

June 19, 2020



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**VIA EMAIL & POSTING TO FCC ONLINE PUBLIC INSPECTION FILE**

Lewis C. Pulley  
Assistant Chief, Investigations & Hearings Division  
Enforcement Bureau  
Federal Communications Commission

Re: **Response to Broadcast EEO Audit Letter  
WIBA(AM), Madison, WI (Fac. ID# 17384)**

Dear Mr. Pulley:

On behalf of Capstar TX, LLC, licensee of WIBA(AM), Madison, WI (Fac. ID# 17384) and the commonly owned stations in the Madison, WI station employment unit ("SEU"), the undersigned submits the SEU's response<sup>1</sup> to your letter of February 6, 2020 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080. Per your request, this submission consists of a sworn statement by Drew Lauter, Market President with copies of documentation responsive to your inquiry.

Should any questions arise concerning this submission, kindly contact the undersigned.

Respectfully submitted,

A handwritten signature in blue ink that reads "Elizabeth E. Goldin".

Elizabeth E. Goldin

cc: Lynn Kalagian (FCC) *(via email)*  
Cheryl Kornegay-Dow (FCC) *(via email)*

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<sup>1</sup> The SEU was granted extensions of time to file its response through June 19, 2020.

## DECLARATION OF DREW LAUTER, MARKET PRESIDENT

I, Drew Lauter, hereby declare as follows:

1. I am a Market President for Capstar TX LLC, the licensee of WIBA(AM), Madison, Wisconsin (Fac ID #17384), which is part of a station employment unit based in Madison, Wisconsin and which also includes WZEE(FM) (Fac ID #41980) and WTSO(AM) (Fac ID #41973), both Madison, Wisconsin as well as WIBA-FM, Sauk City, Wisconsin (Fac ID #17385), WMAD(FM), Cross Plains, Wisconsin (Fac ID #50055) and WXXM(FM), Sun Prairie, Wisconsin (Fac ID #17383) (the “SEU” or “Unit”). The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc. (collectively, “iHeartMedia”). This Statement and relevant attachments are being submitted in response to the February 6, 2020 letter of Lewis C. Pulley, Assistant Chief, Investigations & Hearings Division of the Commission’s Enforcement Bureau, concerning a random audit of EEO compliance (the “EEO Audit Letter”).
2. This SEU employs five or more full-time employees as the term is defined in the broadcast EEO rule of the Federal Communication Commission (“FCC” or the “Commission”), 47 C.F.R. § 73.2080(e)(1).
3. In response to Question 3(a) of the EEO Audit Letter, the SEU’s two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

The web addresses of the stations in this SEU are as follows: [wiba.iheart.com](http://wiba.iheart.com) (WIBA(AM)), [z104fm.iheart.com](http://z104fm.iheart.com) (WZEE(FM)), [1070thegame.iheart.com](http://1070thegame.iheart.com) (WTSO(AM)), [wibafm.iheart.com](http://wibafm.iheart.com) (WIBA(FM)), [963starcountry.iheart.com](http://963starcountry.iheart.com) (WMAD(FM)), and [rewind921.iheart.com](http://rewind921.iheart.com) (WXXM(FM)). A copy of the current EEO Public File Report is included on or linked to each of these websites.

The date of each full-time hire listed in the SEU’s above-referenced EEO Public File Reports, in accordance with 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B.

4. In response to Question 3(b) of the EEO Audit Letter, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment sources used to fill its full-time positions pursuant to 47 C.F.R. § 73.2080(c)(5)(iii), including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is required at Attachment B in addition to announcements sent to those sources that have notified the SEU that they want to be alerted to job openings at the Unit, as described in 47 C.F.R. § 73.2080(c)(1)(ii).
5. In response to Question 3(c) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

6. In response to Question 3(d) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity during the period covered by the above EEO Public File Reports and as described in § 73.2080(c)(2) is appended at Attachment C with participating personnel noted therein. This SEU employs a total of 40 full-time employees and is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during each two-year period measured from the date the stations in the SEU are required to file license renewal applications.

7. In response to Question 3(e) of the EEO Audit Letter requesting the disclosure of any pending or resolved complaints alleging unlawful discrimination in the employment practices of one or more stations in this SEU based on race, color, religion, national origin or sex filed before a body with jurisdiction under federal, state, territorial or local law during the current license term, the licensee is aware of the following.

A complaint was filed against the licensee by Tracy Freeburg, on-air personality, with the Wisconsin Department of Workforce Development, Equal Rights Division and the U.S. Equal Employment Opportunity Commission on May 7, 2013, alleging sex discrimination. See ERD Case No., CR291391476; Charge No. 26G201300999C. The matter was settled by the parties on June 14, 2013. The complaint was dismissed by the ERD and EEOC on July 23, 2013 and January 14, 2014, respectively.

8. In response to Question 3(f) of the EEO Audit Letter, the licensee affirms that iHeartMedia deployed an EEO compliance plan, with the assistance of outside communications counsel, known as the Broadcast Diversity Recruitment Plan (the "Recruitment Plan" or "Plan") in conjunction with the effective date of the current EEO regulations. The Plan contains directives as to how iHeartMedia SEUs are to engage in broad recruitment for job vacancies and undertake recruitment initiatives, details the required recordkeeping requirements and provides a quarterly self-assessment program.

At the corporate level, iHeartMedia assists SEUs in understanding and following the Recruitment Plan, employing a team of corporate HR specialists that respond to SEU requests for FCC EEO compliance assistance and/or that call upon outside counsel for additional guidance when warranted. Furthermore, iHeartMedia has a team of internal public inspection file auditors that surveys FCC EEO performance of iHeartMedia SEUs as part of their routine review of overall public file compliance. Finally, in connection with the deployment of HR software throughout the company, iHeartMedia HR's department has conducted training sessions for its SEUs on its hiring policies and procedures, including compliance with the FCC's EEO broad outreach rules, and continues to provide access to training on FCC EEO matters to SEUs via its online HR portal.

At the local level, our Executive Assistant/FCC Coordinator handles daily recruitment and recordkeeping duties under my supervision with the assistance of human resources and FCC EEO compliance software programs. This SEU's compliance efforts include identifying our efforts to afford equal employment opportunities to employees and applicants through statements disseminated in job applications and posted in conspicuous areas within the workplace. This SEU's employment practices are my ultimate responsibility, working in conjunction with in-

house counsel at iHeartMedia corporate headquarters and, when applicable, outside employment and labor counsel.

9. In response to Question 3(g) of the EEO Audit Letter, the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with an opportunity to consult the corporate headquarters about these issues. The SEU holds regular meetings to discuss outreach to minority, female and gender-neutral candidates as well as to the LGBTQ community generally, including outreach to promote careers in broadcasting generally and at our stations specifically. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU also includes language on its station websites encouraging qualified community organizations to contact the SEU to request its job notices. While not all notifications to certain of these sources on the SEU's extensive recruitment source list were completed during the reporting periods at issue, our SEU is proud of the outreach it conducts throughout the Madison community on a regular basis and our Executive Assistant/FCC Coordinator strives to keep contact information current, conducting quarterly self-audits. She also communicates with SEU hiring managers to alert them to general outreach initiatives in the community. Further, our management team is invested in developing relationships with university placement offices and recruiters, and staff is encouraged to actively participate in industry professional associations and conferences to further promote careers in broadcasting and participate in training in diversity and hiring practices through the Wisconsin Broadcasters Association.

10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that they provide equal opportunity and do not have a discriminatory effect.

Dated: June 17, 2020

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO  
DECLARATION OF DREW LAUTER, MARKET PRESIDENT**

As of the date set forth above, I hereby declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge, information and belief.

*Drew Lauter*  
DREW LAUTER

**TAB A**

**EEO PUBLIC FILE REPORTS**

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**EEO PUBLIC FILE REPORT**  
**August 1, 2017 - July 31, 2018<sup>1</sup>**

**I. VACANCY LIST**

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive (B2B Marketing)	1-7, 9-19, 21-37	14
Outside Account Executive (B2B Marketing)	1-7, 9-12, 15-19, 21-36	11
Traffic Manager	1-7, 9-12, 15-34, 36-37	20
Outside Account Executive (B2B Marketing)	1, 3-12, 15-16, 18-19, 21-34, 36-38	8
Outside Account Executive (B2B Marketing)	1-13, 15-19, 21-38	36
Sales Assistant	1-12, 15-19, 21-38	8

<sup>1</sup>This Report was modified in June 2020 to address reporting issues.

