

TAB B

VACANCY DOCUMENTATION

(continued)

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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
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	N	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	2

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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
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)**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Outside Account Executive (B2B Marketing)**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2019

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 REPORTING PERIOD:			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.

To

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

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

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 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 E-mail: veronical@unidosagainstdv.org	Sent: 4/18/2018 2:12:52 PM Sent: 4/18/2018 2:11:05 PM
39	Wisconsin Broadcasters Association E-mail: mendicott@wi-broadcasters.org	Sent: 4/18/2018 2:11:08 PM
41	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/18/2018 2:11:05 PM

Consortium									
Outside Account Executive	iHeartMedia	Alverno College	Full Time	Apr 19, 2018					
Outside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Apr 19, 2018					
Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Apr 19, 2018					

Edgewood College Job Center

Handshake Search...

Home
My Profile
Company Profile
Postings
Jobs
Relationships
Search Students
Schools
Contacts
Campus
Events
Interviews
Fairs

Jobs for Wisconsin G Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin - Green Bay
University of Wisconsin - Oshkosh
University of Wisconsin - Eau Claire

Outside Account Executive at University of Wisconsin-Eau Claire

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Thursday, April 19, 2018 9:35 AM
Zhou Xiang updated Outside Account Executive at University of Wisconsin-Eau Claire

APPROVE on Thursday, April 19, 2018 9:35 AM
Melody Van Eenewort approved Outside Account Executive at University of Wisconsin-Eau Claire

Close

Handshake Search...

Home
My Profile
Company Profile
Postings
Jobs
Relationships
Search Students
Schools
Contacts
Campus
Events
Interviews
Fairs

Jobs for Wisconsin G Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin - Green Bay
University of Wisconsin - Oshkosh
University of Wisconsin - Eau Claire

Outside Account Executive at University of Wisconsin - Green Bay

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Thursday, April 19, 2018 9:35 AM
Zhou Xiang updated Outside Account Executive at University of Wisconsin - Green Bay

APPROVE on Thursday, April 19, 2018 9:35 AM
Chris Cox approved Outside Account Executive at University of Wisconsin - Green Bay

Close

Handshake Search...

Home
My Profile
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Postings
Jobs
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Search Students
Schools
Contacts
Campus
Events

Jobs for Wisconsin G Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin - Green Bay
University of Wisconsin - Oshkosh
University of Wisconsin - Eau Claire

Outside Account Executive at University of Wisconsin-La Crosse

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Thursday, April 19, 2018 10:19 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin-La Crosse

Close

Handshake Search...

Home
My Profile
Company Profile
Postings
Jobs
Relationships
Search Students
Schools
Contacts
Campus
Events

Jobs for Wisconsin Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin Green Bay
University of Wisconsin Oshkosh
University of Wisconsin

Outside Account Executive at University of Wisconsin-Milwaukee

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Thursday, April 19, 2018 10:19 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin-Milwaukee

Close

Handshake Search...

Home
My Profile
Company Profile
Postings
Jobs
Relationships
Search Students
Schools
Contacts
Campus
Events

Jobs for Wisconsin Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin Green Bay
University of Wisconsin Oshkosh
University of Wisconsin

Outside Account Executive at University of Wisconsin Oshkosh

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Thursday, April 19, 2018 10:19 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin Oshkosh

Close

Handshake Search...

Home
My Profile
Company Profile
Postings
Jobs
Relationships
Search Students
Schools
Contacts
Campus
Events

Jobs for Wisconsin Consortium
Marquette University
Milwaukee School of Engineering
University of Wisconsin Green Bay
University of Wisconsin Oshkosh
University of Wisconsin

Outside Account Executive at University of Wisconsin-Parkside

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Thursday, April 19, 2018 10:19 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin-Parkside

Close

Handshake Search...

#1524735 Outside Account Executive at University of Wisconsin-Platteville

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in Interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Thursday, April 19, 2018 10:39 AM
Zoua Xiong updated *Outside Account Executive at University of Wisconsin-Platteville*

APPROVE on Thursday, April 19, 2018 9:55 AM
Aimeeth Borges approved *Outside Account Executive at University of Wisconsin-Platteville*

Close

Handshake Search...

#1524735 Outside Account Executive at University of Wisconsin-River Falls

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in Interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Thursday, April 19, 2018 11:13 AM
Zoua Xiong updated *Outside Account Executive at University of Wisconsin-River Falls*

APPROVE on Thursday, April 19, 2018 9:31 AM
Melody Van Eenwyrt approved *Outside Account Executive at University of Wisconsin-River Falls*

Close

Handshake Search...

#1524735 Outside Account Executive at University of Wisconsin-Stevens Point

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE of Thursday, April 19, 2018 10:58 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin-Stevens Point

Close

Handshake Search...

#1524735 Outside Account Executive at University of Wisconsin-Superior

Expired Application Open Thursday, April 19, 2018 9:35 AM Expires Thursday, May 31, 2018 9:35 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE of Thursday, April 19, 2018 11:01 AM
Zhou Xiang approved Outside Account Executive at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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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

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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

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

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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	N	1

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

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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	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	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

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

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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@nljja.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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/17/2018

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 Bekknep 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	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

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.

To

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

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.

