications Interested in interviewing on campus: No Comments & Activity
	APD/PM Drive Host at University of Wisconsin - Green Bay Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 10 applications Interested in interviewing on campus: No Comments & Activity Add a comment Add a comment
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	APD/PM Drive Host at University of Wisconsin-Milwaukee	×
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	APD/PM Drive Host at University of Wisconsin-Platteville
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	UPDATE on Wednesday, December 19, 2018 2:08 PM Administrator updated APD/PM Drive Host at University of Wisconsin-River Falls
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	Expired Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 epplications Interested in interviewing on campus: No Comments & Activity
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5.1



Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete Search Results: 0 Row(s) found

Awaiting Staff Approval Search Results: 0 Row(s)found

Open Search Results: 0 Row(s)found

Closed, May Reopen Search Results: 1 Row(s) found

Job Posting Number Actual Job Posting Job Posting Title Removal Date

Contact Name

Site Trade Name

Closed, No Reopen Search Results: 18 Row(s) found		
Job Posting Actual Job Posting Job Posti Number Removal Date	ing Title Contact Name	Site Trade Name

2462717 01/18/2019 On-Air Host

WIEDMEYER, MELODY

IHEARTMEDIA INC.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	Ν	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

Page: 2/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	Ν	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
10	Glassdoor-Not directly contacted by SEU	Ν	1
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

Page: 3/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	N	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0

Page: 4/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
27	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu Career Center Manual Posting	Y	0

Page: 5/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
28	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : http://www.jobcenter.wisc.edu/ Career Center Manual Posting	Y	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

Page: 7/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	Ν	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	1

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: January 15, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req15415$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 1/2/2019 12:48:59 PM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 1/2/2019 12:49:04 PM
5	Cardinal Stritch University College of Business	
	& Management E-mail: careeropps@stritch.edu	Sent: 1/2/2019 12:49:04 PM
6		Sent. 1/2/2019 12.49.04 FW
0	Carroll College	G (1/2/2010 12 40 12 DM
_	E-mail: dweber@carrollu.edu	Sent: 1/2/2019 12:49:12 PM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 1/2/2019 12:49:05 PM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 1/2/2019 12:49:08 PM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 1/2/2019 12:48:58 PM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 1/2/2019 12:49:10 PM
19	Milwaukee Area Technical College	
	E-mail: jobshop@matc.edu	Sent: 1/2/2019 12:49:11 PM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 1/2/2019 12:49:12 PM
22	National Lesbian & Gay Journalists Association	n
	E-mail: info@nlgja.org	Sent: 1/2/2019 12:49:12 PM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 1/2/2019 12:49:13 PM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 1/2/2019 12:50:30 PM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 1/2/2019 12:48:58 PM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 1/2/2019 12:48:55 PM

Outside Account Executive	iHeartMedia	Alverno College	Full Time	Jan 4, 2019	2 👁	B	•	Q	l.	00
Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)		Jan 4, 2019 000 Colle	ge Job Cerk		•	0	•	۲
Ourside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Jan 4, 2019	J <u>.</u>	B		0	Ł	۲

madison.JPG (728×317)

University of Mallson School of Business University of Malison-Education Website combined



Office of Student Employment

HOME MY DASHBOARD LINKS SEARCH JOBS ABOUT US

Back to Employer Home Add Job

Job History Table

ob ID Title	Posting Status	Created Date	HUUU
59355 Outside Account Executive	Newly Submitted	01/04/2019	De-activate - Repost/Edit Job

Welcome, Melody Wiedmeyer. Log Off

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anaa	Outside Account Executive at University of Wisconsin-Eau Claire
Profile stypary (eqtile	Application Open Friday, January Expires Friday, February 1. 0 Interested in Interviewing on campus: No 4, 2019 10:20 AM 2018 10:20 AM applications on campus: No
	Comments & Activity
	Add a comment
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work No.4CM	APPROVE on Friday, January 4, 2019/10:09 AM Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Eau Claire
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	Outside Account Executive at University of Wisconsin - Green Bay
v Profile om neny Podyle	Expired Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM 0 Interested in Interviewing on campus: No
	Comments & Activity
	Add a comment
erico Gradia	Add Comment
ebata ort/sti	APPROVE on Friday, January 4, 2019 10:00 AM Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin – Green Bay
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Since -	Outside Account Executive at University of Wisconsin-La Crosse
n Sector Anabani Gratha	Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM 0 Interested in interviewing applications 4, 2019 10:20 AM 2019 10:20 AM applications on campus: No
	Comments & Activity
	Add a comment
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	Outside Account Executive at University of Wisconsin-Milwaukee
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dy Profile Gurgisaly Profile	Application Open Friday, January Expires Friday, February T, 0 Interested in interviewing 4, 2019 10:20 AM 2019 10:20 AM applications on campus: No
	Comments & Activity
	Add a comment
Somen Siteleony	Add Comment
Schords Comboos	APPROVE on Tuesday, January 8, 2019 1:21 PM Olivia Cross approved Outside Account Executive at University of Wisconsin-Milwaukee
246-9 	Close
≺waa Handshake	🔍 Search 👬 🦛 🖓 Favorite Schoold -
and a second	Outside Account Executive at University of Wisconsin Oshkosh
ay Propins Somoury Profile	Expired Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM 0 Interested in interviewing on campus: No
	Comments & Activity
Asiba	Add a comment
	Add Comment
scardt Mininda Selleni Conite is	APPROVE on Thursday, January 10, 2019 1:29 PM Mai Nhia Xiong approved Outside Account Executive at University of Wisconsin Oshkosh
	Close
i Handshake	🔾 Seurch. 🏥 🍓 🥇 Favorite Schecks -
Home	Outside Account Executive at University of Wisconsin-Parkside
	Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM 0 Interested in interviewing applications
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actions Company	APPROVE on Friday, January 4, 2019 11:02 AM Kate Grabowski approved Outside Account Executive at University of Wisconsin-Parkside

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	Outside Account Executive at University of Wisconsin-Platteville
	Application Open Friday, January Expires Friday, February 1, 0 Interested in Interviewing
	Expired 4, 2019 10:20 AM 2019 10:20 AM applications on campus: No
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	APPROVE on Friday, January 4, 2019 2:50 PM Katle Calvert approved Outside Account Executive at University of Wisconsin-Platteville
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i Handshaka	R Search
	Outside Account Executive at University of Wisconsin-River Falls
	Application Open Friday, January Expires Friday, February 1, 4, 2019 10:20 AM 0 Interested in interviewing applications
	Comments & Activity
	Add a comment
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	APPROVE on Friday, January 4, 2019 10:00 AM Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-River Falls
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	Outside Account Executive at University of Wisconsin-Superior
bly Profile Composity Profile	ExpiredApplication Open Friday, January 4, 2019 10:20 AMExpires Friday, February 1, 2019 10:20 AMOInterested in interviewing on campus: No
	Comments & Activity
	Add a comment
	Add Comment
Seatch Students	
Soatch Soldenfe Scheide Clusterie	APPROVE on Friday, January 4, 2019 10:09 AM Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Superior

1.2



Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

🔍 Search Results: 1 Row(s) found

Job Docting	Actual Job				
Job Posting Number	Posting	Job	Posting	Title	
Number	Removal Date				

Page 1

Closed, No Reopen Closed, No Reopen Search Results: 18 Row(s) found Job Posting Number Actual Job Posting Job Posting Title Contact Name Site Trade Name Removal Date

2469928

02/03/2019 Outside Account Executive

WIEDMEYER, MELODY

Contact Name

IHEARTMEDIA INC.