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
1	All About Country *Only positions exclusive to country radio station Texas Url : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Deb Weber Manual Posting	Y	0
6	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : <a href="http://www.cvtc.edu">http://www.cvtc.edu</a> Email : <a href="mailto:employment_services@cvtc.edu">employment_services@cvtc.edu</a> Kristine Jackson	N	0



**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
7	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> K DeWit Manual Posting	Y	0
8	Employee Referral	N	3
9	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : <a href="http://www.goodwillsew.com">http://www.goodwillsew.com</a> Email : <a href="mailto:lisa.norman@goodwillsew.com">lisa.norman@goodwillsew.com</a> Lisa Norman	N	0
10	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
11	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	2
12	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : <a href="mailto:cjackson@beonair.com">cjackson@beonair.com</a> Fax : 1-630-916-1764 Carl Jackson	Y	0
13	Indeed.com - Not Directly Contacted by SEU	N	2
14	LinkedIn-Not directly contacted by SEU	N	1

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
15	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : <a href="mailto:art@mediarecruiter.com">art@mediarecruiter.com</a> Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center Manual Posting	N	0
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Carol Julin Manual Posting	Y	0
19	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : <a href="mailto:info@nljia.org">info@nljia.org</a> Fax : 1-202-588-1818 Career Services	N	0
20	Non-Employee Referral	N	1
21	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : <a href="mailto:director@radio1school.com">director@radio1school.com</a> Joe Deschler	N	0

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
22	Radio Station Websites (navigation link to corporate careers website) 2651 S. Fish Hatchery Rd. Madison, Wisconsin 53711 Phone : 414-545-8900 Melody Wiedmeyer	N	0
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : <a href="mailto:veronical@unidosagainstdv.org">veronical@unidosagainstdv.org</a> Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> Career Center Manual Posting	Y	0
25	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu/">http://www.jobcenter.wisc.edu/</a> Career Center Manual Posting	Y	0
26	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
27	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
28	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Karmin Van Domelen Manual Posting	Y	0
29	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
30	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Jodi Carlson Manual Posting	Y	0
31	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
32	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
33	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
34	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
35	University of Wisconsin - Superior YU Suite 230 Bekknep and CATlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	2
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> Fax : 1-888-258-9966 n/a n/a Manual Posting	Y	1
38	<a href="http://www.mediagignow.com">www.mediagignow.com</a> 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : <a href="http://www.mediagignow.com">http://www.mediagignow.com</a> Email : <a href="mailto:customerservice@mediagignow.com">customerservice@mediagignow.com</a> MediaGigNow.com	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>12</b>

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2017 - July 31, 2018****III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
1	1/31/2018	Participation in Job Fairs	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.	1	Vice President of Sales
2	1/31/2018	Provision of training to management	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the 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.	1	Vice President of Sales
3	6/20/2018	Participation in Job Fairs	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.	1	Market President
4	6/20/2018	Provision of training to management	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the Market President at the EEO Seminar: EEO Seminar: Bring Your Bias - Recognizing Overcoming Unconscious Decision-Making 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.	1	Market President

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**EEO PUBLIC FILE REPORT**  
**August 1, 2018 - July 31, 2019<sup>1</sup>**

**I. VACANCY LIST**

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive (B2B Marketing)	1, 3-8, 10-15, 18-22, 24-26, 29-41	13
Sales Assistant	1, 3-8, 11-15, 18-22, 24-41	13
Sales Assistant	1, 3-7, 9, 11-15, 17-19, 21-22, 24-41	9
Z104 Madison APD/PM Drive Host	1-8, 11-14, 16, 18-22, 24-36, 38-41	16
Outside Account Executive (B2B Marketing)	1, 3-8, 10-14, 18-22, 24-36, 38-41	10
Outside Account Executive (B2B Marketing)	1, 3-9, 11-14, 17-22, 24-26, 29-36, 38-41	17
Outside Account Executive (B2B Marketing)	1, 3-8, 11-14, 18-26, 29-36, 38-41	23
Promotions Director and On-Air Personality	1-8, 11-14, 18-22, 24-26, 29-36, 38-41	2
Outside Account Executive (B2B Marketing)	1, 3-7, 11-15, 18-19, 21-22, 24-26, 39-41	15
Sales Assistant	1, 3-8, 11-14, 17-18, 21-22, 24-26, 29-33, 35-36, 38-41	17
Outside Account Executive (B2B Marketing)	1, 4-8, 11-14, 17-18, 21-22, 24-26, 29-33, 35-36, 38-41	40

<sup>1</sup>This Report was modified in June 2020 to address reporting issues.

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period<sup>1</sup></b>
1	All About Country *Only positions exclusive to country radio station Texas Url : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	All Access.com 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Phone : 888-888-8888 Url : <a href="http://www.allaccess.com">http://www.allaccess.com</a> Career Services Manual Posting	N	1
3	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> 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 : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
6	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Deb Weber Manual Posting	Y	0

<sup>1</sup>Some interviewees included herein belong to a pool producing multiple hires overlapping the 7/31/19 reporting deadline.



**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
7	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : <a href="http://www.cvtc.edu">http://www.cvtc.edu</a> Email : <a href="mailto:employment_services@cvtc.edu">employment_services@cvtc.edu</a> 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 : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> K DeWit Manual Posting	Y	0
9	Employee Referral	N	2
10	Glassdoor-Not directly contacted by SEU	N	2
11	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : <a href="http://www.goodwillsew.com">http://www.goodwillsew.com</a> Email : <a href="mailto:lisa.norman@goodwillsew.com">lisa.norman@goodwillsew.com</a> Lisa Norman	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	3

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
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	6
16	Internal Transfer/Promotion	N	1
17	LinkedIn-Not directly contacted by SEU	N	5
18	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> 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 : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
20	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> 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 : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Carol Julin Manual Posting  Prong 2 Ended Date: 6/17/2019	N	0

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
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
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	N	1
26	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> 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 : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> Career Center Manual Posting  Prong 2 Ended Date: 1/10/2019	N	0

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

**EEO PUBLIC FILE REPORT**

**August 1, 2018 - July 31, 2019**

**II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
28	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu/">http://www.jobcenter.wisc.edu/</a> Career Center Manual Posting  Prong 2 Ended Date: 1/10/2019	N	0
29	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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 : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
31	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Karmin Van Domelen Manual Posting	Y	0
32	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
33	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Jodi Carlson Manual Posting	Y	0

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
34	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting  Prong 2 Ended Date: 5/22/2019	N	0
35	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
36	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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 : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting  Prong 2 Ended Date: 10/26/2018	N	0
38	University of Wisconsin - Superior YU Suite 230 Bekknap and Catlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
39	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	1

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****EEO PUBLIC FILE REPORT****August 1, 2018 - July 31, 2019****II. MASTER RECRUITMENT SOURCE LIST ("MRSL")**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS Over Reporting Period</b>
40	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> Fax : 1-888-258-9966 n/a n/a Manual Posting	Y	1
41	<a href="http://www.mediagignow.com">www.mediagignow.com</a> 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : <a href="http://www.mediagignow.com">http://www.mediagignow.com</a> Email : <a href="mailto:customerservice@mediagignow.com">customerservice@mediagignow.com</a> MediaGigNow.com	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>24</b>

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

## EEO PUBLIC FILE REPORT

August 1, 2018 - July 31, 2019

### III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	1/30/2019	Provision of training to management	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.	1	Market President
2	1/30/2019	Participation in Job Fairs	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.	1	Operations Manager
3	6/12/2019	Provision of training to management	In accordance with the WBA's Assistance Action Plan for EEO Compliance, our SEU was represented by the Market President at the EEO Seminar: EEO Seminar: Keeping Up with EEO at the FCC 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.	1	Market President
4	6/12/2019	Participation in Job Fairs	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.	1	Market President

**TAB B**

**VACANCY DOCUMENTATION**



# 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: 9/11/2017

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : <a href="http://www.cvtc.edu">http://www.cvtc.edu</a> Email : <a href="mailto:employment_services@cvtc.edu">employment_services@cvtc.edu</a> Kristine Jackson	N	0
7	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> K DeWit Manual Posting	Y	0
9	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : <a href="http://www.goodwillsew.com">http://www.goodwillsew.com</a> Email : <a href="mailto:lisa.norman@goodwillsew.com">lisa.norman@goodwillsew.com</a> Lisa Norman	N	0
10	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
11	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> 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: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	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
13	Indeed.com - Not Directly Contacted by SEU	N	1
14	LinkedIn-Not directly contacted by SEU	N	1
15	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : art@mediarecruiter.com Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center 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: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Carol Julin Manual Posting	Y	0
19	National Lesbian & Gay Journalists Association 1420 K Street, NW, Suite 910 Washington, District of Columbia 20005 Email : <a href="mailto:info@nljga.org">info@nljga.org</a> Fax : 1-202-588-1818 Career Services	N	0
21	Radio 1 Broadcast School 700 3rd Street N. LL7 La Crosse, Wisconsin 54601 Phone : 800-889-2221 Email : <a href="mailto:director@radio1school.com">director@radio1school.com</a> Joe Deschler	N	0
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : <a href="mailto:veronical@unidosagainstdv.org">veronical@unidosagainstdv.org</a> Fax : 1-608-255-2975 Veronica Lazo	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: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> Career Center Manual Posting	Y	0
25	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu/">http://www.jobcenter.wisc.edu/</a> Career Center Manual Posting	Y	0
26	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
27	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
28	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Karmin Van Domelen Manual Posting	Y	0
29	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: LinkedIn-Not directly contacted by SEU

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Jodi Carlson Manual Posting	Y	0
31	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
32	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
33	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
34	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: **LinkedIn-Not directly contacted by SEU**Date of hire: **9/11/2017**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
35	University of Wisconsin - Superior YU Suite 230 Bekknap and CATlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	0
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> n/a n/a Manual Posting	Y	1
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>3</b>

**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: September 11, 2017**

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-\\_Req6637-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req6637-1)

**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](mailto:melodywiedmeyer@iheartmedia.com)

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

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
<b>3</b>	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 8/1/2017 11:32:52 AM
<b>4</b>	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 8/1/2017 11:32:53 AM
<b>5</b>	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 8/1/2017 11:32:55 AM
<b>6</b>	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 8/1/2017 11:32:53 AM
<b>9</b>	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 8/1/2017 11:32:53 AM
<b>12</b>	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 8/1/2017 11:32:48 AM
<b>15</b>	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 8/1/2017 11:32:54 AM
<b>16</b>	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 8/1/2017 11:32:54 AM
<b>18</b>	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 8/1/2017 11:32:54 AM
<b>19</b>	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 8/1/2017 11:32:54 AM
<b>21</b>	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 8/1/2017 11:32:55 AM
<b>23</b>	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 8/1/2017 11:35:26 AM Sent: 8/1/2017 11:32:46 AM
<b>36</b>	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 8/1/2017 11:32:48 AM

## Van Enkenvort, Melody

---

**To:** webmaster@allaboutcountry.com  
**Subject:** Account Executive - Madison, WI - Job Posting 8/1/2017  
**Attachments:** Account Executive Madison 08-01-17.doc

Attached please find an open job position in Madison, WI which expires 8/31/17.