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

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 E-mail: careeropps@stritch.edu	Sent: 8/16/2018 11:26:15 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 Association 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 E-mail: veronical@unidosagainstdv.org	Sent: 8/16/2018 11:27:28 AM Sent: 8/16/2018 11:26:07 AM
39	Wisconsin Broadcasters Association 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

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.

unconnected 0 submitted 3 published 0 placements 0 closed 0 cancelled 0 expired 49

+ add job

submitted job postings

Position	Company	School	Job Type	Date Created	Views	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Sales Assistant	iHeartMedia	Alverno College	Full Time	Aug 20, 2018							
Sales Assistant	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Aug 20, 2018							
Sales Assistant	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Aug 20, 2018							

Edgewood College Job Center

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- my help



Alverno College
Edgewood College Job Center



UNIVERSITY OF WISCONSIN-MADISON

Student Job Center

Office of Student Employment

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School of Business
University of Madison -
Education
combined website*

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[Add Job](#)

Job History Table

Job ID	Title	Posting Status	Created Date	Action
56594	Sales Assistant	Newly Submitted	08/20/2018	De-activate - Reposit/Edit Job

iHeartMedia

ID 25872
Created 08/01/2017
Address 2651 S. Fish Hatchery Rd., Madison Wisconsin 53711
Telephone 414-944-5161

[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

Handshake Search 154 Favorite Schools

Sales Assistant at University of Wisconsin-Eau Claire 🔖

Expired | Application Open Monday, August 20, 2018 7:25 AM | Expires Friday, August 31, 2018 7:25 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Monday, August 20, 2018 12:26 PM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Eau Claire

APPROVE on Monday, August 20, 2018 12:26 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Eau Claire

Close

Handshake Search 154 Favorite Schools

Sales Assistant at University of Wisconsin - Green Bay 🔖

Expired | Application Open Monday, August 20, 2018 7:25 AM | Expires Friday, August 31, 2018 7:25 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Monday, August 20, 2018 12:28 PM
Zoua Xiong updated Sales Assistant at University of Wisconsin - Green Bay

APPROVE on Monday, August 20, 2018 12:26 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin - Green Bay

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-La Crosse

Expired Application Open Monday, August 20, 2018 7:25 AM Expires Friday, August 31, 2018 7:25 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:28 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin-La Crosse

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Milwaukee

Expired Application Open Monday, August 20, 2018 7:25 AM Expires Friday, August 31, 2018 7:25 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:28 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Milwaukee

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin Oshkosh

Expired Application Open Monday, August 20, 2018 7:25 AM Expires Friday, August 31, 2018 7:25 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:28 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin Oshkosh

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Parkside

Expired | Application Open Monday, August 20, 2018 7:25 AM | Expires Friday, August 31, 2018 7:25 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:28 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Parkside

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Platteville

Expired | Application Open Monday, August 20, 2018 7:25 AM | Expires Friday, August 31, 2018 7:25 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:28 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Platteville

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-River Falls

Expired | Application Open Monday, August 20, 2018 7:25 AM | Expires Friday, August 31, 2018 7:25 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Monday, August 20, 2018 12:28 PM
Zoua Xiong updated Sales Assistant at University of Wisconsin-River Falls

APPROVE on Monday, August 20, 2018 12:26 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-River Falls

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Stevens Point 36

Expired Application Open Monday, August 20, 2018 7:25 AM Expires Friday, August 31, 2018 7:25 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, August 20, 2018 12:26 PM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Stevens Point

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Superior 36

Expired Application Open Monday, August 20, 2018 7:25 AM Expires Friday, August 31, 2018 7:25 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Monday, August 20, 2018 12:28 PM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Superior

APPROVE on Monday, August 20, 2018 12:26 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2386447 09/19/2018 Sales Assistant

WIEDMEYER, MELODY

IHEARTMEDIA INC.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 1/7/2019**

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

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

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: Employee Referral

Date of hire: 1/7/2019

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
9	Employee Referral	N	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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 1/7/2019**

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	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
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@nljja.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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 1/7/2019**

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 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
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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 1/7/2019**

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

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

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: Employee Referral

Date of hire: 1/7/2019

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 1/7/2019**

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 REPORTING PERIOD:			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.

To

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

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.

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

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 E-mail: careeropps@stritch.edu	Sent: 9/14/2018 11:56:35 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 Association E-mail: info@nljja.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 E-mail: veronical@unidosagainstdv.org	Sent: 9/14/2018 11:57:29 AM Sent: 9/14/2018 11:56:26 AM
39	Wisconsin Broadcasters Association 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

MY BRIEF CASE · 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.

unconnected	submitted	published	placements	closed	cancelled	expired
0	1	0	0	0	0	52

+ add job

submitted job postings

Position	Company	School	Job Type	Date Created	Views	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Sales Assistant	iHeartMedia	Alverno College	Full Time	Sep 17, 2018							

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UNIVERSITY OF WISCONSIN - MADISON

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School of Business
University of Madison -
Education

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This job has been submitted. You can look at a detailed view by clicking on it.

[Back to Employer Home](#)

[Add Job](#)

Job History Table

Job ID	Title	Posting Status	Created Date	Action
57413	Sales Assistant	Newly Submitted	09/17/2018	De-activate - Repost/Edit Job

iHeartMedia

ID 25872

Created 08/01/2017

Address 2651 S. Fish Hatchery Rd. , Madison Wisconsin 53711

Telephone 414-944-5161

[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

- Home
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- Events
- Interviews
- Tools

Sales Assistant at University of Wisconsin-Eau Claire

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

- UPDATE** on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Eau Claire
- APPROVE** on Monday, September 17, 2018 2:42 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Eau Claire

Close

- Home
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- Search Students
- Schools
- Careers
- Events
- Interviews
- Tools

Sales Assistant at University of Wisconsin - Green Bay

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

- UPDATE** on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin - Green Bay
- APPROVE** on Monday, September 17, 2018 2:42 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin - Green Bay