Site Trade Name

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	Ν	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
9	Employee Referral	Ν	1
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
17	LinkedIn-Not directly contacted by SEU	N	1
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	N	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0
25	Radio Station Websites (navigation link to corporate careers website)2651 S. Fish Hatchery Rd.Madison, Wisconsin 53711Phone : 414-545-8900Melody Wiedmeyer Manual Posting	Ν	1
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	Ν	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0

Page: 7/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER REPO	RTING PERIOD:	3

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: April 15, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req15555$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 1/10/2019 9:05:42 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 1/10/2019 9:05:46 AM
5	Cardinal Stritch University College of Business & Management	
	E-mail: careeropps@stritch.edu	Sent: 1/10/2019 9:05:47 AM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 1/10/2019 9:05:49 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 1/10/2019 9:05:47 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 1/10/2019 9:05:47 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 1/10/2019 9:05:42 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 1/10/2019 9:05:47 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 1/10/2019 9:05:48 AM
22	National Lesbian & Gay Journalists Associatio	n
	E-mail: info@nlgja.org	Sent: 1/10/2019 9:05:48 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 1/10/2019 9:05:49 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 1/10/2019 9:06:59 AM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 1/10/2019 9:05:41 AM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 1/10/2019 9:05:38 AM

Outside Account Executive	iHeartMedia	Alverno College	Full Time	Jan 4, 2019 2 👁	B	0	0	l.	8
Outside Account Executive	iHeartMedia	(Wisconsin Private	Full Time	Jan 4, 2019	E	۵	0	k	۲
		Colleges Career Consortium)	Edger	vood College Jo	b Center				
Outside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Jan 4, 2019	E		0	Ł	۲

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Milwauhee Area Technical College

Outside Account Executive

Contact			iHeartM
Melody Wiedmeyer			125 We
12100 W Howard Ave			New York, N
Milwaukee, Wisconsin 5322	28		(212)
mvan@iheartmedia.com			iheartm
Internal Job Code	69439	Posted Date	1/4/2019
Shift	First	Deadline Date	2/4/2019
Job Type	Regular Hire	How To Apply	Apply On-Line
Pay Range	Based on Experience	Job URL	iheartmediacaree
Hours/Week	40	Required Education	HS/GED or equiv
Full Time Openings	1	Preferred Education	Not Specified
Part Time Openings	0	Location	Madison, WI

iHeartMedia

est 55th St NY 10019) 377-7900 media.com

Job ID: 931354

ers.com valent Madison, WI

TECH**CENE€T**™

MISC, JOBS

CONTACT US

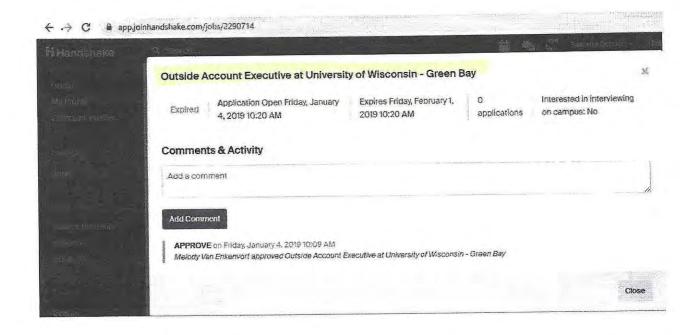
Blackhawk Technical College
Chippewa Valley Technical College
Fox Valley Technical College
Gateway Technical College
Lakeshore Technical College
Madison Area Technical College
Mid-State Technical College
Milwaukee Area Technical College
Moraine Park Technical College
Nicolet Area Technical College
Northcentral Technical College
Northeast Wisconsin Technical

College

	Outside A	ccount Executive at Universit	y of Wisconsin-Eau Clair	9	
anites Paran Palicas	Expired	Application Open Friday, January 4, 2019 10:20 AM	Expires Friday, February 1, 2019 10:20 AM	0 applications	Interested in interviewing on campus: No
	Comment	s & Activity			
	Add a com	ntent			
	Add Comm	ent			
e a cui an à. Ma	APPROVE	on Fridey, January 4, 2019 10:09 AM	eoutive at University of Wisconsin-		

1.4

	Outside A	Account Executive at Universit	ty of Wisconsin-La Crosse		
ilit. Listika dist	Expired	Application Open Friday, January 4, 2019 10:20 AM	Expires Friday, February 1, 2019 10:20 AM	0 applications	Interested in interviewin on campus: No
	Commen	ts & Activity			1000 (1000) (100
	Add a con	NINGIN			
	Add Com				
a Mindodia	APPROV	E on Friday, January 4, 2019 (205 PM			
Abra	MicKayle	Haldorson approved Outside Account Exe	cutive at University of Wecconsm-Let	Crosse	



1.1

i Hjanaishake	Outside Account Executive at University of Wisconsin Oshkosh	n in the second s
	Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM 0 applications	Interested in Interviewing on campus: No
	Comments & Activity Add a comment	
	Add Commont	
	APPROVE on Thursday, January 10, 2019 1:29 PM Mai Nhia Xiong approved Outside Account Executive at University of Wisconsin Oshkosh	
	and and a second se	Close

	Outside A	ccount Executive at Universit	y of Wisconsin-Milwauke	96	
Wy Prálika Ganapasie Příkily	Expired	Application Open Friday, January 4, 2019 10:20 AM	Expires Friday, February 1, 2019 10:20 AM	0 applications	Interested in Interviewing on campus: No
	Comment	s & Activity			where the product of the second seco
	Add a come			Internet in the second second second	
	Add Comm				
selpois Galaces	APPROVE Oilvia Cros	Eon Tuesday, January 8, 2019 1:23 PM Is approved Outside Account Executive a	t University of Wisconsin-Milwauke	e	

	Outside Account Executive at University	of Wisconsin-Parkside		
i Preni de Anaporte Predition - 5	Expired Application Open Friday, January 4, 2019 10:20 AM	Expires Friday, February 1, 2019 10:20 AM	0 applications	Interested in Interviewing on campus: No
	Comments & Activity			anna ann an ann 16 a tha danna ann an an ann ann ann ann ann an
	Add a comment			
	Add Corranent			
	APPROVE on Friday, January 4, 2019 11:02 AM			
	Kate Grabowski approved Outside Account Executiva	e at University of Wisconsin-Parksi	10	

	Outside Account Executive at University of Wisconsin-Platteville
	Application Open Friday, January Expires Friday, February 1, 2019 10:20 AM O Interested in interviewing applications Interested in interviewing 0.019 10:20 AM 0.019 10:20 AM 0.010 applications
	Comments & Activity
	Add a comment
	Add Comment
Baladin della. N Mus-	APPROVE on Friday, January 4, 2019 2:50 PM
soloonig al. Na s	Katie Calvert approved Outside Account Executive at University of Wisconsin-Platteville

Add a comment	
Add a comment	
Add Comment	
APPROVE on Friday, January 4, 2019 10:09 AM Melody Ven Enkenvort approved Outside Account Executive at University of W	lisconsin-River Falls

Outside A	ccount Executive at Universit	y of Wisconsin-Superior			X
Expired	Application Open Friday, January 4, 2019 10:20 AM	Expires Friday, February 1, 2019 10:20 AM	0 applications	Interested in Interviewing on campus: No	- And a second
Commen	ts & Activity				
Add a com	ment				
Add Comm	201			0	
	E on Friday, January 4, 2019 10:09 AM				
Melody Va	n Enkenvort approved Outskie Account E	recutive at University of Wisconsin-S	Superior		

1



Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Docting	Actual Job			
Job Posting Number	Posting	Job	Posting Title	
Number	Removal Date			

