

Elizabeth E. Goldin 202.719.3199 egoldin@wileyrein.com

September 20, 2018

VIA POSTING TO FCC ONLINE PUBLIC INSPECTION FILE

Lewis C. Pulley
Assistant Chief, Policy Division
Media Bureau
Federal Communications Commission

Re:

Response to Broadcast EEO Audit Letter WDFN(AM), Detroit, MI, Fac. ID No. 59969

Dear Mr. Pulley:

On behalf of AMFM Radio Licenses LLC, as debtor in possession, licensee of WDFN(AM), Detroit, MI and the commonly owned stations in the Detroit, MI station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of June 19, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080.¹ Per your request, this submission consists of a sworn statement by Paul Corvino, Region President, with copies of documentation responsive to your inquiry.

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

Respectfully submitted,

Elizabeth E. Goldin

Counsel to AMFM Radio Licenses LLC, as debtor in possession

¹ The SEU was granted extensions of time to file its response through September 20, 2018.

DECLARATION PAUL CORVINO, REGION PRESIDENT

- I, Paul Corvino, hereby declare as follows:
- 1. I am a Region President for AMFM Radio Licenses LLC, as debtor in possession, the licensee of Station WDFN(AM), Detroit, MI, Fac ID #59969, which is part of a station employment unit based in Detroit, MI and which includes WJLB(FM), Fac ID #59592, WMXD(FM), Fac ID #59596, WKQI(FM), Fac ID #6592, WDTW-FM, Fac ID #59952, all Detroit, MI as well as WNIC(FM), Dearborn, MI, Fac ID #6594. The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc., as debtor in possession (collectively, "iHeartMedia"). This Statement and relevant attachments are being submitted in response to the June 19, 2018 letter of Lewis C. Pulley, Assistant Chief of the Policy Division of the Commission's Media Bureau, concerning a random audit of the SEU's 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, copies of 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: https://wdfn.iheart.com/ (WDFN(AM)), https://wdfn.iheart.com/ (WJLB(FM)), https://wiix923fm.iheart.com/ (WDTW-FM), https://channel955.iheart.com/ (WKQI(FM)), https://alt1067.iheart.com/ (WDTW-FM), and https://wnic.iheart.com/ (WNIC(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 two most recent EEO Public File Reports, as required by 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, including the recruitment reflected in the above EEO Public File Reports.
- 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 as described in § 73.2080(c)(2) during this time period is appended at Attachment C with participating personnel noted therein. This SEU employs a total of 59 full-time employees and at least one of our stations 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 twoyear 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, the licensee is aware of one complaint alleging unlawful discrimination in the employment practices of the 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, as follows:

A complaint alleging race discrimination was filed by Charles Roberts, an On-Air Announcer, on April 16, 2014 at the Michigan Dept of Civil Rights (MDCR # 452095) and EEOC R-23A-2014-00710C. The MDCR issued Notice of Disposition and Order of Dismissal on July 1, 2014. No suit was filed, and the applicable limitations period has expired.

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, my Executive Assistant executes daily recruitment and recordkeeping duties for the SEU under my supervision and, more recently, our Director of Marketing and Promotions has teamed with her, assisting with general outreach efforts and identifying new recruitment resources. My Executive Assistant also handles our SEU's attendance at career and job fairs. This SEU's compliance efforts include identifying iHeartMedia's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

9. In response to Question 3(g) of the EEO Audit Letter, the licensee affirms that 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 a regular opportunity to consult the corporate headquarters about these

issues. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU includes language on its station websites encouraging qualified community organizations to contact the SEU to request its job notices. Further, we have recently added new recruitment sources to our source list to help reach a diverse group of applicants. And we maintain and have cultivated relationships with local educational institutions, which we have found to be particularly helpful in filling part-time positions and building a pipeline of candidates for future vacancies. Our outreach efforts include hosting career days at and tours of our facilities, visiting with career counselors and attending job fairs at area schools such as Wayne State University, Specs Howard School of Media Arts, Adcraft Detroit and University of Michigan-Dearborn.