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-La Crosse ✕

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong approved Sales Assistant at University of Wisconsin-La Crosse

Close

Handshake Search... Favorite Schools

Sales Assistant at University of Wisconsin-Milwaukee ✕

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Milwaukee

APPROVE on Tuesday, September 18, 2018 8:01 AM
Olivia Cross approved Sales Assistant at University of Wisconsin-Milwaukee

Close

Handshake Search... Favorites Schools

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Sales Assistant at University of Wisconsin Oshkosh

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong approved Sales Assistant at University of Wisconsin Oshkosh

Close

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Sales Assistant at University of Wisconsin-Parkside

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Parkside

Close

Handshake Search

Sales Assistant at University of Wisconsin-Platteville

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Platteville

APPROVE on Monday, September 17, 2018 3:05 PM
Kenneth Bordes approved Sales Assistant at University of Wisconsin-Platteville

Close

Handshake Search

Sales Assistant at University of Wisconsin-River Falls

Expired | Application Open Monday, September 17, 2018 9:40 AM | Expires Monday, September 24, 2018 9:40 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin-River Falls

APPROVE on Monday, September 17, 2018 2:42 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-River Falls

Close

Handshake Search Favorite Schools Help

Home My Profile Company Profile Jobs Search Students Schools Contacts Events

Sales Assistant at University of Wisconsin-Stevens Point

Expired Application Open Monday, September 17, 2018 9:40 AM Expires Monday, September 24, 2018 9:40 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong approved Sales Assistant at University of Wisconsin-Stevens Point

Close

Handshake Search Favorite Schools Help

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Sales Assistant at University of Wisconsin-Superior

Expired Application Open Monday, September 17, 2018 9:40 AM Expires Monday, September 24, 2018 9:40 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

UPDATE on Tuesday, September 18, 2018 11:40 AM
Zoua Xiong updated Sales Assistant at University of Wisconsin-Superior

APPROVE on Monday, September 17, 2018 2:42 PM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2405086	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

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 3/1/2019

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

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 3/1/2019

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	N	0

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

Vacancy Data Form

Z104 Madison APD/PM Drive Host

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 3/1/2019

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	N	0

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Z104 Madison APD/PM Drive Host****Recruitment source referring hiree: Internal Transfer/Promotion****Date of hire: 3/1/2019**

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@nljja.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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Z104 Madison APD/PM Drive Host****Recruitment source referring hiree: Internal Transfer/Promotion****Date of hire: 3/1/2019**

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Z104 Madison APD/PM Drive Host****Recruitment source referring hiree: Internal Transfer/Promotion****Date of hire: 3/1/2019**

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Z104 Madison APD/PM Drive Host****Recruitment source referring hiree: Internal Transfer/Promotion****Date of hire: 3/1/2019**

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	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

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.

To

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

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

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:

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

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 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

submitted job postings

Position	Company	School	Job Type	Date Created	Views	Applicants	Preview	Print F
APD/PM Drive Host	iHeartMedia	Alverno College	Full Time	Dec 19, 2018				
APD/PM Drive Host	iHeartMedia	WIOPCC (Wisconsin Private Colleges Career Consortium)	Full Time	Dec 19, 2018				
APD/PM Drive Host	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Dec 19, 2018				

Edgewood College Job Center

University of Madison -
School of Business
University of Madison -
Education
Combined website



UNIVERSITY OF WISCONSIN-MADISON



Student Job Center
Office of Student Employment

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Job History Table

Job ID	Title	Posting Status	Created Date
59188	APD/PM Drive Host	Newly Submitted	12/19/2018

Handshake Search

APD/PM Drive Host at University of Wisconsin-Eau Claire

Expired Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 applications Interested in interviewing 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 Enkervort approved APD/PM Drive Host at University of Wisconsin-Eau Claire

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin - Green Bay

Expired Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 applications Interested in interviewing 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 - Green Bay

APPROVE on Wednesday, December 19, 2018 10:50 AM
Melody Van Enkervort approved APD/PM Drive Host at University of Wisconsin - Green Bay

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin-La Crosse

Expired | Application Open Wednesday, December 19, 2018 11:00 AM | Expires Friday, January 18, 2019 11:00 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, December 19, 2018 2:08 PM
Administrator approved APD/PM Drive Host at University of Wisconsin-La Crosse

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin-Milwaukee

Expired | Application Open Wednesday, December 19, 2018 11:00 AM | Expires Friday, January 18, 2019 11:00 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, December 19, 2018 2:08 PM
Administrator approved APD/PM Drive Host at University of Wisconsin-Milwaukee

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin Oshkosh

Expired | Application Open Wednesday, December 19, 2018 11:00 AM | Expires Friday, January 18, 2019 11:00 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, December 19, 2018 2:08 PM
Administrator approved APD/PM Drive Host at University of Wisconsin Oshkosh

Close

Handshake

Q Search

APD/PM Drive Host at University of Wisconsin-Parkside

Expired | Application Open Wednesday, December 19, 2018 11:00 AM | Expires Friday, January 18, 2019 11:00 AM | 0 applications | Interested in interviewing 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-Parkside

APPROVE on Wednesday, December 19, 2018 1:24 PM
Kate Grabowski approved APD/PM Drive Host at University of Wisconsin-Parkside

Close

Handshake

Q Search

APD/PM Drive Host at University of Wisconsin-Platteville

Expired | Application Open Wednesday, December 19, 2018 11:00 AM | Expires Friday, January 18, 2019 11:00 AM | 0 applications | Interested in interviewing 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-Platteville

APPROVE on Wednesday, December 19, 2018 11:42 AM
Kenneth Bardes approved APD/PM Drive Host at University of Wisconsin-Platteville