Page 1

Closed, No Reopen

Search Results: 18 Row(s) found

Job Posting Number Removal Date

Contact Name

Contact Name

Site Trade Name

Site Trade Name

2503028

03/29/2019 Outside Account Executive

WIEDMEYER, MELODY

IHEARTMEDIA INC.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	Ν	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	Ν	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	N	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0

Page: 4/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

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22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
23	Non-Employee Referral	Ν	1
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	N	0
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

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Outside Account Executive (B2B Marketing)

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31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0

Page: 6/7

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

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Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 41 Phone : 336-553-0620 Vrl : http://www.mediagignow.com Email : customerservice@mediagignow.com MadiaGigNow.com	RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
mediaOignow.com	41	300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com	N	0

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: April 15, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

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- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req16249$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 2/27/2019 10:08:07 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 2/27/2019 10:08:11 AM
5	Cardinal Stritch University College of Business & Management	
	E-mail: careeropps@stritch.edu	Sent: 2/27/2019 10:08:12 AM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 2/27/2019 10:08:14 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 2/27/2019 10:08:12 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 2/27/2019 10:08:12 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 2/27/2019 10:08:06 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 2/27/2019 10:08:13 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 2/27/2019 10:08:13 AM
22	National Lesbian & Gay Journalists Association	n
	E-mail: info@nlgja.org	Sent: 2/27/2019 10:08:14 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 2/27/2019 10:08:14 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 2/27/2019 10:10:02 AM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 2/27/2019 10:08:06 AM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 2/27/2019 10:08:03 AM

Position	Company	School	Job Type	Date Created	Views	Applicants
Account Executive	iHeartMedia	Alverno College	Full Time	Feb 27, 2019		
Account Executive	iHeartMedia	WIPCCC (Wisconsin Private	Full Time	Feb 27, 2019		
		Colleges Career Consortium)	Edgewoor	D College C	Joble	nter

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Milwauher Avea Technical College

Outside Account Executive

Contact

Melody Wiedmeyer 12100 W Howard Ave Milwaukee, Wisconsin 53228 <u>mvan@iheartmedia.com</u>

> Internal Job Code 70905 Shift First Job Type Regula Pay Range Based Hours/Week 40

Full Time Openings Part Time Openings

First Regular Hire Based on Experience 40 1 Posted Date Deadline Date How To Apply Job URL Required Education Preferred Education Location New York, NY 10019 (212) 377-7900 iheartmedia.com

iHeartMedia

2/27/2019 3/31/2019 Apply On-Line <u>iheartmediacareers.com</u> HS/GED or equivalent Not Specified Madison, WI

Job ID: 938740

125 West 55th St

WISCONSIN TECH**CENNEET**

MISC. JOBS EVENTS

ABOUT CONTACT US

Blackhawk Technical College
Chippewa Valley Technical College
Fox Valley Technical College
Gateway Technical College
Lakeshore Technical College
Madison Area Technical College
Mid-State Technical College
Milwaukee Area Technical College
Moraine Park Technical College
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	Outside Account Executive at University of Wisconsin-Milwaukee
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	APPROVE on Tuesday, March 5, 2019 9:04 AM Olivia Cross approved Outside Account Executive at University of Wisconsin-Milwaukee
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Filandshake	Q. Searce . 👘 🦓 👘 Frankla Schools-
	Outside Account Executive at University of Wisconsin Oshkosh
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	Outside Account Executive at University of Wisconsin-Parkside
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	APPROVE on Thursday, February 28, 2019 11:48 AM Linda Bevec approved Outside Account Executive at University of Wisconsin-Parkside
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Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Removal Date

Contact Name

Site Trade Name

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

03/29/2019

Job Posting Actual Job Posting Job Posting Title Removal Date

Contact Name

Site Trade Name

2503028

Outside Account Executive

WIEDMEYER, MELODY

IHEARTMEDIA INC.

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
2	All Access.com 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Phone : 888-888-8888 Url : http://www.allaccess.com Career Services Manual Posting	N	1
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	Ν	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	Ν	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	Ν	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : http://www.purplebriefcase.com/ Student Job Center Manual Posting	Ν	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	Ν	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0
25	Radio Station Websites (navigation link to corporate careers website)2651 S. Fish Hatchery Rd.Madison, Wisconsin 53711Phone : 414-545-8900Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	Ν	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Promotions Director and On-Air Personality

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n/a	adison, Wisconsin 53704 none : 888-258-9966 rl : http://www.wisconsinjobcenter.org a n/a anual Posting	Y	0
41 300 Chi Url Em	ww.mediagignow.com 00 South Riverside Plaza Suite 800 nicago, Illinois 60606 none : 336-553-0620 rl : http://www.mediagignow.com nail : customerservice@mediagignow.com ediaGigNow.com	N	0

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Promotions Director and On-Air Personality

Position: Promotions Director and On-Air Personality Hire Date: May 6, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Responsibilities

• Coordinates and attends client meetings with sellers and sales managers as needed to plan events and event logistics.

• Collaborates with multiple departments to create and execute promotions such as remotes, events, van hits and other street team activities from start to finish.

Qualifications and Responsibilities

• Coordinates and attends client meetings with sellers and sales managers as needed to plan events and event logistics.

• Collaborates with multiple departments to create and execute promotions such as remotes, events, van hits and other street team activities from start to finish.

• Drives promotional vehicles.

• Performs basic office administrative functions and updates station web site.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Promotions Director and On-Air Personality

- Conducts on-site promotions, and handles clients and listeners.
- Sets up and runs audio and other types of equipment; hangs banners and other staging elements.
- Records events (i.e. photos, videos, audio and social media measures for station promotions).
- Sets up, breaks down and transports promotional event equipment as required.
- Prepares contest rules, waivers, and release forms for on air, digital, social media and other contests.
- Supervises prize inventory and in-studio prize sheets as well as awarding of prizes at events.
- May coordinate and oversee on-site appearances, remotes and events.
- May be responsible for all winner prize fulfillment and release forms.
- Advanced skills in Microsoft Office, Photoshop and social media platforms
- Excellent organizational skills; ability to prioritize and effectively manage time
- High work standards and degree of attention to detail
- Problem solving and decision making
- Project management from start to finish; assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; demonstrates effective business writing skills; shows excellent grasp of grammar
- Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities
- Excellent driving record
- Physical ability to stand for multiple hours and lift or move 40-pound objects

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Promotions Director and On-Air Personality

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Promotions-Director-and-On-Air-Personality_Req16726

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020

Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Promotions Director and On-Air Personality

RS Number	Recruiting Source	Date and Time		
1	All About Country			
	E-mail: webmaster@allaboutcountry.com	Sent: 4/5/2019 4:47:26 PM		
4	Beloit College Field & Career Services			
	E-mail: facs@beloit.edu	Sent: 4/5/2019 4:47:30 PM		
5	Cardinal Stritch University College of Business & Management			
	E-mail: careeropps@stritch.edu	Sent: 4/5/2019 4:47:31 PM		
6	Carroll College			
	E-mail: dweber@carrollu.edu	Sent: 4/5/2019 4:47:33 PM		
7	Chippewa Valley Technical College			
	E-mail: employment_services@cvtc.edu	Sent: 4/5/2019 4:47:31 PM		
11	Goodwill Industries			
	E-mail: lisa.norman@goodwillsew.com	Sent: 4/5/2019 4:47:31 PM		
14	Illinois Center for Broadcasting			
	E-mail: cjackson@beonair.com	Sent: 4/5/2019 4:47:25 PM		
18	Media Recruiter			
	E-mail: art@mediarecruiter.com	Sent: 4/5/2019 4:47:32 PM		
21	Mount Mary College Advising and Career Development Center			
	E-mail: julinc@mtmary.edu	Sent: 4/5/2019 4:47:32 PM		
22	National Lesbian & Gay Journalists Association			
	E-mail: info@nlgja.org	Sent: 4/5/2019 4:47:33 PM		
24	Radio 1 Broadcast School			
	E-mail: director@radio1school.com	Sent: 4/5/2019 4:47:34 PM		
26	UNIDOS Against Domestic Violence			
	Fax: 1-608-255-2975	Sent: 4/5/2019 4:49:01 PM		
39	Wisconsin Broadcasters Association			
	E-mail: mendicott@wi-broadcasters.org	Sent: 4/5/2019 4:47:25 PM		
41	www.mediagignow.com			
	E-mail: customerservice@mediagignow.com	Sent: 4/5/2019 4:47:22 PM		

PLIPEORIE Get Noticed. Be Prepared.