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 the unit provides equal opportunity and does not discriminate against employees or applicants. 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.

Dated: September 20, 2018

[SIGNATURE PAGE FOLLOWS]

SIGNATURE PAGE TO DECLARATION OF PAUL CORVINO, REGION 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.	,

PAUL CORVINO



WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2016 - May 31, 20171

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
On-Air Talent and Board-Op for FM 98 WJLB	1, 4, 6-8, 10	6
Account Executive	4-5, 7-8, 11	5
Account Executive	4-5, 7-8, 11	11
Sales Assistant	4, 7-8, 11	11
Account Executive	3-4, 7-9	3
Promotions Coordinator	2-5, 7-9	3
Director of Marketing/Promotion, IHM-Detroit	4-5, 7-8	5

¹This Report was modified in September 2018 to address reporting issues.

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2016 - May 31, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	US Intormation		No. of Interviewees Referred by RS Over Reporting Period
All Access 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Url: http://www.allaccess.com Career Services Manual Posting		N	0
2	Current Employee	N	6
3	Current Employee - Transfer/Promotion	N	2
4	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	Ν	0
5	Employee Referral	N	4
6	Former Employee Referral	N	1
7	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	Ν	0
8	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N .	0
9	Indeed.com - Not Directly Contacted by SEU	N	2
10	Specs Howard School of Media Arts 19900 W. Nine Mile Rd Southfield, Michigan 48075 Phone: 248-358-9000 ext. 8959 Url: www.specshoward.edu Kristin Burns Manual Posting	Ν	0
11	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	2

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2016 - May 31, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
	TOTAL INTERVIEWS OVER	REPORTING PERIOD:	17

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2016 - May 31, 2017

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	10/27/2016	Participation in events or programs sponsored by educational institutions	Our SEU's Region President met with Wayne State University counselors to discuss career and internship opportunities in broadcasting. During the meeting, he also met with students and toured the Wayne State Career Cente	1	Region President
2	11/17/2016	Participation in events or programs sponsored by educational institutions	The SEU participated in the College of Business, Internship & Career Management Center, U of M Dearborn for a Supply chain & Sales/Marketing Networking Event. The SEU disseminated information on job opportunities & internships, accepted resumes and spoke with attendees about a career in broadcasting. SEU participant was a General Sales Manager.		General Sales Manager
3	1/20/2017	Participation in events or programs sponsored by educational institutions	Our SEU hosted a Career Day for The University of Michigan-Dearborn College of Business students at our facility in Farmington Hills, MI. SEU staff planned the event which included a tour of our facility, interactive time spent with various departments discussing employment & career opportunities and a Q & A session, SEU participants included our Director of Marketing, General Sales Manager and Account Executive.	3	Marketing Director General Sales Manager Account Executive
4	3/9/2017	Participation in events or programs sponsored by educational institutions	Our SEU hosted a Career Day for Stoney Creek High School's Advanced Marketing Seniors at our facility in Farmington Hills, MI. SEU staff planned the event which included interactive time spent with several departments discussing employment & career opportunities, Q & A session, and one on one time with managers, support staff and on air talents. SEU participants included our SVP of Programming, Production Assistant, Promotions Manager, Digital Team and On-Air Talents.	5	SVP of Programming Promotions Manager Director of Digital Production Assistant

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WDFN, WDTW (FM), WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2016 - May 31, 2017