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin-River Falls

Expired Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 applications Interested in interviewing 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-River Falls

APPROVE on Wednesday, December 19, 2018 10:50 AM
Melody Van Enkenvort approved APD/PM Drive Host at University of Wisconsin-River Falls

Close

Handshake Search

APD/PM Drive Host at University of Wisconsin-Superior

Expired Application Open Wednesday, December 19, 2018 11:00 AM Expires Friday, January 18, 2019 11:00 AM 0 applications Interested in interviewing 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-Superior

APPROVE on Wednesday, December 19, 2018 10:50 AM
Melody Van Enkenvort approved APD/PM Drive Host at University of Wisconsin-Superior

Close

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

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2462717	01/18/2019	On-Air Host	WIEDMEYER, MELODY	IHEARTMEDIA INC.
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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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
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	N	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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Glassdoor-Not directly contacted by SEU

Date of hire: 1/15/2019

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	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

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.

To

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

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

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	Carroll College 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 E-mail: info@nljja.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					
Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Jan 4, 2019						
Outside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Jan 4, 2019						

Edgewood College Job Center

University of Madison -
School of Business
University of Madison -
Education
Website combined

madison.JPG (728x317)

UNIVERSITY OF WISCONSIN-MADISON Welcome, Melody Wiedmeyer. [Log Off](#)



Student Job Center

Office of Student Employment

[HOME](#) [MY DASHBOARD](#) [LINKS](#) [SEARCH JOBS](#) [ABOUT US](#)

[Back to Employer Home](#)
[Add Job](#)

Job History Table

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

Handshake Search Favorites [Go to Profile](#) [Help](#)

Outside Account Executive at University of Wisconsin-Eau Claire ✕

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Eau Claire

Close

Handshake Search Favorites [Go to Profile](#) [Help](#)

Outside Account Executive at University of Wisconsin - Green Bay ✕

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin - Green Bay

Close

Handshake Search Favorites [Go to Profile](#) [Help](#)

Outside Account Executive at University of Wisconsin-La Crosse ✕

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 2:05 PM
McKayla Heiderson approved Outside Account Executive at University of Wisconsin-La Crosse

Close

Handshake Search

Favorite Schools

Outside Account Executive at University of Wisconsin-Milwaukee

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

Add a comment

Add Comment

APPROVE on Tuesday, January 8, 2019 1:21 PM
Olivia Cross approved Outside Account Executive at University of Wisconsin-Milwaukee

Close

Handshake Search

Favorite Schools

Outside Account Executive at University of Wisconsin Oshkosh

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

Add a comment

Add Comment

APPROVE on Thursday, January 10, 2019 1:29 PM
Mai Nhia Xiong approved Outside Account Executive at University of Wisconsin Oshkosh

Close

Handshake Search

Favorite Schools

Outside Account Executive at University of Wisconsin-Parkside

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 11:02 AM
Kate Grabowski approved Outside Account Executive at University of Wisconsin-Parkside

Close

Handshake Search... Favorite Schools

Outside Account Executive at University of Wisconsin-Platteville

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 2:50 PM
Katie Calvert approved Outside Account Executive at University of Wisconsin-Platteville

Close

Handshake Search... Favorite Schools

Outside Account Executive at University of Wisconsin-River Falls

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-River Falls

Close

Handshake Search... Favorite Schools

Outside Account Executive at University of Wisconsin-Superior

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2469928	02/03/2019	Outside Account Executive	WIEDMEYER, MELODY	IHEARTMEDIA INC.
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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU

Date of hire: 4/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU

Date of hire: 4/15/2019

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
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	N	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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU

Date of hire: 4/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU

Date of hire: 4/15/2019

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	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	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**Vacancy Data Form****Outside Account Executive (B2B Marketing)**Recruitment source referring hiree: **LinkedIn-Not directly contacted by SEU**Date of hire: **4/15/2019**

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: LinkedIn-Not directly contacted by SEU

Date of hire: 4/15/2019

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)**Recruitment source referring hiree: **LinkedIn-Not directly contacted by SEU**Date of hire: **4/15/2019**

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 REPORTING PERIOD:			3

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.

To

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

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

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 Association E-mail: info@nljja.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					
Outside Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Jan 4, 2019						
Outside Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Jan 4, 2019						

Edgewood College Job Center



Milwaukee Area
Technical College

Job ID: 931354

Outside Account Executive

Contact

Melody Wiedmeyer
12100 W Howard Ave
Milwaukee, Wisconsin 53228
mvan@iheartmedia.com

iHeartMedia

125 West 55th St
New York, NY 10019
(212) 377-7900
iheartmedia.com

Internal Job Code	69439
Shift	First
Job Type	Regular Hire
Pay Range	Based on Experience
Hours/Week	40
Full Time Openings	1
Part Time Openings	0

Posted Date	1/4/2019
Deadline Date	2/4/2019
How To Apply	Apply On-Line
Job URL	iheartmediacareers.com
Required Education	HS/GED or equivalent
Preferred Education	Not Specified
Location	Madison, WI

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

Handshake

Search

Outside Account Executive at University of Wisconsin-Eau Claire

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Erikenvort approved Outside Account Executive at University of Wisconsin-Eau Claire

Close

Handshake

Search

Outside Account Executive at University of Wisconsin-La Crosse

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 2:05 PM
McKayla Halderson approved Outside Account Executive at University of Wisconsin-La Crosse