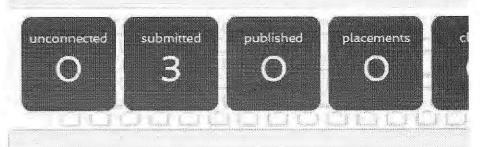
welcome, me

my	briefcase
1	company profile
47	campus interview
Ŷ	my jobs
Ø	add a job
44	job applicants
*	my schools
*****	powerconnect
đð	students
[<u>23</u>]	my events

2.0

UMY BRIEFCASE + JOB BOARD

From here you can manage the status of the jobs that you have already posted. All posi org/school for relevance to their talent community before publishing. You can change a postings, and update when you have successfully hired an applicant! If you have any qu click on the gray 'Help' button in the lower-right of the screen or contact our support te



	Position	Company	School	Job Type Date Created Views Applica
	Promotions Director & On-Air Personality	iHeartMedia	Alverno College	Full Time Apr 9, 2019
onnect with 00,000's of Qualified Candidates	Promotions Director & On-Air Personality	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time Apr 9, 2019 Edge Wood College Job Cen
ationwide!	Promotions Director & On-Air Personality	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time Apr 9, 2019



Milwaerker Area Technical Colleep

Job ID: 944774

Promotions Director & On-Air Personality

Contact

Melody Wiedmeyer 12100 W Howard Ave Milwaukee, Wisconsin 53228 <u>mvan@iheartmedia.com</u>

> Internal Job Code 7 Shift F Job Type F Pay Range E Hours/Week 4 Full Time Openings 1 Part Time Openings 0

72129 First Regular Hire Based on Experience 40 1 0 Posted Date Deadline Date How To Apply Job URL Required Education Preferred Education

Location

4/9/2019 4/30/2019 Apply On-Line <u>iheartmediacareers.com</u> Job Related Coursework/Certificate Job Related Coursework/Certificate Madison. WI

iHeartMedia

125 West 55th St

(212) 377-7900

iheartmedia.com

New York, NY 10019

TECHCEMEET

MISC. JOBS

Blackhawk Technical College
Chippewa Valley Technical College
Fox Valley Technical College
Gateway Technical College
Lakeshore Technical College
Madison Area Technical College
Mid-State Technical College
Milwaukee Area Technical College
Moraine Park Technical College
Nicolet Area Technical College
Northcentral Technical College

Northeast Wisconsin Technical College

ii Handshako	Q Search 🔐 🖏 🐉 Pavore Schools - S
110/012	Promotions Director & On-Air Personality at University of Wisconsin-Eau Claire
- Rey Profile Company Profile	Application Open Tuesday, April Expires Tuesday, April 30, 2019 9:20 AM 0 Interested in Interviewing applications 0, 2019 9:20 AM 2019 9:20 AM applications on campus: No
n Sangaran	Comments & Activity
Jews	Add a comment
al a 195 Subst h Substa	Add Comment
Baharia Danieste	APPROVE on Tueeday, April 9, 2019 9:21 AM Melody Van Enkenvort approved Promotions Director & On-Air Personality at University of Wisconsin-Eau Claire
a wear a star	Close
- Dene Miliandahake	Q. Nearch.
Hame	Promotions Director & On-Air Personality at University of Wisconsin - Green Bay
rano Mis kolita Company tonina	Expired Application Open Tuesday, April Expires Tuesday, April 30, O Interested in interviewing 9, 2019 9:20 AM 2019 9:20 AM applications on campus: No
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ille scolo Gradoria	APPROVE on Tuesday, April 9, 2019 9:21 AM Melody Van Enkenvort approved Promotions Director & On-Air Personality at University of Wisconsin - Green Bay
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Thereit	Promotions Director & On-Air Personality at University of Wisconsin-La Crosse
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- Litter	Add a comment
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Source Succession Sources	APPROVE on Wednesday, April 10, 2019 2:53 PM
Centerpo	McKayia Haldorson approved Promotions Director & On-Air Personality at University of Wisconsin-La Crosse

Dome	Promotions Director & On-Air Personality at University of Wisconsin-Milwaukee
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t der and ter ange	Comments & Activity
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Settoods Consucts	APPROVE on Tuesday, April 9, 2019 12:14 PM Olivia Cross approved Promotions Director & On-Air Personality at University of Wisconsin-Milwaukee
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inina ana ana ana ana ana ana ana ana an	Promotions Director & On-Air Personality at University of Wisconsin Oshkosh
og Profilo Chastanty Profile	Expired Application Open Tuesday, April Expires Tuesday, April 30, 2019 9:20 AM 0 Interested in interviewing applications 9, 2019 9:20 AM 2019 9:20 AM applications on campus: No
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i e staan Sparch Statietif Schools Castaets	Add Comment APPROVE on Tuesday, April 9, 2019 12:09 PM Styanna Brickson approved Promotions Director & On-Air Personality at University of Wisconsin Oshkosh
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i Handshake	Q Search . The search is a search of the sea
an dia series Marte	Promotions Director & On-Air Personality at University of Wisconsin-Parkside
Sig Postie Company Paolite	Expired Application Open Tuesday, April Expires Tuesday, April 30, 2019 9:20 AM 0 Interested in interviewing on campus: No
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Grand Databanda	Add Comment
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1 - 5

	Promotions Director & On-Air Personality at University of Wisconsin-Platteville
	Tomotorio Director d Oli-Alt Personanty at Oniversity of Wisconsin-Plattevine
	Application Open Tuesday, April Expires Tuesday, April 30, 2019 9:20 AM 0 Interested in interviewing on campus: No
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	Promotions Director & On-Air Personality at University of Wisconsin-River Falls
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	Promotions Director & On-Air Personality at University of Wisconsin-Superior
Hosp Metroin Coulosis Piedla	Application Open Tuesday, April Expires Tuesday, April 30, 2019 9:20 AM O Interested in interviewing on campus: No
	Comments & Activity
4718	Add a comment
14 ha Sengati Anegarta	Add a comment Add Comment

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Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Removal Date

Contact Name

Site Trade Name

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

Job Posting Actual Job Posting Job Posting Title Removal Date

Contact Name

Site Trade Name

2528884	04/30/2019	Promotions Director & On-Air	WIEDMEYER, MELODY	IHEARTMEDIA INC.
		Personality		

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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU Date of hire: 5/28/2019

RS Number	RS Information ¹	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

¹See also recent sales outreach for the Outside Account Executive position filled April 15, 2019.