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
5	3/30/2017	Participation in events or programs sponsored by educational institutions	Our SEU participated in a career fair held at Wagar Middle School on March 30th, 2017. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field. We also answered questions about our stations and broadcast careers.	1	Production Director
6	5/24/2017	Participation in events or programs sponsored by educational institutions	Our SEU hosted 20 college students who belong to Adcraft Detroit at our facility in Farmington Hills, MI SEU staff planned the event which included a tour of our facility, interactive time spent with sales and on air-talent discussing employment, career opportunities and accepting resumes. There was also a Q&A session with the on air-talents.	3	General Sales Manager On Air-Talent On Air-Talent
7	5/31/2017	Participation in other activities designed by the station employment unit	Our SEU partnered with The University of Michigan Ross School of Business MAP program, the university's largest educational partnership program working with companies and organizations around the world. MAP focuses on actual business projects provided by sponsoring organizations, and educates teams of undergraduate and Master of Management students through real-time action-based learning. During the school year, our SVPS met with assigned students to coach the students via phone, in person at school and at iheart to advise on career pursuits/development/opportunities, etc.		SVP of Sales

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2017 - May 31, 20181

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
Director of Urban Programming - Detroit Region	1-2, 4-5, 9	9
Account Executive	2, 4-5, 7	4
Continuity Coordinator	2, 4-5, 9	9
Account Manager	2-5	3
Sales Assistant	2, 4-6, 10	6
Account Manager	2, 4-5, 9	9
Account Executive	2, 4-5, 8, 10	8

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2017 - May 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewee Referred by RS Over Reporting Period	
1	All Access 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Url: http://www.allaccess.com Career Services Manual Posting	Ν	0	
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0	
3	Former Employee Referral	N	1	
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	Ν	1	
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0	
6	Internal Transfer/Promotion	N	1	
Radio On-Line 3500 Tripp Avenue Amarillo, Texas 79121-1637 Phone: 806 352-7503 Url: http://www.radioonline.com Email: ronchase@radioonline.com Fax: 1-806-352-3677 Ron Chase		Ν	0	
8	Re-hire	N	1	
9	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	5	

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2017 - May 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
10	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com	N	0

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2017 - May 31, 2018

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	6/23/2017	Participation in Job Fairs	Our SEU participated in a Job Fair held at Specs Howard School of Media Arts on June 23rd, 2017. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field.	3	Director Of Marketing On-Air Talent On Air-Talent
2	3/7/2018	Participation in Job Fairs	Our SEU participated in a career fair held at the Lansing Center on March 7th, 2018 sponsored by the Michigan Association of Broadcasters Foundation. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field.	3	Promotions Promotions Promotions
3	3/29/2018	Participation in events or programs sponsored by educational institutions	Our SEU participated in a career fair held at Wager Middle School on March 29th, 2018. At the fair we discussed careers in broadcasting and the academic credentials required to work in the media broadcasting field. Audio equipment was provided so the students could get a hands on experience.	1	Production Director
4	4/5/2018	Establishment of training programs for station personnel	Our Senior Vice President of Sales attended a 3 week course entitled Building a Positive Team Culture sponsored by the Ross School of Business at the University of Michigan. The course focused on positive leadership principles, drawing on research in understanding what makes good leaders great. It taught our SVPS how to assess his current levels of positive practice, engagement and empowerment, and to use effective tools to boost productivity and positivity within an organization. The course consisted of online forums, breakout group meetings and a final live event where a faculty expert addressed what was learned.		SVP of Sales
5	4/6/2018	Participation in Job Fairs	Our SEU participated in a Job Fair held at Specs Howard School of Media Arts on April 6th, 2018. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field.	2	Promotions Manager On Air-Talent