Close

Handshake

Outside Account Executive at University of Wisconsin - Green Bay

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin - Green Bay

Close

Handshake

Outside Account Executive at University of Wisconsin Oshkosh

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

Add a comment

Add Comment

APPROVE on Thursday, January 10, 2019 1:29 PM
Mai Nhia Xiong approved Outside Account Executive at University of Wisconsin Oshkosh

Close

Handshake Search

Outside Account Executive at University of Wisconsin-Milwaukee

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

Add a comment

Add Comment

APPROVE on Tuesday, January 8, 2019 1:21 PM
Olivia Cross approved Outside Account Executive at University of Wisconsin-Milwaukee

Close

Handshake Search

Outside Account Executive at University of Wisconsin-Parkside

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 11:02 AM
Kate Grabowski approved Outside Account Executive at University of Wisconsin-Parkside

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My Profile
My Applications
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My Dashboard
My Settings
My Account

Outside Account Executive at University of Wisconsin-Platteville
✕

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 2:50 PM
Katie Calvert approved Outside Account Executive at University of Wisconsin-Platteville

Close

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My Dashboard
My Settings
My Account
My Profile
My Applications
My Alerts
My Dashboard
My Settings
My Account

Outside Account Executive at University of Wisconsin-River Falls
✕

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-River Falls

Close

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- Search My Alerts
- My Profile
- My Alerts

Outside Account Executive at University of Wisconsin-Superior

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

Add a comment

Add Comment

APPROVE on Friday, January 4, 2019 10:09 AM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2503028	03/29/2019	Outside Account Executive	WIEDMEYER, MELODY	IHEARTMEDIA INC.
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WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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
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	N	0

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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
23	Non-Employee Referral	N	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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

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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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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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 Bekknep 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)

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 4/15/2019

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 REPORTING PERIOD:			1

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.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

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Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

iHeartMedia Stations

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- 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

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

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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 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 Colleges Career Consortium)	Full Time	Feb 27, 2019		
Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Feb 27, 2019		

Edgewood College Job Center



Milwaukee Area
Technical College

Job ID: 938740

Outside Account Executive

Contact

Melody Wiedmeyer
12100 W Howard Ave
Milwaukee, Wisconsin 53228
mvan@iheartmedia.com

iHeartMedia

125 West 55th St
New York, NY 10019
(212) 377-7900
iheartmedia.com

Internal Job Code 70905
Shift First
Job Type Regular Hire
Pay Range Based on Experience
Hours/Week 40
Full Time Openings 1
Part Time Openings 0

Posted Date 2/27/2019
Deadline Date 3/31/2019
How To Apply Apply On-Line
Job URL iheartmediacareers.com
Required Education HS/GED or equivalent
Preferred Education Not Specified
Location Madison, WI

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

Handshake Search

Home My Profile Company Profile

Outside Account Executive at University of Wisconsin-Eau Claire

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 1 application Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, February 27, 2019 2:13 PM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin-Eau Claire

Close

Handshake Search

Home My Profile Company Profile

Outside Account Executive at University of Wisconsin - Green Bay

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, February 27, 2019 2:13 PM
Melody Van Enkenvort approved Outside Account Executive at University of Wisconsin - Green Bay

Close

Handshake Search

Home My Profile Company Profile

Outside Account Executive at University of Wisconsin-La Crosse

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

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APPROVE on Thursday, February 28, 2019 10:46 AM
McKayle Halderson approved Outside Account Executive at University of Wisconsin-La Crosse

Close

Handshake Search

Outside Account Executive at University of Wisconsin-Milwaukee

Expired | Application Open Wednesday, February 27, 2019 3:00 PM | Expires Sunday, March 31, 2019 3:00 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, March 5, 2019 9:04 AM
Olivia Cross approved Outside Account Executive at University of Wisconsin-Milwaukee

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Handshake Search

Outside Account Executive at University of Wisconsin Oshkosh

Expired | Application Open Wednesday, February 27, 2019 3:00 PM | Expires Sunday, March 31, 2019 3:00 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Thursday, February 28, 2019 12:11 PM
Shyanna Brickson approved Outside Account Executive at University of Wisconsin Oshkosh

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Handshake Search

Outside Account Executive at University of Wisconsin-Parkside

Expired | Application Open Wednesday, February 27, 2019 3:00 PM | Expires Sunday, March 31, 2019 3:00 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

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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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Outside Account Executive at University of Wisconsin-Platteville

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

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APPROVE on Wednesday, February 27, 2019 2:24 PM
Kyra Wilger approved Outside Account Executive at University of Wisconsin-Platteville

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Outside Account Executive at University of Wisconsin-River Falls

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, February 27, 2019 2:13 PM
Melody Van Enkervort approved Outside Account Executive at University of Wisconsin-River Falls

Close

Handshake Search

Home My Profile Company Profile Jobs Search Students Schools Contacts

Outside Account Executive at University of Wisconsin-Superior

Expired Application Open Wednesday, February 27, 2019 3:00 PM Expires Sunday, March 31, 2019 3:00 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, February 27, 2019 2:13 PM
Melody Van Enkervort approved Outside Account Executive at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
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2503028	03/29/2019	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

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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

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

Vacancy Data Form

Promotions Director and On-Air Personality

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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	N	0

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

Vacancy Data Form

Promotions Director and On-Air Personality

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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
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

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

Vacancy Data Form

Promotions Director and On-Air Personality

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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@nljga.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

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

Vacancy Data Form

Promotions Director and On-Air Personality

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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

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

Vacancy Data Form

Promotions Director and On-Air Personality

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Promotions Director and On-Air Personality**

Recruitment source referring hiree: All Access.com

Date of hire: 5/6/2019

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 REPORTING PERIOD:			1

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.