Thank you,

All About Country

### **Melody Wiedmeyer**

Executive Assistant, Western Great Lakes Region  
iHeartMedia Markets Group

12100 W. Howard Avenue  
Milwaukee, WI 53228  
o 414.944.5161

Alverno College  
Edgewood College Job Center  
(WIPCC)

purplebriefcase Get Noticed. Be Prepared.

welcome, melody wiedmeyer | support | sign-out

**my briefcase**

- my jobs
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### MY BRIEFCASE - JOB BOARD

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

submitted 3	published 0	placements 0	closed 0	cancelled 0	expired 22
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+ add job

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### submitted job postings

Position	Company	School	Job Type	Date Created	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Account Executive	iHeartMedia	Alverno College	Full Time	Aug 1, 2017						
Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Aug 1, 2017						
Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Aug 1, 2017						



### Post a New Job

Any job submitted will have to be approved by the Job Center before being posted. The Job Center approves jobs during normal business hours (Monday-Friday 8:30-4:30). We are closed on Holidays. The Job Center may also make changes to a job. You will be notified of any changes when a job is posted. You will also be notified before the job expires so you can have the option of renewing or cancelling the job. Enter wage as numbers and a decimal point only. No , or \$ .

Organization:

Job Title:

Category:

Campus job?  Is Uw

Wage: \$  - \$  Hourly range

Number of hiring positions:

Deadline:  -  -

Near a bus line?  Yes  No

Allow this job to be shown on UniversityHubs  Allow Api

#### Job description

List hours and days first, then duties/qualifications. *If you are unable to copy/paste into this form, \*\*Please press control + F5 to clear your cache\*\* and it will work.*

**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.

body p



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

### Account Executive at University of Wisconsin-Eau Claire

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:54 PM  
Zoua Xiong approved Account Executive at University of Wisconsin-Eau Claire

Close

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

### Account Executive at University of Wisconsin - Green Bay

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:54 PM  
Zoua Xiong approved Account Executive at University of Wisconsin - Green Bay

Close

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Marquette University  
Milwaukee School of Engineering  
University of Wisconsin Green Bay  
University of Wisconsin Oshkosh  
University of Wisconsin Oshkosh

### Account Executive at University of Wisconsin-La Crosse

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 1 application Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:52 PM  
Zoua Xiong approved Account Executive at University of Wisconsin-La Crosse

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Milwaukee School of Engineering  
University of Wisconsin Green Bay  
University of Wisconsin Oshkosh  
University of Wisconsin-Olaire

### Account Executive at University of Wisconsin-Milwaukee

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:00 PM  
Zhou Xiang approved Account Executive at University of Wisconsin-Milwaukee

Close

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Fairs

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

### Account Executive at University of Wisconsin Oshkosh

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Tuesday, August 1, 2017 1:00 PM  
Zhou Xiang updated Account Executive at University of Wisconsin Oshkosh

**APPROVE** on Tuesday, August 1, 2017 1:00 PM  
Shannah Steinman approved Account Executive at University of Wisconsin Oshkosh

Close

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

### Account Executive at University of Wisconsin-Parkside

Expired Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:00 PM  
Zhou Xiang approved Account Executive at University of Wisconsin-Parkside

Close



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#887628 Account Executive at University of Wisconsin-Platteville

**Job** - Preview job post  
Edit Details  
Duplicate job

School: University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-

**Account Executive at University of Wisconsin-Platteville**

Expired: Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 1:52 PM  
Zhou Xiang approved Account Executive at University of Wisconsin-Platteville

Close

**Handshake** Search...

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Search Students  
Schools  
Contacts  
Campus  
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Interviews  
Fairs

#887628 Account Executive at University of Wisconsin-River Falls

**Job** - Preview job post  
Edit Details  
Duplicate job

School: University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Account Executive at University of Wisconsin-River Falls**

Expired: Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Tuesday, August 1, 2017 1:55 PM  
Zhou Xiang updated Account Executive at University of Wisconsin-River Falls

**APPROVE** on Tuesday, August 1, 2017 3:42 PM  
Misty Van Seters approved Account Executive at University of Wisconsin-River Falls

Close

**Handshake** Search...

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Search Students  
Schools  
Contacts  
Campus  
Events

#887628 Account Executive at University of Wisconsin-Stevens Point

**Job** - Preview job post  
Edit Details  
Duplicate job

School: University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-

**Account Executive at University of Wisconsin-Stevens Point**

Expired: Application Open Tuesday, August 1, 2017 1:00 PM Expires Thursday, August 31, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Tuesday, August 1, 2017 2:23 PM  
Libby Healdman approved Account Executive at University of Wisconsin-Stevens Point

Close



Jobs > Job Profile

- Page Functions
  - Copy Job
  - View Activity
- Calendar
- Resource Library
- I want to...
- Report a Hire

## Viewing Job: 66838/Account Executive (B2B Marketing)

The changes you made to this job have been saved and submitted.

- Profile View
- Position Information
- Contact Information
- Posting Information
- Document Categories

### Position Information

[Edit]

Please review the information contained in this job posting. Click on the [Edit] link for each section to make any changes.

Click the [View Activity] link above to view all activity for this job posting.

Click the [Close Job] link above to close this job.

\*Job ID: 66838

\*Job Title: Account Executive (B2B Marketing)

Organization Name: iHeartMedia

Full-time/Part-time: FT

Number of Openings:

Hours per Week:

Wage/Salary: Commission Based

Period of Employment:

\*Job Description: 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.
- 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

Certifications

- None required

**\*Application Instructions:** Apply online at the online application address only.  
**Online Application Address:** <http://www.iheartmediacareers.com>

**Contact Information**

[Edit]

**First Name:** Melody  
**Last Name:** Wiedmeyer  
**Address Line 1:** 12100 W. Howard Ave.  
**Address Line 2:**  
**City:** Milwaukee  
**State:** WI  
**Zip:** 53228  
**Country:**  
**Phone:** 414-545-8900  
**Fax:** 414-546-9654  
**Email :** [mvan@iheartmedia.com](mailto:mvan@iheartmedia.com)  
**Website :** <http://www.iHeartMedia.com>

**Posting Information**

[Edit]

**\*Job Location (City, State):** Madison, WI  
**Job Category:** Advertising  
 Sales  
**\*Position Type** ⓘ : Full-time  
**Minimum GPA:**  
**Graduation Start:**  
**Graduation End:**  
**Classification:** Alumni  
 Senior  
**Degrees:** Associate  
 Bachelor  
**\*Majors :** Business Administration  
 Economics  
 Transportation and Logistics Management  
**\*Post Date:** 8/1/2017  
**\*Expiration Date:** 8/31/2017  
**\*Show Contact Info:** No  
**\*Allow Candidates to Apply Online through JacketJobs** ⓘ : No

**Document Categories**

[Edit]

Document Categories Allow Selection

Document Categories Require Selection

Resumes

Resumes

**Control Information**

**\*Status:** Pending - Employer Edited

## 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
--------------------	---------------------------------	-------------------	--------------	-----------------

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/25/2017

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: 9/25/2017

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

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 9/25/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	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	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : art@mediarecruiter.com Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center Manual Posting	N	0
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: 9/25/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	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
21	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
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> 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: 9/25/2017

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

Date of hire: 9/25/2017

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

Date of hire: 9/25/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Superior YU Suite 230 Bekknep and CATlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**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: September 25, 2017**

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-\\_Req7986-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req7986-1)

**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](mailto:melodywiedmeyer@iheartmedia.com)

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

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
1	<b>All About Country</b> E-mail: webmaster@allaboutcountry.com	Sent: 9/12/2017 10:00:03 AM
3	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 9/12/2017 10:00:07 AM
4	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 9/12/2017 10:00:07 AM
5	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 9/12/2017 10:00:10 AM
6	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 9/12/2017 10:00:08 AM
9	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 9/12/2017 10:00:08 AM
12	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 9/12/2017 10:00:03 AM
15	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 9/12/2017 10:00:09 AM
16	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 9/12/2017 10:00:09 AM
18	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 9/12/2017 10:00:09 AM
19	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 9/12/2017 10:00:10 AM
21	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 9/12/2017 10:00:10 AM
23	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 9/12/2017 10:02:52 AM Sent: 9/12/2017 10:00:00 AM
36	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 9/12/2017 10:00:02 AM

Consortium

Account Executive	iHeartMedia	Alverno College	Full Time	Sep 12, 2017					
Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Sep 12, 2017					
Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Sep 12, 2017					

*Edgewood College Job Center*





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**Job History Table**

Job ID	Title	Posting Status	Created Date	Action
49217	Account Executive	Newly Submitted	09/12/2017	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](mailto:uwstudent.jobcenter@finaid.wisc.edu)