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC EEO PUBLIC FILE REPORT

June 1, 2017 - May 31, 2018

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
6	5/16/2018	Participation in events or programs sponsored by educational institutions	Our SEU hosted 25 college students who belong to Adcraft Detroit at our facility in Farmington Hills, MI. SEU staff planned the event which included a tour of our facility, interactive time spent with various departments discussing employment & career opportunities, accepted resumes and held an Q & A session.	2	General Sales Manager Digital Sales
7	5/24/2018	Establishment of training programs for station personnel	A select 3 members of our marketing and promotions team attended a Core Strengths workshop. The workshop took place in the Sheraton Ann Arbor Hotel in Ann Arbor Michigan to acquire skills to advance in their careers. Core Strengths is about taking ownership of the strengths you deploy and the results you produce. The event included an online assessment, hands-on learning and provided tools to help our Emily, Cody and Ellen develop Core Strength Action Plans in the future.	3	VP of Marketing & Promotions Manager Promotions Staff Promotions Coordinator
8	5/31/2018	Participation in other activities designed by the station employment unit	Our SEU partnered with The University of Michigan Ross School of Business MAP program, the university's largest educational partnership program working with companies and organizations around the world. MAP focuses on actual business projects provided by sponsoring organizations, and educates teams of undergraduate and Master of Management students through real-time action-based learning. During the school year, our SVPS met with assigned students to coach the students via phone, in person at school and at iheart to advise on career pursuits/development/opportunities, etc.		SVP of Sales

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

On-Air Talent and Board-Op for FM 98 WJLB

Recruitment source referring hiree: Former Employee Referral Date of hire: 6/6/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Url: http://www.allaccess.com Career Services Manual Posting	N	0
4			0
6	Former Employee Referral	N	1
7			0
8 iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting		0	
10	Specs Howard School of Media Arts 19900 W. Nine Mile Rd Southfield, Michigan 48075 Phone: 248-358-9000 ext. 8959 Url: www.specshoward.edu Kristin Burns Manual Posting	N	0
	TOTAL INTERVIEWS OVER REPOR	TING PERIOD:	1

On-Air Talent & Board-Op for FM 98 WJLB

Job ID

Job Type

Deadline

4496423

Full Time

05/18/2016



Welcome to College Central Network. Home of America's emerging talent!

Specs Howard School of Media Arts

Career Services Office: (248) 358-9000 | Email



Job Detail Information

This job has been viewed 5 times by job seekers.

Job Information

Job ID

4496423

School ID

Kristin, Exp

Job Title

On-Air Talent & Board-Op for FM 98 WJLB

Job Summary:

Legendary FM98 WJLB have a rare opening. Are you an amazing on air talent? Can you run the city of Detroit on the air during Middays? Do you wake up every morning and you can't wait to get on the air? Do you have a healthy addiction to social media? We want to hear from you. We are looking for the next Urban star.

Job Description

Responsibilities

- Performs news, talk, music, comedic or other format shows or program for broadcast entertainment.
- Establishes relationship with listeners by providing entertainment and/or information of interest consistent with format, genre, and targeted demographic audience.

- Interviews guests, moderates debates, converses with callers, and hosts live events.
- Adheres to all guidelines, policies and procedures of the station, iHeatMedia, the FCC and all other federal, state and local laws, including policies and procedures regarding indecency and obscenity.
- Prepares for an air shift using creativity, imagination and exercise of independent professional judgment in writing, producing, interviewing, taping or broadcasting on-air material.
- Ensures logged commercials, promotions and any other programming essential to the stations operation are aired.
- · Maintains a website personality page.
- Participates in required station Programming, Promotions, and Sales staff meetings and events.
- Makes regular approved appearances at paid and non-paid station events; serves as ambassador for the radio station(s) when out in public.
- Executes only the interviews and events on air that are approved by Program Director; follows designated show format.
- Assists with voice over and production of paid and non-paid spots required to run on the station.
- Serves as primary creative voice and directs support staff of show.
- Researches and gains knowledge of subject matter that facilitates speaking extemporaneously and providing immediate non-scripted analysis/commentary.
- Finalizes content using digital audio editing software.
- Prepares written content, visual images, audio material and video footage for websites, blogs, or other social media platforms.
- Checks studio equipment for proper functioning and notifies Engineering of technical malfunctions affecting quality of the broadcast.
- Handles emergency inserts (e.g. news updates and breaking stories, emergencies, alert system tests, etc.); is on call for possible disasters, breaking news, or acts of nature.