To

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

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

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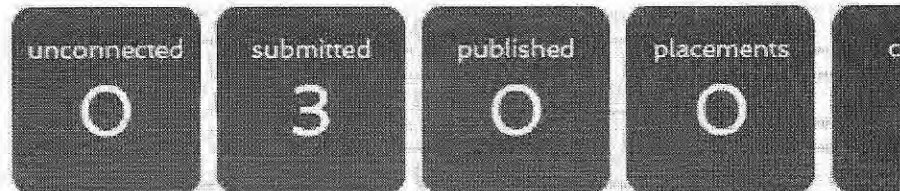
WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE
Fax and E-mail verification summary report for Promotions Director and On-Air Personality

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

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PowerConnect

Connect with
100,000's of
Qualified
Candidates
Nationwide!

submitted job postings

Position	Company	School	Job Type	Date Created	Views	Applicants
Promotions Director & On-Air Personality	iHeartMedia	Alverno College	Full Time	Apr 9, 2019		
Promotions Director & On-Air Personality	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Apr 9, 2019		
Promotions Director & On-Air Personality	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Apr 9, 2019		

Edge Wood College Job Center



Milwaukee Area
Technical College

Job ID: 944774

Promotions Director & On-Air Personality

Contact

Melody Wiedmeyer
12100 W Howard Ave
Milwaukee, Wisconsin 53228
mvan@iheartmedia.com

iHeartMedia

125 West 55th St
New York, NY 10019
(212) 377-7900
iheartmedia.com

Internal Job Code	72129	Posted Date	4/9/2019
Shift	First	Deadline Date	4/30/2019
Job Type	Regular Hire	How To Apply	Apply On-Line
Pay Range	Based on Experience	Job URL	iheartmediacareers.com
Hours/Week	40	Required Education	Job Related Coursework/Certificate
Full Time Openings	1	Preferred Education	Job Related Coursework/Certificate
Part Time Openings	0	Location	Madison, WI

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

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Promotions Director & On-Air Personality at University of Wisconsin-Eau Claire

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

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APPROVE on Tuesday, April 9, 2019 9:21 AM
Melody Van Enkervort approved Promotions Director & On-Air Personality at University of Wisconsin-Eau Claire

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Promotions Director & On-Air Personality at University of Wisconsin - Green Bay

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 9:21 AM
Melody Van Enkervort approved Promotions Director & On-Air Personality at University of Wisconsin - Green Bay

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Promotions Director & On-Air Personality at University of Wisconsin-La Crosse

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, April 10, 2019 2:53 PM
McKayla Halderson approved Promotions Director & On-Air Personality at University of Wisconsin-La Crosse

Close

Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin-Milwaukee

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 12:14 PM
Olivia Cross approved Promotions Director & On-Air Personality at University of Wisconsin-Milwaukee

Close

Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin Oshkosh

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 12:09 PM
Shyanna Brickson approved Promotions Director & On-Air Personality at University of Wisconsin Oshkosh

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Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin-Parkside

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, April 15, 2019 10:42 AM
Noah Lira approved Promotions Director & On-Air Personality at University of Wisconsin-Parkside

Close

Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin-Platteville

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 10:36 AM
Kenneth Bordes approved Promotions Director & On-Air Personality at University of Wisconsin-Platteville

Close

Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin-River Falls

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 9:21 AM
Melody Van Enkenvart approved Promotions Director & On-Air Personality at University of Wisconsin-River Falls

Close

Handshake Search

Promotions Director & On-Air Personality at University of Wisconsin-Superior

Expired Application Open Tuesday, April 9, 2019 9:20 AM Expires Tuesday, April 30, 2019 9:20 AM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, April 9, 2019 9:21 AM
Melody Van Enkenvart approved Promotions Director & On-Air Personality at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
2528884	04/30/2019	Promotions Director & On-Air Personality	WIEDMEYER, MELODY	IHEARTMEDIA INC.

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 Information¹	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.

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

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@nljga.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

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
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
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	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

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.

To

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

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

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 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

Account Executive iHeartMedia

Alverno
College

Full Time

Apr 24,
2019





Milwaukee Area
Technical College

Job ID: 947310

Outside Account Executive

Contact

Melody Wiedmeyer
12100 W Howard Ave
Milwaukee, Wisconsin 53228
mvan@iheartmedia.com

iHeartMedia

125 West 55th St
New York, NY 10019
(212) 377-7900
iheartmedia.com

Internal Job Code 70905
Shift First
Job Type Regular Hire
Pay Range Based on Experience
Hours/Week 40
Full Time Openings 1
Part Time Openings 0

Posted Date 4/24/2019
Deadline Date 5/24/2019
How To Apply Apply On-Line
Job URL iheartmediacareers.com
Required Education HS/GED or equivalent
Preferred Education Not Specified
Location Madison, WI

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

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
2538470	05/24/2019	Outside Account Executive	WIEDMEYER, MELODY	IHEARTMEDIA INC.

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**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 RS¹
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.

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**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
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	N	2
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : http://www.mediarecruiter.com Email : art@mediarecruiter.com Art Scott	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
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

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

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**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
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	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

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.

To

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

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.

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

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 Association 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











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.