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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Account Executive at University of Wisconsin-Eau Claire

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, September 13, 2017 12:05 PM  
Zoua Xiang updated Account Executive at University of Wisconsin-Eau Claire

**APPROVE** on Tuesday, September 12, 2017 2:08 PM  
Meady Van Erikenwort approved Account Executive at University of Wisconsin-Eau Claire

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Marquette University  
Milwaukee School of Engineering  
University of Wisconsin-Green Bay  
University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee

### Account Executive at University of Wisconsin - Green Bay

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, September 13, 2017 12:00 PM  
Zoua Xiang updated Account Executive at University of Wisconsin - Green Bay

**APPROVE** on Tuesday, September 12, 2017 8:11 PM  
Linda Paschook-Landrum approved Account Executive at University of Wisconsin - Green Bay

Close

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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Account Executive at University of Wisconsin-La Crosse

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, September 13, 2017 1:20 PM  
Zoua Xiang approved Account Executive at University of Wisconsin-La Crosse

Close



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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Account Executive at University of Wisconsin-Milwaukee

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, September 14, 2017 12:20 PM  
Zoua Xiang approved Account Executive at University of Wisconsin-Milwaukee

Close

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Search Students  
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Marquette University  
Milwaukee School of Engineering  
University of Wisconsin-Green Bay  
University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Parkside

### Account Executive at University of Wisconsin Oshkosh

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Thursday, September 14, 2017 12:10 PM  
Zoua Xiang updated Account Executive at University of Wisconsin Oshkosh

**APPROVE** on Tuesday, September 12, 2017 3:34 PM  
Shannah Steiman approved Account Executive at University of Wisconsin Oshkosh

Close

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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Account Executive at University of Wisconsin-Parkside

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, September 13, 2017 11:10 PM  
Zoua Xiang updated Account Executive at University of Wisconsin-Parkside

**APPROVE** on Wednesday, September 13, 2017 9:59 AM  
Oliver Johnson approved Account Executive at University of Wisconsin-Parkside

Close

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Edit Details Exp  
Duplicate Job  
School -  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

### Account Executive at University of Wisconsin-Platteville

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, September 13, 2017 10:20 PM  
Zoua Xiong updated Account Executive at University of Wisconsin-Platteville

**APPROVE** on Tuesday, September 12, 2017 3:59 PM  
Morgan Wilkes approved Account Executive at University of Wisconsin-Platteville

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Fairs

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Duplicate Job  
School -  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

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

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, September 13, 2017 10:20 PM  
Zoua Xiong updated Account Executive at University of Wisconsin-River Falls

**APPROVE** on Tuesday, September 12, 2017 3:59 PM  
Meady Van Ernsvoort approved Account Executive at University of Wisconsin-River Falls

Close

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Events

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School -  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

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

Expired Application Open Tuesday, September 12, 2017 2:00 PM Expires Thursday, October 12, 2017 11:59 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, September 13, 2017 10:20 PM  
Zoua Xiong approved Account Executive at University of Wisconsin-Stevens Point

Close





[New Job > Job Profile](#)

- Page Functions
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  - View Activity
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- I want to...
- Report a Hire

## Viewing Job: 67065/Account Executive

Profile View

Position Information

Contact Information

Posting Information

Document Categories

### Position Information

[Edit]

Please review the information contained in this job posting. Click on the [Edit] link for each section to make any changes.

Click the [View Activity] link above to view all activity for this job posting.

Click the [Close Job] link above to close this job.

\*Job ID: 67065

\*Job Title: Account Executive

Organization Name: iHeartMedia

Full-time/Part-time: Full-Time

Number of Openings: 2

Hours per Week:

Wage/Salary: Commission Based

Period of Employment:

\*Job Description: 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.
- 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: 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

Certifications

- None required

\*Application Instructions: Apply online only through the online application address.  
 Online Application Address: <http://www.iHeartMediaCareers.com>



Contact Information

[Edit]

First Name:  
 Last Name:  
 Address Line 1:  
 Address Line 2:  
 City:  
 State:  
 Zip:  
 Country:  
 Phone:  
 Fax:  
 Email :  
 Website :

Posting Information

[Edit]

\*Job Location (City, State): Madison, WI  
 Job Category: Advertising  
 Marketing  
 Sales  
 \*Position Type : Full-time  
 Minimum GPA:  
 Graduation Start:  
 Graduation End:  
 Classification:  
 Degrees:  
 \*Majors : All Majors  
 \*Post Date: 9/12/2017  
 \*Expiration Date: 10/31/2017  
 \*Show Contact Info: No  
 \*Allow Candidates to Apply Online through JacketJobs : No

Document Categories

[Edit]

Document Categories Allow Selection

Document Categories Require Selection

Resumes

Resumes

Control Information

\*Status: Pending

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

## Vacancy Data Form

### Traffic Manager

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 2/5/2018

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Deb Weber Manual Posting	Y	0

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

## Vacancy Data Form

### Traffic Manager

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 2/5/2018

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



**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****Vacancy Data Form****Traffic Manager****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 2/5/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
12	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	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : art@mediarecruiter.com Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center Manual Posting	N	0
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Carol Julin Manual Posting	Y	0

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

## Vacancy Data Form

### Traffic Manager

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 2/5/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	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
20	Non-Employee Referral	N	1
21	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
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> Career Center Manual Posting	Y	0

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

## Vacancy Data Form

### Traffic Manager

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 2/5/2018

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

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****Vacancy Data Form****Traffic Manager****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 2/5/2018**

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

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****Vacancy Data Form****Traffic Manager****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 2/5/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	0
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> n/a n/a Manual Posting	Y	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**Fax and E-mail verification summary report for Traffic Manager**

**Position: Traffic Manager**

**Hire Date: February 5, 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:**

Deploys commercial advertising -- configuring, monitoring, analyzing, and optimizing online and stream ad campaigns, utilizing emerging technology, applying campaign strategy, and providing unsurpassed customer service.

**Responsibilities**

- Handles all aspects of assigned stations(s) including placing bumped spots, rearranging spots on log in non-competitive slots, assigning cart numbers on production orders, making sure all copies are turned in, adding daily networks to log, changing computer data when necessary.
- Produces daily commercial logs by obtaining information, importing orders, and capturing commercial advertising schedules.
- Enters commercial advertising schedules and maintains database by reviewing and resolving error reports with the ultimate goal of optimizing revenue.
- Interfaces with Sales Management regarding inventory.
- Collaborates with management, Account Executives and Sales Support to ensure commercial spots are executed in accordance with contract provisions.

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**Fax and E-mail verification summary report for Traffic Manager**

- Monitors changes and resolves Traffic department discrepancies.
- Manages flow of information and service inquiries in Radio Fusion/Viero systems.
- Coordinates with other departments to maintain commercial inventory and to provide billing information.
- Updates Sales Managers on available inventory.
- Plans and schedules to meet all require deadlines, (daily, weekly and monthly).
- Resolves problems among Sales, Continuity, Programming, Traffic, and Accounting.
- Prints and distributes sales contracts, attaches printed contracts with signed orders and places in files.
- Posts logs on a daily basis; prints log reports and files on a monthly basis.
- Completes all network production (i.e., barter spots, affidavits).
- May perform Digital Traffic duties.
- May require flexibility in work schedules.
- May back up other Traffic Coordinators when sick or on vacation, and receptionist when needed.

Qualifications

- Proficient in Microsoft Office suite, social networking platforms
- Familiarity with Radio Fusion/Viero systems a plus
- Ability to learn new systems quickly
- Proven ability to read and interpret documents such as operating and maintenance instruction procedure manuals, and insertion/purchase orders
- Excellent time management; ability to plan and organize, set priorities and multi task in a fast-paced environment
- Strong attention to detail, and high work standards
- Excellent written and oral communication skills.
- Demonstrated data entry skills.
- Ability to work independently and with a team

Work Experience

- Prefer 2-5 years' experience in automated broadcast traffic system

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**Fax and E-mail verification summary report for Traffic Manager**

Education

- High school diploma or equivalent

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/Traffic-Manager\\_Req8905](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Traffic-Manager_Req8905)

**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



**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**Fax and E-mail verification summary report for Traffic Manager**

details, please email Melody Van Enkenvort at [melodywiedmeyer@iheartmedia.com](mailto:melodywiedmeyer@iheartmedia.com)

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE**  
**Fax and E-mail verification summary report for Traffic Manager**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
<b>1</b>	<b>All About Country</b> E-mail: webmaster@allaboutcountry.com	Sent: 11/2/2017 9:07:21 AM
<b>3</b>	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 11/2/2017 9:07:25 AM
<b>4</b>	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 11/2/2017 9:07:25 AM
<b>5</b>	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 11/2/2017 9:07:27 AM
<b>6</b>	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 11/2/2017 9:07:26 AM
<b>9</b>	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 11/2/2017 9:07:26 AM
<b>12</b>	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 11/2/2017 9:07:21 AM
<b>15</b>	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 11/2/2017 9:07:26 AM
<b>16</b>	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 11/2/2017 9:07:27 AM
<b>18</b>	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 11/2/2017 9:07:27 AM
<b>19</b>	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 11/2/2017 9:07:27 AM
<b>21</b>	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 11/2/2017 9:07:28 AM
<b>23</b>	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 11/2/2017 9:09:51 AM Sent: 11/2/2017 9:07:18 AM
<b>36</b>	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 11/2/2017 9:07:20 AM