Qualifications

- Proficient in Microsoft Office suite and social networking
- Proficient in media production and broadcast systems; familiar with NexGen, Vox Pro, and Pro Tools
- Strong knowledge of all FCC rules and regulations
- Socially informed and perceptive; up-to-date and in tune daily with the local and national trends and/or specialized knowledge of topics/events related to on-air discussions
- Demonstrated upbeat personality, informative, entertaining and engaging on the air; able to relate to station audience
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Excellent verbal and written communication and editing skills; proficient in grammar; ability to make others feel comfortable and open

	up on air
	Demonstrated creativity and imagination
	 Able to maintain composure when faced with difficult situations and personalities
	Can work well in a team environment; collaborative
	 Able to adapt to changes in schedules and maintain composure in a fast-paced environment with short deadlines
	May require other language proficiency, e.g., Spanish
	Work Experience
	3+ years of on-air radio experience required
	Audio demo of on-air interviews, commentary, announcements, etc.
Type of Job	Full Time
Job Location	Farmington Hills, Michigan 48331
Posting Date	04/18/2016
Expiration Date	05/18/2016
Job Requirements	
Degrees Wanted	None Required
Majors Wanted	Any Major
Job Targets Wanted	Any Job Target
Special Skills Wanted	
Other Job Requirements	
Company Information	
Company Name	iHeartMedia Detroit
Employer Web Site	http://www.iHeartMediaCareers.com
	iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services for local communities and providing premier opportunities for advertisers.
Company Description	iHeartMedia, Inc. consists of two main media businesses: Clear Channel Outdoor Holdings (NYSE: CCO) and the wholly owned iHeartMedia. Between these divisions, we focus on providing a spectrum of multiplatform advertising and marketing opportunities for partners and world-class entertainment content and events for listeners and users.
	With 245 million monthly listeners in the U.S., 97 million monthly digital uniques and 196 million monthly consumers of its Total Traffic and Weather Network, iHeartMedia has the largest reach of any radio or television outlet in America. It serves over 150 markets through 859 owned radio stations, and the company's radio stations and content can

	be heard on AM/FM, HD digital radio, satellite radio, on the Internet at iHeartRadio.com and on the company's radio station websites, on the iHeartRadio mobile app, in enhanced auto dashes, on iPads and smartphones and on gaming consoles.
	iHeartRadio, iHeartMedia's free digital radio service, is the No. 1 all-inone digital audio service with over 345 million downloads; it reached its first 20 million registered users faster than any digital service in Internet history and reached 50 million users faster than any digital music service and even faster than Twitter, Facebook and Pinterest. The company's operations include radio broadcasting, online, mobile, digital and social media, live concerts and events, syndication, music research services and independent media representation.
Equal Opportunity Employer	Yes
Contact Information	
Contact	Name: Julie Morgan Address: 27675 Halsted Rd. Farmington Hills, MI 48331 Phone: NO calls please Apply Online

My Employer Account Home Page

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 8/9/2016

Recruitment source referring hiree: Station Website Posting (navigation link to corporate careers

website on one or more SEU stations)

Date of hire: 9/7/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
5	Employee Referral	N	1
7	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
8	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

Accessibility: Scripting: [Disable AJAX and DHMTL] [Disable javascript alerts] [Remove all scripting] Text Size: A A A A

Home States Cities Companies

National Labor Exchange

Select Language



(*) The National Labor Exchange has moved to USNLX.com

Member Desktop Job Seekers F086

State Job Bank Reporting

Go Back

Job Data

Date Acquired: 5/20/2016

Internal ID: 76751289

Company: iHeartMedia

Title: Account Executive

City: Farmington Hills

State: MI

Company Job ID: Req2921

O*Net: 41-3011.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Farmington-Hills-MI/Account-Executive_Req2921

Delivery Data

Original Delivery Date: 5/20/2016

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 3558576

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/3558576

Receipt Date: 5/21/2016

Receipt Transaction ID: 447357f3-3f98-432a-bf2e-5be8e38ca482

Job Description Data

Job Description: **Job Summary: **

targets and represent all of iHeartMedia's multi\-media platforms across the entire country, Identify and develop new business opportunities, generate advertising revenue, grow and maintain active accounts, meets set sales

Responsibilities:

• Identifies and solicits new business through networking, prospecting, and cold calling; builds and maintains a full pipeline of

• Services and grows relationships in existing client base\

à€¢ Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities\.