[unconnected](#) [submitted](#) [published](#) [placements](#) [closed](#) [cancelled](#) [expired](#)
0 2 0 0 0 0 66

[+ add job](#)

submitted job postings

Position	Company	School	Job Type	Date Created	Views	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Sales Assistant	iHeartMedia	Alverno College	Full Time	Jun 12, 2019							
Sales Assistant	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Jun 12, 2019							

Edgewood College Job Center

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Purple Briefcase © 2019



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Handshake Search

Sales Assistant at University of Wisconsin-Eau Claire

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 10:29 AM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin-Eau Claire

Close

Handshake Search

Sales Assistant at University of Wisconsin - Green Bay

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 10:29 AM
Melody Van Enkenvort approved Sales Assistant at University of Wisconsin - Green Bay

Close

Handshake Search

Sales Assistant at University of Wisconsin-La Crosse

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Friday, June 14, 2019 8:59 AM
McKayla Haldorson approved Sales Assistant at University of Wisconsin-La Crosse

Close

Handshake Search

Sales Assistant at University of Wisconsin-Milwaukee

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 12:45 PM
Olivia Cross approved Sales Assistant at University of Wisconsin-Milwaukee

Close

Handshake Search

Sales Assistant at University of Wisconsin Oshkosh

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 11:21 AM
Kaitlyn Harbart approved Sales Assistant at University of Wisconsin Oshkosh

Close

Handshake Search

Sales Assistant at University of Wisconsin-Platteville

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 10:35 AM
Trapper Mitchell approved Sales Assistant at University of Wisconsin-Platteville

Close

Handshake Search Favorites Schools

Sales Assistant at University of Wisconsin-River Falls

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 10:29 AM
Melody Van Enkervort approved Sales Assistant at University of Wisconsin-River Falls

Close

Handshake Search Favorites Schools

Sales Assistant at University of Wisconsin-Superior

Expired | Application Open Wednesday, June 12, 2019 10:20 AM | Expires Sunday, June 30, 2019 10:20 AM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Wednesday, June 12, 2019 10:29 AM
Melody Van Enkervort approved Sales Assistant at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
2567145	07/12/2019	Sales Assistant	WIEDMEYER, MELODY	IHEARTMEDIA INC.

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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	N	0

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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	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	N	1

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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
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	N	0
22	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : info@nljja.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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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

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

Vacancy Data Form

Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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

WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**Vacancy Data Form****Outside Account Executive (B2B Marketing)**

Recruitment source referring hiree: Wisconsin Job Center

Date of hire: 7/29/2019

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	1
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 REPORTING PERIOD:			2

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.

To

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

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

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 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
Private
Colleges
Career
Consortium)

Full Time Jun 17, 2019



Edgewood College Job Center

Handshake Search Favorites Schools

Account Executive (B2B Marketing) at University of Wisconsin-Eau Claire

Expired Application Open Monday, June 17, 2019 12:55 PM Expires Wednesday, July 31, 2019 12:55 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 12:59 PM
Melody Van Enkervort approved Account Executive (B2B Marketing) at University of Wisconsin-Eau Claire

Close

Handshake Search Favorites Schools

Account Executive (B2B Marketing) at University of Wisconsin - Green Bay

Expired Application Open Monday, June 17, 2019 12:55 PM Expires Wednesday, July 31, 2019 12:55 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 12:59 PM
Melody Van Enkervort approved Account Executive (B2B Marketing) at University of Wisconsin - Green Bay

Close

Handshake Search Favorites Schools

Account Executive (B2B Marketing) at University of Wisconsin-La Crosse

Expired Application Open Monday, June 17, 2019 12:55 PM Expires Wednesday, July 31, 2019 12:55 PM 0 applications Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, June 18, 2019 2:20 PM
McKayla Halderson approved Account Executive (B2B Marketing) at University of Wisconsin-La Crosse

Close

Handshake Search... Favorites Screens

Account Executive (B2B Marketing) at University of Wisconsin-Milwaukee

Expired | Application Open Monday, June 17, 2019 12:55 PM | Expires Wednesday, July 31, 2019 12:55 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 1:30 PM
Olivia Cross approved Account Executive (B2B Marketing) at University of Wisconsin-Milwaukee

Close

Handshake Search... Favorites Screens

Account Executive (B2B Marketing) at University of Wisconsin Oshkosh

Expired | Application Open Monday, June 17, 2019 12:55 PM | Expires Wednesday, July 31, 2019 12:55 PM | 0 applications | Interested in interviewing 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

RESET on Monday, June 17, 2019 12:59 PM
Melody Van Enkenvart reset Account Executive (B2B Marketing) at University of Wisconsin Oshkosh

Close

Handshake Search... Favorites Screens

Account Executive (B2B Marketing) at University of Wisconsin-Platteville

Expired | Application Open Monday, June 17, 2019 12:55 PM | Expires Wednesday, July 31, 2019 12:55 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Tuesday, June 18, 2019 11:36 AM
Claire Draginis approved Account Executive (B2B Marketing) at University of Wisconsin-Platteville

Close

Handshake Search Faculty Schools

Account Executive (B2B Marketing) at University of Wisconsin-River Falls ✕

Expired | Application Open Monday, June 17, 2019 12:55 PM | Expires Wednesday, July 31, 2019 12:55 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 12:59 PM
Melody Van Enkenvort approved Account Executive (B2B Marketing) at University of Wisconsin-River Falls

Close

Handshake Search Faculty Schools

Account Executive (B2B Marketing) at University of Wisconsin-Superior ✕

Expired | Application Open Monday, June 17, 2019 12:55 PM | Expires Wednesday, July 31, 2019 12:55 PM | 0 applications | Interested in interviewing on campus: No

Comments & Activity

Add a comment

Add Comment

APPROVE on Monday, June 17, 2019 12:59 PM
Melody Van Enkenvort approved Account Executive (B2B Marketing) at University of Wisconsin-Superior

Close

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 Removal Date	Job Posting Title	Contact Name	Site Trade Name
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[Page 1](#)

Closed, No Reopen

 Search Results: 18 Row(s) found

Job Posting Number	Actual Job Posting Removal Date	Job Posting Title	Contact Name	Site Trade Name
2569703	07/31/2019	Outside Account Executive	WIEDMEYER, MELODY	IHEARTMEDIA INC.