Page: 2/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU Date of hire: 5/28/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	N	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
15	Indeed.com - Not Directly Contacted by SEU	N	1

Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU Date of hire: 5/28/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	N	0
19	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : http://www.matc.edu Jenny Thomas Manual Posting	Y	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	N	0

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU Date of hire: 5/28/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Radio Station Websites (navigation link to corporate careers website)2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	N	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	1
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	Ν	0

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: May 28, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req17214$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 5/1/2019 4:16:22 PM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 5/1/2019 4:16:27 PM
5	Cardinal Stritch University College of Business & Management	
	E-mail: careeropps@stritch.edu	Sent: 5/1/2019 4:16:28 PM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 5/1/2019 4:16:30 PM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 5/1/2019 4:16:28 PM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 5/1/2019 4:16:28 PM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 5/1/2019 4:16:22 PM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 5/1/2019 4:16:29 PM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 5/1/2019 4:16:29 PM
22	National Lesbian & Gay Journalists Association	n
	E-mail: info@nlgja.org	Sent: 5/1/2019 4:16:30 PM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 5/1/2019 4:16:30 PM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 5/1/2019 4:18:03 PM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 5/1/2019 4:16:22 PM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 5/1/2019 4:16:18 PM

	it to a set of the	Aborno	Full Time	Apr 24,	R	Å	6	l.	8
Account Executive	iHeartmeoia	Alverno College	P Git T Mile	2019		1			

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Milwauhee Area Technical College

Job ID: 947310

Outside Account Executive

Contact			iHeartMedia 125 West 55th St
Melody Wiedmeyer			New York, NY 10019
12100 W Howard Ave			(212) 377-7900
Milwaukee, Wisconsin 5322 mvan@iheartmedia.com	8		iheartmedia.com
Internal Job Code	70905	Posted Date	4/24/2019
Shift	First	Deadline Date	5/24/2019
Job Type	Regular Hire	How To Apply	Apply On-Line
Pay Range	Based on Experience	Job URL	iheartmediacareers.com
Hours/Week	40	Required Education	HS/GED or equivalent
Full Time Openings	1	Preferred Education	Not Specified
Part Time Openings	0	Location	Madison, WI

TECHCENNEET

MISC. JOBS

CONTACT US

ABOUT

Blackhawk Technical CollegeChippewa Valley Technical CollegeFox Valley Technical CollegeGateway Technical CollegeLakeshore Technical CollegeMadison Area Technical CollegeMid-State Technical CollegeMilwaukee Area Technical College

Moraine Park Technical College

Nicolet Area Technical College

Northcentral Technical College

Northeast Wisconsin Technical College



Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete
Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting	Actual Job			
Job Posting	Posting	Job	Posting	Title
Number	Removal Date			
	Removal Date			

Page 1

Closed, No Reopen		
Job Posting Actual Job Posting Job Posting Title Number Removal Date	Contact Name	Site Trade Name

2538470 05/24/2019

Outside Account Executive

WIEDMEYER, MELODY

Contact Name

IHEARTMEDIA INC.

Site Trade Name

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU Date of hire: 7/8/2019 Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU Date of hire: 8/19/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS ¹
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : https://app.joinhandshake.com/login Sandy Pikulik Manual Posting	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0

¹ Multiple hires overlapping the 7/31/19 reporting deadline were made from this pool of interviewees. As a result, the total is included in both this reporting period and the one immediately following it.

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	Ν	0
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
17	LinkedIn-Not directly contacted by SEU	Ν	2
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	Ν	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Y	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	Ν	0

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	N	0
25	Radio Station Websites (navigation link to corporate careers website)2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	Ν	0
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

Vacancy Data Form

Sales Assistant

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

Vacancy Data Form

Sales Assistant

38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services	Y	
	Manual Posting	-	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual Posting	Y	0
41	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0

Date: 6/17/2020 **Page:** 1/8

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Position: Sales Assistant

Hire Date: July 8, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Provides support in sales administration, generates sales-related reports , and acts as an extension of the sales team.

Responsibilities

• Provides administrative and/or process support for contract administration, customer service, and order history.

• Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.

• Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.

• Responds to client requests, e.g., spot times.

• Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

• Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

Date: 6/17/2020 Page: 2/8

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

to detail; meets deadlines

• Adapts to shifts in priorities and urgencies

• Proficient in Microsoft Office Suite; familiar with Viero and Sales Force or demonstrates ability to learn new systems quickly

• Assumes responsibility & accountability for assignments and tasks

• Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar

• Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities

• Demonstrates competitive spirit; shows desire to "move up"

Work Experience

- 1-3 years' experience in radio role
- Education
- 4-year college degree

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Date: 6/17/2020 Page: 3/8

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Sales Assistant

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Sales-Assistant_Req17935

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/8

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Sales Assistant

RS Number	Recruiting Source	Date and Time
1	All About Country	
	E-mail: webmaster@allaboutcountry.com	Sent: 6/12/2019 10:36:13 AM
4	Beloit College Field & Career Services	
	E-mail: facs@beloit.edu	Sent: 6/12/2019 10:36:18 AM
5	Cardinal Stritch University College of Business & Management	
	E-mail: careeropps@stritch.edu	Sent: 6/12/2019 10:36:18 AM
6	Carroll College	
	E-mail: dweber@carrollu.edu	Sent: 6/12/2019 10:36:21 AM
7	Chippewa Valley Technical College	
	E-mail: employment_services@cvtc.edu	Sent: 6/12/2019 10:36:19 AM
11	Goodwill Industries	
	E-mail: lisa.norman@goodwillsew.com	Sent: 6/12/2019 10:36:19 AM
14	Illinois Center for Broadcasting	
	E-mail: cjackson@beonair.com	Sent: 6/12/2019 10:36:13 AM
18	Media Recruiter	
	E-mail: art@mediarecruiter.com	Sent: 6/12/2019 10:36:20 AM
21	Mount Mary College Advising and Career Development Center	
	E-mail: julinc@mtmary.edu	Sent: 6/12/2019 10:36:20 AM
22	National Lesbian & Gay Journalists Associatio	n
	E-mail: info@nlgja.org	Sent: 6/12/2019 10:36:21 AM
24	Radio 1 Broadcast School	
	E-mail: director@radio1school.com	Sent: 6/12/2019 10:36:21 AM
26	UNIDOS Against Domestic Violence	
	Fax: 1-608-255-2975	Sent: 6/12/2019 10:37:24 AM
39	Wisconsin Broadcasters Association	
	E-mail: mendicott@wi-broadcasters.org	Sent: 6/12/2019 10:36:13 AM
41	www.mediagignow.com	
	E-mail: customerservice@mediagignow.com	Sent: 6/12/2019 10:36:09 AM

PLIPLED (EFCOSE Get Noticed. Be Prepared.

welcome, melody wiedmeyer 🏁 | support | sign-out

MY BRIEFCASE - JOB BOARD

From here you can manage the status of the jobs that you have already posted. All positions submitted are reviewed by the selected org/school for relevance to their talent community before publishing. You can change a job from published to closed, update expired postings, and update when you have successfully hired an applicant! If you have any questions, you can always go to the Help Center, click on the gray 'Help' button in the lower-right of the screen or contact our support team.

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terms of service | contact

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Home	Sales Assistant at University of Wisconsin-Eau Claire
Advibitation Company Profile	Expired Application Open Wednesday, June 12, 2019 10:20 AM Expires Sunday, June 30, 2019 10:20 AM 0 Interested in interviewing applications
це. П	Comments & Activity
u ⁱ đầy:	Add a comment
	Add Comment
ficheola Cordogio	APPROVE on Wednesday, June 12, 2019 10:29 AM Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Eau Claire
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i) Handehake	
Mand	Sales Assistant at University of Wisconsin - Green Bay
Ny Fortan Company Prytik	Expired Application Open Wednesday, June 12, 2019 10:20 AM Expires Sunday, June 30, 2019 10:20 AM 0 Interested in interviewing on campus: No
an Apollokya	Comments & Activity
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	Sales Assistant at University of Wisconsin-La Crosse
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for the	Sales Assistant at University of Wisconsin-Milwaukee	×
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Sales Assistant at University of Wiscon	sin-Superior		1
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Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and Closed No Reopen

Incomplete Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Docting	Actual Job			
Job Posting Number	Posting	Job	Posting Title	
Number	Removal Date			

Contact Name

Site Trade Name

Page 1

Closed, No Reopen Search Results: 18 Row(s) found

Job Posting Number Actual Job Posting Job Posting Title Removal Date

Contact Name

Site Trade Name

2567145 07/12/2019 Sales Assistant

WIEDMEYER, MELODY

IHEARTMEDIA INC.