• Delivers creative and effective sales presentations\

à€¢ Steers clients based on market, platform and station information\.

à€¢ Maintains client communication and ensures client satisfaction\

à€¢ 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\.

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

• Creates effective marketing campaigns in cooperation with iHeartMedia resources\.

• Generates revenue and meets/exceeds established sales targets\

Qualifications:

à€¢ Proficient in Microsoft Office suite and social networking platforms

à€¢ Adept at prospecting and using effective consultative selling principles and practices

• Strong client service relationship\-building skills

à€¢ Ability to plan and organize, set priorities and multi task in a fast\-paced environment

• Negotiation and closing proficiency

à€¢ Persuasive communication skills: verbal, written and presentation

• Independent; self\-motivated; competitive; assertive

• Strong problem\-solving and analytical skills

à€¢ 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:

• 1\-2 years' sales experience

• Experience in Media/Advertising Sales with proven success is preferable

Education:

• 4\-year college degree, preferably in a related field

Certifications:

• None required

Location: Farmington Hills, MI: 27675 Halsted Road, 48331

**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

Current employees click here to apply and search by the Job Posting Title\

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FOR INTERNAL BUSINESS RECORDS ONLY

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC ABBREVIATED VACANCY DATA FORM

Full-Time Job Title: Account Executive	Date Filled: 9/7/2016
Recruitment Source ("RS") Referring Hiree: Station Website Posting	Total Number of Interviewees: See Note Below

Note: Please see the Vacancy Data Form for the Account Executive position filled on 8/9/2016 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: Station Website Posting (navigation link to corporate careers website on one or more SEU stations) Date of hire: 8/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
7	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
8	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	1

TOTAL INTERVIEWS OVER REPORTING PERIOD:

Accessibility: Scripting: [Disable AJAX and DHMTL] [Disable javascript alerts] [Remove all scripting] Text Size: A A A A

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State Job Bank Reporting

Date Acquired: 6/9/2016

Internal ID: 77671334 Company: iHeartMedia

Title: Sales Assistant

City: Farmington Hills

State: MI

Company Job ID: Req3131

O*Net: 43-6011.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Farmington-Hills-MI/Sales-Assistant_Req3131

Delivery Data

Original Delivery Date: 6/9/2016

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 3618670

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/3618670

Receipt Date: 6/10/2016

Receipt Transaction ID: 9fa11076-c376-4609-9f3d-750bb693a7ea

Job Description Data

Job Description: Job Summary:

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

Responsibilities:

à€¢ Provides administrative and/or process support for contract administration, customer service, and order history

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

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

à€¢ Responds to client requests, e.g., spot times.

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

Qualifications:

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

• Adapts to shifts in priorities and urgencies

à€¢ Proficient in Microsoft Office Suite; familiar with Viero and Radio Fusion or demonstrates ability to learn new systems quickly

à€¢ Assumes responsibility & accountability for assignments and tasks

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

à€¢ Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and

• Demonstrates competitive spirit; shows desire to â€cemove upâ€

Work Experience:

• 1-3 years' experience in radio role

Education:

• 4-year college degree

Certifications:

• None required

Location: Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type: Regular

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

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

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Vacancy Data Form

Account Executive

Recruitment source referring hiree: Current Employee - Transfer/Promotion Date of hire: 3/14/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Current Employee - Transfer/Promotion	N	1
4	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
7	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
8	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
9	Indeed.com - Not Directly Contacted by SEU	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