		College	2016						
Traffic Manager	iHeartMedia	Alverno College	Full Time	Nov 8, 2017					
Traffic Manager	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Nov 8, 2017					
Traffic Manager	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Nov 8, 2017					

*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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This job has been submitted. You can look at a detailed view by clicking  
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Job History Table

Job ID	Title	Posting Status	Created Date
50351	Traffic Manager	Newly Submitted	11/08/2017

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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Traffic Manager at University of Wisconsin-Eau Claire

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 1 application Interested in interviewing on campus? No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:16 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin-Eau Claire

**APPROVE** on Wednesday, November 8, 2017 9:15 AM  
Melody Van Enkervort approved Traffic Manager at University of Wisconsin-Eau Claire

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Marquette University  
Milwaukee School of Engineering  
University of Wisconsin-Green Bay  
University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin

### Traffic Manager at University of Wisconsin - Green Bay

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in interviewing on campus? No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:16 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin - Green Bay

**APPROVE** on Wednesday, November 8, 2017 10:25 AM  
Chris Cox approved Traffic Manager at University of Wisconsin - Green Bay

Close

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University of Wisconsin-Oshkosh  
University of Wisconsin-Claire  
University of Wisconsin-Crosse  
University of Wisconsin-Milwaukee  
University of Wisconsin-Parkside

### Traffic Manager at University of Wisconsin-La Crosse

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in interviewing on campus? No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, November 8, 2017 10:16 PM  
Zoua Xiong approved Traffic Manager at University of Wisconsin-La Crosse

Close



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Fairs

University of Wisconsin Oshkosh  
University of Wisconsin Claire  
University of Wisconsin Croston  
University of Wisconsin Milwaukee  
University of Wisconsin Parkside

### Traffic Manager at University of Wisconsin-Milwaukee

**Expired** Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:41 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin-Milwaukee

**APPROVE** on Wednesday, November 8, 2017 9:23 AM  
Diva Cross approved Traffic Manager at University of Wisconsin-Milwaukee

Close

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Interviews  
Fairs

Marquette University  
Milwaukee School of Engineering  
University of Wisconsin Green Bay  
University of Wisconsin Oshkosh  
University of Wisconsin Claire  
University of Wisconsin Croston  
University of Wisconsin Parkside

### Traffic Manager at University of Wisconsin Oshkosh

**Expired** Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:41 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin Oshkosh

**APPROVE** on Wednesday, November 8, 2017 12:03 PM  
UW Oshkosh Career & Professional Development approved Traffic Manager at University of Wisconsin Oshkosh

Close

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Interviews  
Fairs

University of Wisconsin Oshkosh  
University of Wisconsin Claire  
University of Wisconsin Croston  
University of Wisconsin Milwaukee  
University of Wisconsin Parkside

### Traffic Manager at University of Wisconsin-Parkside

**Expired** Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:41 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin-Parkside

**APPROVE** on Wednesday, November 8, 2017 12:03 PM  
Cleveland Johnson approved Traffic Manager at University of Wisconsin-Parkside

Close

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#1133362 Traffic Manager at University of Wisconsin-Platteville

**Job** Preview job post  
Edit Details Exp  
Duplicate Job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Traffic Manager at University of Wisconsin-Platteville**

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in Interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:56 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin-Platteville

**APPROVE** on Wednesday, November 8, 2017 9:29 AM  
Lauren Geiser approved Traffic Manager at University of Wisconsin-Platteville

Close

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Interviews  
Fairs

#1133362 Traffic Manager at University of Wisconsin-River Falls

**Job** Preview job post  
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Duplicate Job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Traffic Manager at University of Wisconsin-River Falls**

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in Interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Wednesday, November 8, 2017 12:56 PM  
Zoua Xiong updated Traffic Manager at University of Wisconsin-River Falls

**APPROVE** on Wednesday, November 8, 2017 9:14 AM  
Melody van Erkenven approved Traffic Manager at University of Wisconsin-River Falls

Close

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Search Students  
Schools  
Contacts  
Campus  
Events

#1133362 Traffic Manager at University of Wisconsin-Stevens Point

**Job** Preview job post  
Edit Details Exp  
Duplicate Job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Traffic Manager at University of Wisconsin-Stevens Point**

Expired Application Open Wednesday, November 8, 2017 9:15 AM Expires Friday, December 15, 2017 11:55 PM 0 applications Interested in Interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Wednesday, November 8, 2017 12:58 PM  
Zoua Xiong approved Traffic Manager at University of Wisconsin-Stevens Point

Close



---

## Traffic Manager (Job Number 2206863)

**Employer:** IHEARTMEDIA INC.  
2651 S FISH HATCHERY RD  
MADISON, WI 53711  
<http://iheartmedia.com/>

**Work Site:** Dane County - Metropolitan Madison  
2651 S FISH HATCHERY RD  
MADISON, WI 53711

**On Bus Route?** No

**Pay:** \$10.00 Per Hour  
Based on Experience

**Duration/Usual Hours Per Week:** Full-Time, 40 Hours Per Week

**Shift/Work Days:** First Shift.  
Monday-Friday.

**Number of Openings:** 1

### Minimum Requirements of Employer:

**Education:** High School Diploma/GED Equivalent Required

**Professional Licenses / Certifications:** No Licenses or Certifications Requested

**Vehicle:** No Vehicle Requested

**Drivers License:**

**Type:** No Drivers License Requested

**Endorsements:** No Endorsement Requested

**Age:** No Age Requested

**Experience / Qualifications:** Qualifications

- Proficient in Microsoft Office suite, social networking platforms
- Familiarity with Radio Fusion/Viero systems a plus
- Ability to learn new systems quickly



- Proven ability to read and interpret documents such as operating and maintenance instruction procedure manuals, and insertion/purchase orders
- Excellent time management; ability to plan and organize, set priorities and multi task in a fast-paced environment
- Strong attention to detail, and high work standards
- Excellent written and oral communication skills.
- Demonstrated data entry skills.
- Ability to work independently and with a team

#### Work Experience

- Prefer 2-5 years' experience in automated broadcast traffic system

#### Education

- High school diploma or equivalent

Background check required. Notice for Job Seekers

#### Duties and Responsibilities of the Job:

##### Job Summary:

Deploys commercial advertising -- configuring, monitoring, analyzing, and optimizing online and stream ad campaigns, utilizing emerging technology, applying campaign strategy, and providing unsurpassed customer service.

##### Responsibilities

- Handles all aspects of assigned stations(s) including placing bumped spots, rearranging spots on log in non-competitive slots, assigning cart numbers on production orders, making sure all copies are turned in, adding daily networks to log, changing computer data when necessary.
- Produces daily commercial logs by obtaining information, importing orders, and capturing commercial advertising schedules.
- Enters commercial advertising schedules and maintains database by reviewing and resolving error reports with the ultimate goal of optimizing revenue.
- Interfaces with Sales Management regarding inventory.

- Collaborates with management, Account Executives and Sales Support to ensure commercial spots are executed in accordance with contract provisions.
- Monitors changes and resolves Traffic department discrepancies.
- Manages flow of information and service inquiries in Radio Fusion/Viero systems.
- Coordinates with other departments to maintain commercial inventory and to provide billing information.
- Updates Sales Managers on available inventory.
- Plans and schedules to meet all require deadlines, (daily, weekly and monthly).
- Resolves problems among Sales, Continuity, Programming, Traffic, and Accounting.
- Prints and distributes sales contracts, attaches printed contracts with signed orders and places in files.
- Posts logs on a daily basis; prints log reports and files on a monthly basis.
- Completes all network production (i.e., barter spots, affidavits).
- May perform Digital Traffic duties.
- May require flexibility in work schedules.
- May back up other Traffic Coordinators when sick or on vacation, and receptionist when needed.

#### Benefits:

Insurance:	Health Insurance, Dental Insurance, Life Insurance, Disability Insurance, Vision Insurance
Leave and Holidays:	Sick Leave, Personal Leave, Vacation, Paid Holidays
Retirement & Financial:	401K Plan

#### Company Profile:

Radio Station


#### How To Apply:

**Apply Online** <http://www.iheartmediacareers.com>

A proud partner of the  network

**Statement Concerning Recruitment Source Use**

On behalf of the iHeartMedia station employment unit based in Madison, WI (the "SEU"), the undersigned confirms that Wisconsin Job Center was used to publicize the Traffic Manager vacancy filled on February 5, 2018, which is included in the SEU's EEO Public File Report for the period of August 1, 2017-July 31, 2018.