Page: 1/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All About Country *Only positions exclusive to country radio station Texas Url : www.allaboutcountry.com Email : webmaster@allaboutcountry.com John n/a	Y	0
4	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
5	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : https://www.app.joinhandshake.com/login Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : https://www.app.joinhandshake.com/login Deb Weber Manual Posting	Y	0
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : http://www.cvtc.edu Email : employment_services@cvtc.edu Kristine Jackson	Ν	0

Page: 2/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : https://app.joinhandshake.com/login K DeWit Manual Posting	Y	0
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : http://www.goodwillsew.com Email : lisa.norman@goodwillsew.com Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	Ν	0
14	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : cjackson@beonair.com Fax : 1-630-916-1764 Carl Jackson	Y	0
17	LinkedIn-Not directly contacted by SEU	Ν	1

Page: 3/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	Ν	0
21	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : https://www.app.joinhandshake.com/login Carol Julin Manual Posting	Ν	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nlgja.org Fax : 1-202-588-1818 Career Services	N	0
24	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : director@radio1school.com Joe Deschler	Ν	0
25	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer Manual Posting	Ν	0

Page: 4/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : http://www.cityofmadison.com/mcc12/cl.html Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : https://www.app.joinhandshake.com/login Career Center Manual Posting	Y	0
30	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : https://www.app.joinhandshake.com/login Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0

Page: 5/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : https://www.app.joinhandshake.com/login Jodi Carlson Manual Posting	Y	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : https://www.app.joinhandshake.com/login Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and CAtlin PO Box 2000 Superior, Wisconsin 54880 Url : https://www.app.joinhandshake.com/login Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : http://www.wi-broadcasters.org/broadcasting-careers Mandy Endicott Manual Posting	Y	0

Page: 6/6

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704Y40Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a Manual PostingY1Manual Postingwww.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606N41Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com0	RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
300 South Riverside Plaza Suite 800 Chicago, Illinois 60606N41Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.comN	40	1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : http://www.wisconsinjobcenter.org n/a n/a	Y	1
	41	300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com	N	0

Date: 6/17/2020

Page: 1/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Position: Outside Account Executive (B2B Marketing) Hire Date: July 29, 2019

This report, generated by Broadcast1Source, verifies that WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

Identifies and develops new business opportunities; keeps and grows existing client relationships; offers solutions that help clients achieve their business goals; closes business; meets set sales target.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.

• Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Adept at prospecting and using effective consultative selling principles and practices
- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

• 2+ years in media/advertising sales is preferred, but not required

Education

• High school diploma, college degree preferred

Date: 6/17/2020 Page: 3/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

Certifications

• None required

Location

Madison, WI: 2651 South Fish Hatchery Road, 53711

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, sex, sexual orientation, gender identity or expression, religion, disability, ethnicity, national origin, marital status, protected veteran status, genetic information, or any other legally protected classification or status.

Our organization participates in E-Verify. Click here to learn about E-Verify.

Current employees and contingent workers click here to apply and search by the Job Posting Title.

Requirements:

Experience:

Additional Information:

Contact:

 $https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req18173$

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Melody Van Enkenvort at melodywiedmeyer@iheartmedia.com

Date: 6/17/2020 Page: 4/4

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Fax and E-mail verification summary report for Outside Account Executive (B2B Marketing)

RS Number	Recruiting Source	Date and Time		
1	All About Country			
	E-mail: webmaster@allaboutcountry.com	Sent: 6/17/2019 12:02:12 PM		
4	Beloit College Field & Career Services			
	E-mail: facs@beloit.edu	Sent: 6/17/2019 12:02:16 PM		
5	Cardinal Stritch University College of Business & Management			
	E-mail: careeropps@stritch.edu	Sent: 6/17/2019 12:02:17 PM		
6	Carroll College			
	E-mail: dweber@carrollu.edu	Sent: 6/17/2019 12:02:19 PM		
7	Chippewa Valley Technical College			
	E-mail: employment_services@cvtc.edu	Sent: 6/17/2019 12:02:17 PM		
11	Goodwill Industries			
	E-mail: lisa.norman@goodwillsew.com	Sent: 6/17/2019 12:02:18 PM		
14	Illinois Center for Broadcasting			
	E-mail: cjackson@beonair.com	Sent: 6/17/2019 12:02:11 PM		
18	Media Recruiter			
	E-mail: art@mediarecruiter.com	Sent: 6/17/2019 12:02:18 PM		
21	Mount Mary College Advising and Career Development Center			
	E-mail: julinc@mtmary.edu	Sent: 6/17/2019 12:02:19 PM		
22	National Lesbian & Gay Journalists Association	1		
	E-mail: info@nlgja.org	Sent: 6/17/2019 12:02:19 PM		
24	Radio 1 Broadcast School			
	E-mail: director@radio1school.com	Sent: 6/17/2019 12:02:20 PM		
26	UNIDOS Against Domestic Violence			
	Fax: 1-608-255-2975	Sent: 6/17/2019 12:04:19 PM		
39	Wisconsin Broadcasters Association			
	E-mail: mendicott@wi-broadcasters.org	Sent: 6/17/2019 12:02:11 PM		
41	www.mediagignow.com			
	E-mail: customerservice@mediagignow.com	Sent: 6/17/2019 12:02:08 PM		

Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin	Full Time Jui	n 17, 2019		B	0	0	L	8
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	Account Executive (B2B Marketing) at University of Wisconsin-Eau Claire
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	Comments & Activity
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	Add Comment
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	Account Executive (B2B Marketing) at University of Wisconsin - Green Bay
(ruple ngleng Provile	ExpiredApplication Open Monday, JuneExpires Wednesday, July 31,0Interested in interviewing17, 2019 12:55 PM2019 12:55 PMapplicationson campus: No
	Comments & Activity
	Add a comment
ana und	Add Comment
	APPROVE on Monday, June 17, 2019 12:59 PM Melody Van Enkenvort approved Account Executive (B2B Marketing) at University of Wisconsin - Green Bay
	Close
iandshake	Q. Soaryan. 👘 🖓 🖓 Encome Schools -
	Account Executive (B2B Marketing) at University of Wisconsin-La Crosse
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ne)	Comments & Activity
	Add a comment
	Add Comment
	APPROVE on Tuesday, June 18, 2019 2:20 PM

	Q Shakita
	Account Executive (B2B Marketing) at University of Wisconsin-Milwaukee
	Application Open Monday, June Expires Wednesday, July 31, 2019 12:55 PM 0 Interested in interviewing applications
	Comments & Activity
	Add a comment
	Add Comment
ntry antry	APPROVE on Monday, June 17. 2019 1:30 PM Olivia Cross approved Account Executive (B2B Marketing) at University of Wisconsin-Milwaukee
	Close
ndehake	Q. Search
	Account Executive (B2B Marketing) at University of Wisconsin Oshkosh
	Expired Application Open Monday, June Expires Wednesday, July 31, 2019 12:55 PM O Interested in interviewing applications 17, 2019 12:55 PM 2019 12:55 PM applications on campus; No
	Comments & Activity
	Add a comment
	Add Comment
	APPROVE on Tuesday, June 18, 2019 10:26 AM Kaitlyn Harbort approved Account Executive (B2B Marketing) at University of Wisconsin Oshkosh
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Job Posting Summary

Select the Job Posting Number to continue.