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 <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
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 <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
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.

Wisconsin Broadcasters Association



The Wisconsin Broadcasters Association fosters and promotes the development of the arts of aural and visual broadcastings in all its forms...

President & CEO
MICHELLE VETTERKIND, CAE

Vice President Administration
NDA BAUN

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Midwest Communications, Wausau

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DAN WALKER
Mid-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 lbaun@wi-broadcasters.org. I will get to you the pertinent information.

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. **WBA sponsors two 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.

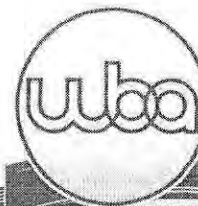
Please feel free to contact me if you have any questions! The WBA looks forward to helping you, our valued members, with your EEO Compliance.

Sincerely,

Linda Baun
Vice President

Cc: Keith Bratel

Wisconsin Broadcasters Association



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JIPITA MONTOTO
Mavica WLMV Radio, Madison

ARK STRACHOTA
DFTV/CBS & Telemundo, Milwaukee

HUCK SULLIVAN
WISN-TV, Milwaukee

JEN WADE
WISN-TV, Milwaukee

JEFF WEITON
Hotel, Hackett's Cove, Nova Scotia

MICHAEL WRIGHT
Midvest Communications, Wausau

: Office - NAB Board
JIM WALKER
Mid-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, at the **EEO Seminar: AVOIDING DISCRIMINATION IN EMPLOYMENT TERMINATIONS** which was held as part of the WBA's 2018 Winter Conference on Wednesday, January 31, 2018 from 10:45 AM-11:45 AM at the Concourse Hotel in Madison, Wisconsin.

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,

Linda Baun
Vice President

Cc: Keith Bratel

Wisconsin Broadcasters Association



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WDJT-TV/CBS & Telemundo, Milwaukee

CHUCK SULLIVAN
Entercom, Milwaukee

JAN WADE
WISN-TV, Milwaukee

JEFF WELTON
Nautel, Hackett's Cove, Nova Scotia

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 lbaun@wi-broadcasters.org. I will get to you the pertinent information.

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,


Linda Baun

Vice President

Cc: Keith Bratel

44 E. MIFFLIN STREET, SUITE 900 • MADISON, WI 53703

PHONE: 608-255-2600 • TOLL FREE: 800-236-1922 • www.wi-broadcasters.org

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Ex Officio - NAB Board
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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.

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,

A handwritten signature in cursive script that reads "Linda Baun".

Linda Baun
Vice President

Cc: Keith Bratel

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Nautel, Hackett's Cove, Nova Scotia

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Midwest 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

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 Nathan Tonarell and Van Edwards at the Job/Career Fair which was held as part of the WBA's 2019 Winter Conference on Wednesday, January 30 from 8:30 AM-10:30 AM at the Madison Concourse Hotel in Madison, 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 lbaun@wi-broadcasters.org. I will get to you the pertinent information.

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. **WBA sponsors two 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,

A handwritten signature in cursive script that reads "Linda Baun".

Linda Baun
Vice President

Cc: Keith Bratel

Wisconsin Broadcasters Association



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IKE SMITH
FRV-TV, Green Bay

IBK STRACHOTA
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Intercom, Milwaukee/Madison

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ausau

Ex Officio - NAB Board
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Mid-West Family Broadcasting, 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 EEO Compliance, this letter confirms that WIBA AM/FM, WTSO AM, WZE WMAD FM, WXXM FM, WISN AM, WOKY AM, WMIL FM, WKKV FM and WRNW FM, were represented by Keith Bratel and you, at the **Seminar: KEEPING UP WITH EEO AT THE FCC** which was held as part of 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 station management that will teach them how to ensure Equal Employment Opportunity and prevent unlawful discrimination". The WBA will be offering this training program three 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 Winter Conference - this is a similar process as the Job/Career Fairs. If a station representative attends 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 individual representative will need to have someone from management in attendance at all four sessions to claim a 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,

Linda Baun
Vice President

Cc: Keith Bratel

Wisconsin Broadcasters Association



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Midwest Communications, Green Bay/
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Ex Officio - NAB Board
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Mid-West Family Broadcasting, 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 EEO Co this letter confirms that WIBA AM/FM, WTSO AM, WZEE FM, WMAD FM FM, WISN AM, WOKY AM, WMIL FM, WKKV FM, WRIT FM and WRNW represented by Nathan Tonarelli and Keith Bratel at the Job/Career Fair v held as part of the WBA's 2019 Summer Conference on Wednesday, Jun 1:30 PM-2:45PM at the Osthoff Resort, in Elkhart Lake, Wisconsin. If you listing of those that attended the Job/Career Fair, along with their contact please contact me at the lbaun@wi-broadcasters.org. I will get to you the information.

One of the menu option initiatives under the FCC's Outreach Pro participation in at least four job fairs or careers fairs by personnel who ha substantial responsibility in the making of hiring decisions. **WBA sponsor job/career fairs each year - one in conjunction with our annual winte conference (January) and one in conjunction with our annual summ conference (June).** Full SEU participation in each job/career fair should i SEU a 1/4 credit. Accordingly, over a 2-year period of participating in the sponsored job/career fairs, and SEU should earn a full credit.

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

Sincerely,

Linda Baun
Vice President

Cc: Keith Bratel