  
\_\_\_\_\_  
Melody Wiedmeyer,  
Executive Assistant

Date: 6/18/2020

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Employee Referral

Date of hire: 1/8/2018

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Deb Weber Manual Posting	Y	0
6	Chippewa Valley Technical College 620 W. Clairemont Ave. Eau Claire, Wisconsin 54701 Phone : 715-833-6255 Url : <a href="http://www.cvtc.edu">http://www.cvtc.edu</a> Email : <a href="mailto:employment_services@cvtc.edu">employment_services@cvtc.edu</a> Kristine Jackson	N	0

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Employee Referral

Date of hire: 1/8/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Edgewood College Job Center (WIPCC: Wisconsin Private Colleges Career Consortium) 1000 Edgewood College Circle Madison, Wisconsin 53711 Phone : 608-663-2281 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> K DeWit Manual Posting	Y	0
8	Employee Referral	N	1
9	Goodwill Industries 6055 N. 91st St. Milwaukee, Wisconsin 53225 Phone : 414-353-6400 Url : <a href="http://www.goodwillsew.com">http://www.goodwillsew.com</a> Email : <a href="mailto:lisa.norman@goodwillsew.com">lisa.norman@goodwillsew.com</a> Lisa Norman	N	0
10	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
11	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
12	Illinois Center for Broadcasting 455 Eisenhower Ln. South Suite 200 Lombard, Illinois 60148 Phone : 216-930-4339 Email : <a href="mailto:cjackson@beonair.com">cjackson@beonair.com</a> Fax : 1-630-916-1764 Carl Jackson	Y	0

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Employee Referral

Date of hire: 1/8/2018

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

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Employee Referral

Date of hire: 1/8/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : <a href="mailto:veronical@unidosagainstdv.org">veronical@unidosagainstdv.org</a> Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> Career Center Manual Posting	Y	0
25	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu/">http://www.jobcenter.wisc.edu/</a> Career Center Manual Posting	Y	0
26	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: Employee Referral

Date of hire: 1/8/2018

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

Date of hire: 1/8/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
32	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
33	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
34	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	0
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> 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: Employee Referral

Date of hire: 1/8/2018

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
38	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
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**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 8, 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:**

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-\\_Req9106-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req9106-1)

**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](mailto:melodywiedmeyer@iheartmedia.com)

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

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
1	<b>All About Country</b> E-mail: webmaster@allaboutcountry.com	Sent: 12/12/2017 3:12:08 PM
3	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 12/12/2017 3:12:12 PM
4	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 12/12/2017 3:12:12 PM
5	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 12/12/2017 3:12:14 PM
6	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 12/12/2017 3:12:13 PM
9	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 12/12/2017 3:12:13 PM
12	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 12/12/2017 3:12:08 PM
15	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 12/12/2017 3:12:13 PM
16	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 12/12/2017 3:12:14 PM
18	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 12/12/2017 3:12:14 PM
19	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 12/12/2017 3:12:14 PM
21	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 12/12/2017 3:12:15 PM
23	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 12/12/2017 3:32:23 PM Sent: 12/12/2017 3:12:05 PM
36	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 12/12/2017 3:12:08 PM
38	<b>www.mediagignow.com</b> E-mail: customerservice@mediagignow.com	Sent: 12/12/2017 3:12:05 PM

Account Executive iHeartMedia

WIDCCC  
(Wisconsin  
Private  
Colleges  
Career  
Consortium)

Full Time Dec 13, 2017



*Edgewood College Job Center*



University of Madison.  
School of Business  
University of Madison.  
Education



UNIVERSITY OF WISCONSIN-MADISON

Welcome, Nancy Weidner. Log Off | Register | Financial Aid | UW Home

## Student Job Center

Office of Student Employment

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[Add Job](#)

### Job History Table

Job ID	Title	Posting Status	Created Date	Action
49217	Account Executive	Inactive	12/08/2017	Repost/Edit Job

iHeartMedia

<b>ID</b>	25872
<b>Created</b>	08/01/2017
<b>Address</b>	2651 S. Fish Hatchery Rd., Madison Wisconsin 53711
<b>Telephone</b>	414-944-5161
<a href="#">Edit this Organization</a>	

If you need accommodations for accessibility, please call our Job Center at 608.262.5827 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) 262-3080.  
Employers and students with questions regarding specific student job postings should call the Student Job Center Administrative Line at (608) 262-6627.

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

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

Employer: Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 1 application Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:08 PM  
Zhou Xiang updated Outside Account Executive (B2B Marketing) at University of Wisconsin-Eau Claire

**APPROVE** on Wednesday, December 13, 2017 12:05 PM  
Melody Van Erven approved Outside Account Executive (B2B Marketing) at University of Wisconsin-Eau Claire

Close

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

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

Employer: Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:08 PM  
Zhou Xiang updated Outside Account Executive (B2B Marketing) at University of Wisconsin - Green Bay

**APPROVE** on Wednesday, December 13, 2017 12:07 PM  
Katie Miller approved Outside Account Executive (B2B Marketing) at University of Wisconsin - Green Bay

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

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

Employer: Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, December 13, 2017 12:08 PM  
Zhou Xiang approved Outside Account Executive (B2B Marketing) at University of Wisconsin-La Crosse

Close



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

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

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, December 13, 2017 12:14 PM  
Zou Xiong approved Outside Account Executive (B2B Marketing) at University of Wisconsin-Milwaukee

Close

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

### Outside Account Executive (B2B Marketing) at University of Wisconsin Oshkosh

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:11 PM  
Zou Xiong updated Outside Account Executive (B2B Marketing) at University of Wisconsin Oshkosh

**APPROVE** on Wednesday, December 13, 2017 12:14 PM  
UW Oshkosh Career & Professional Development approved Outside Account Executive (B2B Marketing) at University of Wisconsin Oshkosh

Close

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

### Outside Account Executive (B2B Marketing) at University of Wisconsin-Parkside

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Wednesday, December 13, 2017 12:14 PM  
Zou Xiong approved Outside Account Executive (B2B Marketing) at University of Wisconsin-Parkside

Close

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#1204046 Outside Account Executive (B2B Marketing) at University of Wisconsin-Platteville

**Job** Preview job post  
Edit Details  
Duplicate job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

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

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:08 PM  
Zou, Xiong updated Outside Account Executive (B2B Marketing) at University of Wisconsin-Platteville

**APPROVE** on Wednesday, December 13, 2017 12:03 PM  
Regan Weidner approved Outside Account Executive (B2B Marketing) at University of Wisconsin-Platteville

Close

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Search Students  
Schools  
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Interviews  
Fairs

#1204046 Outside Account Executive (B2B Marketing) at University of Wisconsin-River Falls

**Job** Preview job post  
Edit Details  
Duplicate job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

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

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:08 PM  
Zou, Xiong updated Outside Account Executive (B2B Marketing) at University of Wisconsin-River Falls

**APPROVE** on Wednesday, December 13, 2017 12:03 PM  
Mandy Van Enkevort approved Outside Account Executive (B2B Marketing) at University of Wisconsin-River Falls

Close

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#1204046 Outside Account Executive (B2B Marketing) at University of Wisconsin-Stevens Point

**Job** Preview job post  
Edit Details  
Duplicate job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Outside Account Executive (B2B Marketing) at University of Wisconsin-Stevens Point**

Expired Application Open Wednesday, December 13, 2017 12:10 PM Expires Friday, January 19, 2018 12:00 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add comment

**Add Comment**

**UPDATE** on Wednesday, December 13, 2017 12:06 PM  
Zou, Xiong updated Outside Account Executive (B2B Marketing) at University of Wisconsin-Stevens Point

**APPROVE** on Wednesday, December 13, 2017 12:03 PM  
Lobby Heilmann approved Outside Account Executive (B2B Marketing) at University of Wisconsin-Stevens Point

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
--------------------	---------------------------------	-------------------	--------------	-----------------

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Broadcasters Association

Date of hire: 2/27/2018

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: Wisconsin Broadcasters Association

Date of hire: 2/27/2018

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

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

## Vacancy Data Form

### Outside Account Executive (B2B Marketing)

Recruitment source referring hiree: Wisconsin Broadcasters Association

Date of hire: 2/27/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	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
13	Indeed.com - Not Directly Contacted by SEU	N	1
15	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : art@mediarecruiter.com Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center Manual Posting	N	0
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: Wisconsin Broadcasters Association

Date of hire: 2/27/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	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
21	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
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> 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: Wisconsin Broadcasters Association

Date of hire: 2/27/2018

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

Date of hire: 2/27/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Jodi Carlson Manual Posting	Y	0
31	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
32	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
33	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
34	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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 Broadcasters Association****Date of hire: 2/27/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
35	University of Wisconsin - Superior YU Suite 230 Bekknap and CATlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	1
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> n/a n/a Manual Posting	Y	0
38	<a href="http://www.mediagignow.com">www.mediagignow.com</a> 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : <a href="http://www.mediagignow.com">http://www.mediagignow.com</a> Email : <a href="mailto:customerservice@mediagignow.com">customerservice@mediagignow.com</a> MediaGigNow.com	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>4</b>

**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: February 27, 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:**

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-\\_Req9774](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Outside-Account-Executive--B2B-Marketing-_Req9774)

**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](mailto:melodywiedmeyer@iheartmedia.com)

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

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
1	<b>All About Country</b> E-mail: webmaster@allaboutcountry.com	Sent: 1/16/2018 1:25:09 PM
3	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 1/16/2018 1:25:13 PM
4	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 1/16/2018 1:25:13 PM
5	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 1/16/2018 1:25:15 PM
6	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 1/16/2018 1:25:13 PM
9	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 1/16/2018 1:25:14 PM
12	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 1/16/2018 1:25:08 PM
15	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 1/16/2018 1:25:14 PM
16	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 1/16/2018 1:25:14 PM
18	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 1/16/2018 1:25:14 PM
19	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 1/16/2018 1:25:14 PM
21	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 1/16/2018 1:25:15 PM
23	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 1/16/2018 1:27:51 PM Sent: 1/16/2018 1:25:06 PM
36	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 1/16/2018 1:25:08 PM
38	<b>www.mediagignow.com</b> E-mail: customerservice@mediagignow.com	Sent: 1/16/2018 1:25:06 PM



Alverno College  
Edgewood College Job Center

submitted job postings

Position	Company	School	Job Type	Date Created	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Account Executive	iHeartMedia	Alverno College	Full Time	Jan 18, 2018						
Account Executive	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Jan 18, 2018						
Account Executive	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium)	Full Time	Jan 18, 2018						

*Edgewood College Job Center*



# Student Job Center

Office of Student Employment

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- FAQ
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University of Madison – School of Business

University of Madison - Education

*combined website*

Your job was successfully edited.