Profile: CAPSTAR RADIO OPERATING CO

Contact: WIEDMEYER, MELODY

You can download the Job Postings with the Status: Open, Closed May Reopen and **Closed No Reopen**

Incomplete Search Results: 0 Row(s) found

Awaiting Staff Approval

Search Results: 0 Row(s)found

Open

Search Results: 0 Row(s)found

Closed, May Reopen

Search Results: 1 Row(s) found

Job Posting Number Job Posting Title Number Removal Date

Contact Name

Site Trade Name

Page 1

Closed, No Reopen						
Job Posting Number	Actual Job Posting Removal Date		Contact Name	Site Trade Name		
2569703	07/31/2019	Outside Account Executive	WIEDMEYER, MELODY	IHEARTMEDIA INC.		

2569703

Outside Account Executive

WIEDMEYER, MELODY

TAB C RECRUITMENT INITIATIVE DOCUMENTATION

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE RECRUITMENT INITIATIVES FORM

8/1/17 through 7/31/19

(documentation for highlighted activities included herein)

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation (where applicable, include job title(s) of station staff involved in the activity)
1.	Participation in Job Fairs	1-31-18	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented at the Job/Career Fair which was held as part of the WBA's 2018 Winter Conference on Wednesday, January 31, 2018 from 8:30am-10:30am at the Madison Concourse Hotel in Madison, WI. The Vice President of Sales spoke with potential job candidates and referred them to our career site to submit a resume.
2.	Provision of training to management	1-31-18	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by our Vice President of Sales at the EEO Seminar: Avoiding Discrimination of Employment Terminations, which was held as part of the WBA's 2018 Winter Conference on Wednesday, January 31, 2018 from 10:45am-11:45am at the Madison Concourse Hotel in Madison, WI.
3.	Participation in Job Fairs	6-20-18	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented at the Job/Career Fair which was held as part of the WBA's 2018 Summer Conference on Wednesday, June 20, 2018 from 1:00pm-3:30pm at the Hilton Milwaukee City Center, Milwaukee, WI. The Market President spoke with potential job candidates and referred them to our career site to submit a resume.
4.	Provision of training to management	6-20-18	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the Market President at the EEO Seminar: Bring Your Bias - Recognizing Overcoming Unconscious Decision-Making, which was held as part of the WBA's 2018 Summer Conference on Wednesday, June 20, 2018 from 3:30pm at the Hilton Milwaukee City Center, Milwaukee, WI.
5.	Provision of training to management	1-30-19	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the Market President at the EEO Seminar: Effective Strategies to Address Legal Issues and Prevent Unlawful Discrimination During the Employment Relationship, which was held as part of the WBA's 2019 Winter Conference on Wednesday, January 30, 2019 from 10:45am-11:45am at the Madison Concourse Hotel, Madison, WI.
6.	Participation in Job Fairs	1-30-19	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented at the Job/Career Fair which was held as part of the WBA's 2019 Winter Conference on Wednesday, January 30, 2019 from 8:30am-10:30am at the Madison Concourse Hotel, Madison, WI. The Operations Manager spoke with potential job candidates and referred them to our career site to submit a resume.

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation (where applicable, include job title(s) of station staff involved in the activity)
7.	Provision of training to management	6-12-19	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the Market President at the EEO Seminar: Keeping Up with EEO at the FCC, which was held as part of the WBA's 2019 Summer Conference on Wednesday, June 12, 2019 from 3:00pm- 4:00pm at the Osthoff Resort, Elkhart Lake, WI.
8.	Participation in Job Fairs	6-12-19	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented at the Job/Career Fair which was held as part of the WBA's 2019 Summer Conference on Wednesday, June 12, 2019 from 1:30pm - 2:45pm at the Osthoff Resort, Elkhart Lake WI. The Market President spoke with potential job candidates and referred them to our career site to submit a resume.

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resident & CEO ICHELLE VETTERKIND, CAE

ice President Administration NDA BAUN

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IRECTORS IDSON BECK LAX TV/WEUX TV, La Crosse/Fau Claire

'NN BIERITZ id West Family Broodcasting, Eau Claire

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ILI BUEHLER LUK-TV, Green Bay

RIAN BURINS organ Murphy Madia, Madison

AUL CAMERON in Family Radio Network, Inc., Applicate

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KOSER ser Radio Group, Rice Lake/Hayward

JPHA MONTOTO Movida WLMV Radio, Madison

ARK STRACHOTA DIT/TV/CBS & Telemundo, Milwaukee

HUCK SULLIVAN torcom Milwateso

IN WADE ISN-TV, Milwaukee

FF WELTON Jutel, Hankett's Cove, Nova Scotia

ICHAEL WRIGHT dwest Commanications, Wansau

: Officio - NAB Board IM WALKER rl-West Family Broadcasting, Madison April 29, 2018

Colleen Valkoun iHeartMedia, Inc. 12100 W Howard Ave Milwaukee WI 53228

Dear Colleen:

In accordance with the WBA's Assistance Action Plan for EEO Compliance, this letter confirms that WIBA AM/FM, WTSO AM, WZEE FM, WMAD FM, WXXM FM, WISN AM, WOKY AM, WMIL FM, WKKV FM, WRIT FM and WRNW FM, were represented by Tim Etes and Nathan Tonarelli at the Job/Career Fair which was held as part of the WBA's 2018 Winter Conference on Wednesday, January 31st from 8:30 AM-10:30 AM at the Madison Concourse Hotel in Madison, Wisconsin. We had over 50 job seekers in attendance. If you'd like a listing of those that attended the Job/Career Fair, along with their contact information, please contact me at the Ibaun@wi-broadcasters.org. I will get to you the pertinent information.

ON AIR

One of the menu option initiatives under the FCC's Outreach Prong 3 is participation in at least four job fairs or careers fairs by personnel who have substantial responsibility in the making of hiring decisions. <u>WBA sponsors two</u> job/career fairs each year - one in conjunction with our annual winter conference (January) and one in conjunction with our annual summer conference (June). Full SEU participation in each job/career fair should earn the SEU a 1/4 credit. Accordingly, over a 2-year period of participating in these WBA sponsored job/career fairs, and SEU should earn a full credit.

Please feel free to contact me if you have any questions! The WBA looks forward to helping you, our valued members, with your EEO Compliance.

Sincerely,

Since Barry Linda Baun

Vice President

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RIAN BURNS organ Murphy Media, Medison

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AVE EDWARDS LIWM-FM, Milwaukee Public Radio

KOSER seer Radio Croup, Rice Lake/Hawward

JPITA MONTOTO Movida WLMV Radio, Madison

ARK STRACHOTA DIT-TV/CBS & Telemando, Mikwaukee

HUCK SULLIVAN tercom, Milwaukoo

IN WADE ISN TV, Milwaukae

FF WEITON lutei, Hackett's Cove, Nova Scotia

ICHAEL WRIGHT idwest Communications, Wausau

: Officio - NAB Board)M WALKER d-West Family Broadcasting, Madison April 29, 2018

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ON AIR

One of the menu option initiatives under the FCC's Outreach Prong 3 states: "One full 'Menu Option Initiative' credit for participating in a program for station management that will teach them how to ensure Equal Employment Opportunity and prevent unlawful discrimination". The WBA will be offering this training program four times over a two year period. The seminar will be held in conjunction with the WBA Winter and Summer Conferences, this initiative began with the 2006 Winter Conference - this is a similar process as the Job/Career Fairs. If a station routinely sends management to these courses, by the end of the segment, (two year period), the SEU would claim one full menu option credit for that two year period. Please note - these four seminars will each be on different discrimination topics, so an SEU will need to have someone from management in attendance at all four sessions to get the full menu option credit."