### Edit a Job

Any job submitted will have to be approved by the Job Center before being posted. The Job Center approves jobs during normal business hours (Monday-Friday 8:30-4:30). We are closed on Holidays. The Job Center may also make changes to a job. You will be notified of any changes when a job is posted. You will also be notified before the job expires so you can have the option of renewing or cancelling the job. Enter wage as numbers and a decimal point only. No , or \$ . If bus line and draft are unselected, they will default to no. **Please double check these options.**

Organization:

Job Title:

Category:

Campus job?  Is Uw

Wage:  -

Number of hiring positions:

Deadline:  -  -

Near a bus line?  Yes  No

Allow this job to be shown on  Allow Api  
UniversityHubs

#### Job description.

#### 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. Commission-based pay.

#### 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

Submit for approval  Save for later

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Fairs

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

### Account Executive at University of Wisconsin-Eau Claire

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 1 application Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Thursday, January 30, 2018 10:27 AM  
Zoua Xiong updated Account Executive at University of Wisconsin-Eau Claire

**APPROVE** on Thursday, January 18, 2018 11:23 AM  
Melody Van Erkenwert approved Account Executive at University of Wisconsin-Eau Claire

Close

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#1273650 Account Executive at University of Wisconsin - Green Bay  
Job Preview Job Post  
Edit Details  
Duplicate Job  
School - Carroll University  
Jobs for Wisconsin G Consortium  
Marquette University

### Account Executive at University of Wisconsin - Green Bay

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:22 AM  
Zoua Xiong approved Account Executive at University of Wisconsin - Green Bay

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

### Account Executive at University of Wisconsin-La Crosse

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:20 AM  
Zoua Xiong approved Account Executive at University of Wisconsin-La Crosse

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

### Account Executive at University of Wisconsin-Milwaukee

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add Comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:23 AM  
Zoua Xiong approved Account Executive at University of Wisconsin-Milwaukee

Close

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Jobs  
Relationships  
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Events

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

### Account Executive at University of Wisconsin Oshkosh

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add Comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:23 AM  
Zoua Xiong approved Account Executive at University of Wisconsin Oshkosh

Close

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Schools  
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Events

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

### Account Executive at University of Wisconsin-Parkside

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add Comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:23 AM  
Zoua Xiong approved Account Executive at University of Wisconsin-Parkside

Close

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#1273650 Account Executive at University of Wisconsin-Platteville

**Job** - Preview job post

Edit Details  
Duplicate job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-

**Account Executive at University of Wisconsin-Platteville**

EXPIRED Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:00 AM  
Zoua Xiong approved Account Executive at University of Wisconsin-Platteville

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Fairs

#1273650 Account Executive at University of Wisconsin-River Falls

**Job** - Preview job post

Edit Details  
Duplicate job  
School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Account Executive at University of Wisconsin-River Falls**

EXPIRED Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Thursday, January 18, 2018 11:00 AM  
Zoua Xiong updated Account Executive at University of Wisconsin-River Falls

**APPROVE** on Thursday, January 18, 2018 11:21 AM  
Melody Van Erkenfort approved Account Executive at University of Wisconsin-River Falls

Close

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#1273650 Account Executive at University of Wisconsin-Stevens Point

**Job** Preview job post

**Edit Details**

Duplicate job

School -  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-

**Account Executive at University of Wisconsin-Stevens Point**

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 1 application Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 4:07 PM  
Close Xiang approved Account Executive at University of Wisconsin-Stevens Point

Close

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Search Students  
Schools  
Contacts  
Campus  
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#1273650 Account Executive at University of Wisconsin-Superior

**Job** Preview job post

**Edit Details**

Duplicate job

School -  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-

**Account Executive at University of Wisconsin-Superior**

Expired Application Open Thursday, January 18, 2018 12:00 PM Expires Wednesday, January 31, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Thursday, January 18, 2018 11:55 PM  
Career Services approved 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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2247176	01/31/2018	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: Employee Referral

Date of hire: 3/5/2018

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 : <a href="http://www.allaboutcountry.com">www.allaboutcountry.com</a> Email : <a href="mailto:webmaster@allaboutcountry.com">webmaster@allaboutcountry.com</a> John n/a	Y	0
2	Alverno College 3401 South 39th St. Milwaukee, Wisconsin 53215 Phone : 414-382-6010 Url : <a href="https://app.joinhandshake.com/login">https://app.joinhandshake.com/login</a> Sandy Pikulik Manual Posting	Y	0
3	Beloit College Field & Career Services 700 College St. Beloit, Wisconsin 53511 Phone : 608-363-2647 Luke Janiak-Fenton Manual Posting	N	0
4	Cardinal Stritch University College of Business & Management 6801 N. Yates Rd. Milwaukee, Wisconsin 53201 Phone : 414-410-4157 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Pegs Givhan Manual Posting	Y	0
5	Carroll College 100 N. East Ave. Waukesha, Wisconsin 53186 Phone : 262-524-7175 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> 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: 3/5/2018

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

**WIBA, WIBA-FM, WMAD, WTSO, WXXM, WZEE****Vacancy Data Form****Sales Assistant****Recruitment source referring hiree: Employee Referral****Date of hire: 3/5/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
12	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	Media Recruiter Centennial, Colorado 80016 Phone : 303-400-5150 Url : <a href="http://www.mediarecruiter.com">http://www.mediarecruiter.com</a> Email : art@mediarecruiter.com Art Scott	N	0
16	Milwaukee Area Technical College 700 W. State St. Milwaukee, Wisconsin 53233 Phone : 414-297-5323 Url : <a href="http://www.matc.edu">http://www.matc.edu</a> Jenny Thomas Manual Posting	Y	0
17	Milwaukee Institute of Art & Design 273 E Erie St. Milwaukee, Wisconsin 53202 Phone : (414) 847-3200 Url : <a href="http://www.purplebriefcase.com/">http://www.purplebriefcase.com/</a> Student Job Center Manual Posting	N	0
18	Mount Mary College Advising and Career Development Center 2900 N. Menomonee River Pkwy Milwaukee, Wisconsin 53213 Phone : 414-930-3245 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Carol Julin 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: 3/5/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	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
21	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
22	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
23	UNIDOS Against Domestic Violence 835 W. Badger Road Madison, Wisconsin 53713 Phone : 608-442-4015 Url : <a href="http://www.cityofmadison.com/mcc12/cl.html">http://www.cityofmadison.com/mcc12/cl.html</a> Email : veronical@unidosagainstdv.org Fax : 1-608-255-2975 Veronica Lazo	N	0
24	University of Madison - Education 141 Educational Sciences Bldg 1025 W. Johnson St. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu">http://www.jobcenter.wisc.edu</a> 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: 3/5/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
25	University of Madison - School of Business 975 University Ave. Madison, Wisconsin 53706 Url : <a href="http://www.jobcenter.wisc.edu/">http://www.jobcenter.wisc.edu/</a> Career Center Manual Posting	Y	0
26	University of Wisconsin - Eau Claire 105 Garfield Avenue PO Box 4004 Eau Claire, Wisconsin 54702-4004 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
27	University of Wisconsin - Green Bay 2420 Nicolet Dr. Student Services 1600 Green Bay, Wisconsin 54311 Phone : 920-465-2163 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
28	University of Wisconsin - La Crosse 1725 State St. Cartwright Center, Room 54 La Crosse, Wisconsin 54601 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Karmin Van Domelen Manual Posting	Y	0
29	University of Wisconsin - Milwaukee PO Box 742 Lubar Hall N203 Milwaukee, Wisconsin 53201 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services 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: 3/5/2018**

<b>RS Number</b>	<b>RS Information</b>	<b>Source Entitled to Vacancy Notification? (Yes/No)</b>	<b>No. of Interviewees Referred by RS</b>
30	University of Wisconsin - Oshkosh 800 Algoma Blvd. Oshkosh, Wisconsin 54901 Phone : 920-424-2181 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Jodi Carlson Manual Posting	Y	0
31	University of Wisconsin - Parkside 900 Wood Rd. PO Box 2000 Kenosha, Wisconsin 53141-2000 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Center Manual Posting	Y	0
32	University of Wisconsin - Platteville 1 University Plaza Ullsvik Hall, Room 0200 Platteville, Wisconsin 53818 Phone : 608-342-1183 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Diana Trendt Manual Posting	Y	0
33	University of Wisconsin - River Falls 410 S. Third St. River Falls, Wisconsin 54022-5001 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
34	University of Wisconsin - Stevens Point 134 Old Main Building Stevens Point, Wisconsin 54481 Phone : 715-346-3226 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services 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: 3/5/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	University of Wisconsin - Superior YU Suite 230 Bekknep and CATlin PO Box 2000 Superior, Wisconsin 54880 Url : <a href="https://www.app.joinhandshake.com/login">https://www.app.joinhandshake.com/login</a> Career Services Manual Posting	Y	0
36	Wisconsin Broadcasters Association 44 E. Mifflin Suite 900 Madison, Wisconsin 53703 Phone : 608-255-2600 Url : <a href="http://www.wi-broadcasters.org/broadcasting-careers">http://www.wi-broadcasters.org/broadcasting-careers</a> Mandy Endicott Manual Posting	Y	1
37	Wisconsin Job Center 1819 Aberg Ave. Madison, Wisconsin 53704 Phone : 888-258-9966 Url : <a href="http://www.wisconsinjobcenter.org">http://www.wisconsinjobcenter.org</a> n/a n/a Manual Posting	Y	0
38	<a href="http://www.mediagignow.com">www.mediagignow.com</a> 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : <a href="http://www.mediagignow.com">http://www.mediagignow.com</a> Email : <a href="mailto:customerservice@mediagignow.com">customerservice@mediagignow.com</a> MediaGigNow.com	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>2</b>

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

**Position: Sales Assistant**

**Hire Date: March 5, 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 Radio Fusion 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\\_Req10400](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Madison-WI/Sales-Assistant_Req10400)

**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](mailto:melodywiedmeyer@iheartmedia.com)

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

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
1	<b>All About Country</b> E-mail: webmaster@allaboutcountry.com	Sent: 2/16/2018 11:37:29 AM
3	<b>Beloit College Field &amp; Career Services</b> E-mail: facs@beloit.edu	Sent: 2/16/2018 11:37:33 AM
4	<b>Cardinal Stritch University College of Business &amp; Management</b> E-mail: careeropps@stritch.edu	Sent: 2/16/2018 11:37:33 AM
5	<b>Carroll College</b> E-mail: dweber@carrollu.edu	Sent: 2/16/2018 11:37:35 AM
6	<b>Chippewa Valley Technical College</b> E-mail: employment_services@cvtc.edu	Sent: 2/16/2018 11:37:33 AM
9	<b>Goodwill Industries</b> E-mail: lisa.norman@goodwillsew.com	Sent: 2/16/2018 11:37:34 AM
12	<b>Illinois Center for Broadcasting</b> E-mail: cjackson@beonair.com	Sent: 2/16/2018 11:37:29 AM
15	<b>Media Recruiter</b> E-mail: art@mediarecruiter.com	Sent: 2/16/2018 11:37:34 AM
16	<b>Milwaukee Area Technical College</b> E-mail: jobshop@matc.edu	Sent: 2/16/2018 11:37:34 AM
18	<b>Mount Mary College Advising and Career Development Center</b> E-mail: julinc@mtmary.edu	Sent: 2/16/2018 11:37:34 AM
19	<b>National Lesbian &amp; Gay Journalists Association</b> E-mail: info@nlgja.org	Sent: 2/16/2018 11:37:35 AM
21	<b>Radio 1 Broadcast School</b> E-mail: director@radio1school.com	Sent: 2/16/2018 11:37:35 AM
23	<b>UNIDOS Against Domestic Violence</b> Fax: 1-608-255-2975 E-mail: veronical@unidosagainstdv.org	Sent: 2/16/2018 11:38:51 AM Sent: 2/16/2018 11:37:26 AM
36	<b>Wisconsin Broadcasters Association</b> E-mail: mendicott@wi-broadcasters.org	Sent: 2/16/2018 11:37:28 AM
38	<b>www.mediagignow.com</b> E-mail: customerservice@mediagignow.com	Sent: 2/16/2018 11:37:26 AM

Alverno College  
Edgewood College Job Center

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### submitted job postings

Position	Company	School	Job Type	Date Created	Applicants	Preview	Print Friendly	Copy	Edit	Remove
Sales Assistant	iHeartMedia	Alverno College	Full Time	Feb 16, 2018						
Sales Assistant	iHeartMedia	MIAD (Milwaukee Institute of Art & Design)	Full Time	Feb 16, 2018						
Sales Assistant	iHeartMedia	WIPCCC (Wisconsin Private Colleges Career Consortium) <i>Edgewood College Job Center</i>	Full Time	Feb 16, 2018						

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

Combined website

UNIVERSITY OF WISCONSIN - MADISON Welcome, Melody Wiedmeyer. [Log Off](#) | [Register](#) | [Financial Aid](#) | [UW Home](#)



# Student Job Center

Office of Student Employment

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Job ID	Title	Posting Status	Created Date	Action
52331	Sales Assistant	Newly Submitted	02/16/2018	<a href="#">De-activate - Renew/Edit Job</a>

**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 assistance with your account, please call our Job Center at 608-262-5861 or email us at [joc@wisc.edu](#) on the 3rd Floor of 233 E. Campus Mall. UW Student Job Center 374 East Campus Mall 53711 Madison, WI 53715-1302



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University of Wisconsin Green Bay  
University of Wisconsin Oshkosh  
University of Wisconsin Claire  
University of Wisconsin Crosses  
University of Wisconsin Milwaukee  
University of Wisconsin Parkside

### Sales Assistant at University of Wisconsin-Eau Claire

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 1 application Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zoua Xiong updated Sales Assistant at University of Wisconsin-Eau Claire

**APPROVE** on Friday, February 16, 2018 10:53 AM  
Melody Van Erkenfort approved Sales Assistant at University of Wisconsin-Eau Claire

Close

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#1356198 Sales Assistant at University of Wisconsin - Green Bay

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Carroll University  
Jobs for Wisconsin Consortium  
Marquette University  
Milwaukee School of

### Sales Assistant at University of Wisconsin - Green Bay

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zoua Xiong updated Sales Assistant at University of Wisconsin - Green Bay

**APPROVE** on Friday, February 16, 2018 11:02 AM  
Chris Cox approved Sales Assistant at University of Wisconsin - Green Bay

Close

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Engineering

University of Wisconsin Green Bay  
University of Wisconsin Oshkosh  
University of Wisconsin Claire  
University of Wisconsin Crosses  
University of Wisconsin Milwaukee  
University of Wisconsin Parkside

### Sales Assistant at University of Wisconsin-La Crosse

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

#### Comments & Activity

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zoua Xiong updated Sales Assistant at University of Wisconsin-La Crosse

**APPROVE** on Friday, February 16, 2018 10:55 AM  
Karlson Baird approved Sales Assistant at University of Wisconsin-La Crosse

Close

**Handshake** Search...

Engineering

University of Wisconsin Green Bay

University of Wisconsin Oshkosh

University of Wisconsin Claire

University of Wisconsin Crosse

University of Wisconsin Milwaukee

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**Sales Assistant at University of Wisconsin-Milwaukee**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Monday, February 19, 2018 9:55 PM  
Zhou Xiong approved Sales Assistant at University of Wisconsin-Milwaukee

Close

**Handshake** Search...

Engineering

University of Wisconsin Green Bay

University of Wisconsin Oshkosh

University of Wisconsin Claire

University of Wisconsin Crosse

University of Wisconsin Milwaukee

University of Wisconsin Parkside

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**Sales Assistant at University of Wisconsin Oshkosh**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zhou Xiong updated Sales Assistant at University of Wisconsin Oshkosh

**APPROVE** on Friday, February 16, 2018 10:14 PM  
UM Oshkosh Career & Professional Development approved Sales Assistant at University of Wisconsin Oshkosh

Close

**Handshake** Search...

Engineering

University of Wisconsin Green Bay

University of Wisconsin Oshkosh

University of Wisconsin Claire

University of Wisconsin Crosse

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University of Wisconsin Parkside

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**Sales Assistant at University of Wisconsin-Parkside**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zhou Xiong updated Sales Assistant at University of Wisconsin-Parkside

**APPROVE** on Friday, February 16, 2018 10:19 PM  
RangerTrak approved Sales Assistant at University of Wisconsin-Parkside

Close



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#1356198 Sales Assistant at University of Wisconsin-Platteville

**Job** Preview job post  
Edit Details Exp  
Duplicate Job

School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Sales Assistant at University of Wisconsin-Platteville**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus? No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zhou Xiang updated Sales Assistant at University of Wisconsin-Platteville

**APPROVE** on Friday, February 16, 2018 11:55 PM  
Morgan Wilkes approved Sales Assistant at University of Wisconsin-Platteville

Close

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#1356198 Sales Assistant at University of Wisconsin-River Falls

**Job** Preview job post  
Edit Details Exp  
Duplicate Job

School  
University of Wisconsin-Platteville  
University of Wisconsin-Falls  
University of Wisconsin-Stevens Point

**Sales Assistant at University of Wisconsin-River Falls**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus? No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:55 PM  
Zhou Xiang updated Sales Assistant at University of Wisconsin-River Falls

**APPROVE** on Friday, February 16, 2018 11:55 PM  
Melody Van Ekenwort approved Sales Assistant at University of Wisconsin-River Falls

Close

**Handshake** Search...

**#1356198 Sales Assistant at University of Wisconsin-Stevens Point**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 1 application Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**UPDATE** on Monday, February 19, 2018 2:00 PM  
Zoua Xiong updated Sales Assistant at University of Wisconsin-Stevens Point

**APPROVE** on Friday, February 16, 2018 2:28 PM  
Libby Heilmann approved Sales Assistant at University of Wisconsin-Stevens Point

Close

**Handshake** Search...

**#1356198 Sales Assistant at University of Wisconsin-Superior**

Expired Application Open Friday, February 16, 2018 11:00 AM Expires Friday, March 16, 2018 11:55 PM 0 applications Interested in interviewing on campus: No

**Comments & Activity**

Add a comment

**Add Comment**

**APPROVE** on Monday, February 19, 2018 2:00 PM  
Zoua Xiong 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
--------------------	---------------------------------	-------------------	--------------	-----------------

[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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2265270

03/18/2018

Sales Assistant

WIEDMEYER, MELODY

IHEARTMEDIA INC.