Please feel free to contact me if you have any questions! We look forward to helping you, our valued member, with your EEO Compliance.

Sincerely,

alta aun Linda Baun

Vice President

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JT KOSER Koser Radio Group, Rice Lake/Hayward

LUPITA MONTOTO La Movida WLMV Radio, Madison

MARIK STRACHOTA WDJT-TV/CBS & Telemundo, Milvaukee

CHUCK SULLIVAN Entercom, Milwaukee

JAN WADE WISN-TV, Milwaukee

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MICHAEL WRIGHT Midwest Communications, Wausau

Ex Officio - NAB Board TOM WALKER Mid-West Family Broadcasting, Madison

July 11, 2018

Colleen Valkoun iHeartMedia, Inc. 12100 W Howard Ave Milwaukee WI 53228

Dear Colleen:

In accordance with the WBA's Assistance Action Plan for EEO Compliance, this letter confirms that WIBA AM/FM, WTSO AM, WZEE FM, WMAD FM, WXXM FM, WISN AM, WOKY AM, WMIL FM, WKKV FM, WRIT FM and WRNW FM, were represented by Keith Bratel, Jason Liberto, Nathan Tonarelli, and Bekki Yang at the Job/Career Fair which was held as part of the WBA's 2018 Summer Conference on Wednesday, June 20 from 1:30 pm - 3 pm at the Hilton Milwaukee City Center in Milwaukee, Wisconsin. If you'd like a listing of those that attended the Job/Career Fair, along with their contact information, please contact me at the Ibaun@wibroadcasters.org. I will get to you the pertinent information.

ON AIR

One of the menu option initiatives under the FCC's Outreach Prong 3 states: The FCC allows SEUs four, one-quarter credits, totaling one full credit, for each two year segment of their stations' eight year license term if they participate in at least four job fairs or career fairs during that two-year segment. To be counted as participating in a job fair, the SEU must send personnel who have substantial responsibility in the making of the SEU's hiring decisions. The WBA sponsors two job fairs per year, one in conjunction with our Annual Winter Conference (January) and another in connection with our Annual Summer Conference (June). Full SEU participation in each job/career fair should earn the SEU a 1/4 credit for each of these job fairs. Accordingly, over a 2-year period of participating in these WBA sponsored job/career fairs, an SEU should be able to claim one full credit so long as such participation includes personnel who have substantial responsibility in hiring and the SEU maintains adequate documentation of such participation.

Please feel free to contact me if you have any questions! The WBA looks forward to helping you, our valued members, with your EEO Compliance.

Sincerely, moa Bau Linda Baun Vice President

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MICHAEL WRIGHT Midwest Communications, Wausau

Ex Officio - NAB Board TOM WALKER Mid-West Family Broadcasting, Madison July 11, 2018

Colleen Valkoun iHeartMedia, Inc. 12100 W Howard Ave Milwaukee WI 53228

Dear Colleen:

In accordance with the WBA's Assistance Action Plan for EEO Compliance, this letter confirms that WIBA AM/FM, WTSO AM, WZEE FM, WMAD FM, WXXM FM, WISN AM, WOKY AM, WMIL FM, WKKV FM, WRIT FM and WRNW FM, were represented by Jeff Tyler, and Keith Bratel at the EEO Seminar: BRING YOUR BIAS – RECOGNIZING OVERCOMING UNCONSCIOUS DECISION-MAKING which was held as part of the WBA's 2018 Summer Conference on Wednesday, June 20, 2018 from 3:30 p.m. at the Hilton Milwaukee City Center, Milwaukee WI.

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One of the menu option initiatives under the FCC's Outreach Prong 3 states: "One full 'Menu Option Initiative' credit for participating in a program for station management that will teach them how to ensure Equal Employment Opportunity and prevent unlawful discrimination". The WBA will be offering this training program four times over a two year period. The seminar will be held in conjunction with the WBA Winter and Summer Conferences, this initiative began with the 2006 Winter Conference - this is a similar process as the Job/Career Fairs. If a station routinely sends management to these courses, by the end of the segment, (two year period), the SEU would claim one full menu option credit for that two year period. Please note - these four seminars will each be on different discrimination topics, so an SEU will need to have someone from management in attendance at all four sessions to get the full menu option credit."

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HERB CODY QueenB Radio, Platteville

DAVE EDWARDS WUWM-FM, Milwaukee Public Radio

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JT KOSER Koser Radio Group, Rice Lake/Hayward

MIKE SMITH WFRV-TV, Green Bay

MARK STRACHOTA WDJT-TV/CBS & Telemondo, Milwaukee

CHUCK SULLIVAN Entercom, Milwaukee/Madison

JEFF WELTON Nautel, Hackett's Cove, Nova Scotia

MICHAEL WRICHT Michvest Communications, Green Bay/ Wausau

Ex Officio - NAB Board TOM WALKER Mid-West Family Broadcasting, Madison May 15, 2019

Colleen Valkoun iHeartMedia, Inc. 12100 W Howard Ave Milwaukee WI 53228

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f KOSER cover Radio Group, Rice Lake/Hayward

TIKE SMITH /FRV-TV, Green Bay

IABIK STRACHOTA /OFFTV/CPS & Islemondo, Milwaukee

HUCK SULLIVAN Itsrcom, Milwaukee/Madison

IFF WELTON autel, Hackett's Cose, Nova Scotia

HCHAEL WRIGHT lidwest Communications, Gmen Bay/ /ausau

< Officio - NAB Board DM WALKER Id-West Family Broedcasting, Madison July 12, 2019

Colleen Valkoun iHeartMedia, Inc. 12100 W Howard Ave Milwaukee WI 53228

Dear Colleen:

In accordance with the WBA's Assistance Action Plan for EE(Compliance, this letter confirms that WIBA AM/FM, WTSO AM, WZE WMAD FM, WXXM FM, WISN AM, WOKY AM, WMIL FM, WKKV FI FM and WRNW FM, were represented by Keith Bratel and you, at th Seminar: KEEPING UP WITH EEO AT THE FCC which was held as part WBA's 2019 Summer Conference on Wednesday, June 12, 2019 at 3 p.m. Osthoff Resort in Elkhart Lake, Wisconsin.

One of the menu option initiatives under the FCC's Outreach Prong "One full 'Menu Option Initiative' credit for participating in a program for sta management that will teach them how to ensure Equal Employment Oppor prevent unlawful discrimination". The WBA will be offering this training prog times over a two year period. The seminar will be held in conjunction with the Winter and Summer Conferences, this initiative began with the 2006 Winte Conference - this is a similar process as the Job/Career Fairs. If a station re sends management to these courses, by the end of the segment, (two year the SEU would claim one full menu option credit for that two year period. Pl - these four seminars will each be on different discrimination topics, so an S need to have someone from management in attendance at all four sessions full menu option credit."

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AIKE SMITH VFRV-TV, Green Bay

ARK STRACHOTA VD/T-TV/CBS & Telemundo, Milwaukae

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EFF WELTON lautel, Hackett's Cove, Nova Scotia

AICHAEL WRIGHT Tidwest Communications, Green Bay/ Vausau

x Officio - NAB Board OM WALKER Iid-West Family Broadcasting, Madison July 12, 2019

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Linda Baun Vice President