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State Job Bank Reporting

Job Data

Date Acquired: 8/3/2016

Internal ID: 80323082

Company: iHeartMedia

Title: Account Executive

City: Farmington Hills

State: MI

Company Job ID: Req3712

O*Net: 41-3011.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Farmington-Hills-MI/Account-Executive_Req3712

Delivery Data

Original Delivery Date: 8/4/2016

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 3778904

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/3778904

Receipt Date: 8/5/2016

Receipt Transaction ID: 1b82a885-54ae-46a5-ae0c-f4145a3db757

Job Description Data

Job Description: Job Summary:

targets and represent all of iHeartMedia's multi-media platforms across the entire country, Identify and develop new business opportunities, generate advertising revenue, grow and maintain active accounts, meets set sales

Responsibilities:

à€¢ Identifies and solicits new business through networking, prospecting, and cold calling; builds and maintains a full pipeline of

• Services and grows relationships in existing client base

à€¢ Delivers creative and effective sales presentations

• Steers clients based on market, platform and station information

• Maintains client communication and ensures client satisfaction

à€¢ Monitors competition to continually find new account leads

• Negotiates rates based on iHeartMedia's budgets

à€¢ Works collaboratively with internal partners to drive revenue

• Ensures prompt payments.

à€¢ 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

à€¢ Generates revenue and meets/exceeds established sales targets

Qualifications:

• Proficient in Microsoft Office suite and social networking platforms

à€¢ 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

à€¢ Independent; self-motivated; competitive; assertive

• Strong problem-solving and analytical skills

• Understanding of market dynamics including demographics

à€¢ Stress tolerance especially with tight deadlines and financial pressures

• Flexibility and creativity

• Professional appearance

à€¢ Strong interpersonal skills

. .

Work Experience:

• 1-2 years' sales experience

à€¢ Experience in Media/Advertising Sales with proven success is preferable

Education:

• 4-year college degree, preferably in a related field

Certifications:

• None required

Location: Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type: Regular

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

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Vacancy Data Form

Promotions Coordinator

Recruitment source referring hiree: Current Employee - Transfer/Promotion Date of hire: 11/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Current Employee	N	6
3	Current Employee - Transfer/Promotion	N	1
4	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
5	Employee Referral	N	1
7	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
8	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
9	Indeed.com - Not Directly Contacted by SEU	N	1
	TOTAL INTERVIEWS OVER REPOR	TING PERIOD.	9

TAL INTERVIEWS OVER REPORTING PERIOD:

Accessibility: Scripting: [Disable AJAX and DHMTL] [Disable javascript alerts] [Remove all scripting] Text Size: A A A A

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State Job Bank Reporting

Job Data

Date Acquired: 8/19/2016

Internal ID: 81015096 Company: iHeartMedia

Title: Promotions Coordinator

City: Farmington Hills

State: MI

Company Job ID: Req3910

O*Net: 27-3031.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Farmington-Hills-MI/Promotions-Coordinator_Req3910

Delivery Data

Original Delivery Date: 8/20/2016

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 3825420

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/3825420

Receipt Date: 8/21/2016

Receipt Transaction ID: 56033114-25e6-4872-bfa8-5829c5942686

Job Description Data

Job Description: Job Summary:

Summary - Oversees promotion events

US National Labor Exchange - State Job Bank Reporting

rules comply with FCC regulations. promotions coordinator and event staff. Ensures the provision of prizes, promotional materials, and event collateral. Ensures contest products and services, working with advertising and promotion managers. Monetizing all activities and events. The following share and achieving and maintaining customer satisfaction. Researching program and campaign effectiveness. Tracking and determine the demand for company's services or products, and indicating the need for new products or services. Identifying potential campaigns. Staff responsibilities include: Managing the promotion and direction of advertising and marketing activities and Directs the activities of employees engaged in the planning and execution of marketing, promotion, sales promotion and imaging from promotional events, prepares summaries of events, serves as primary coordinator for third party tie-ins and supervises promotions for targeted demographic. Maintains station event calendar, writes copy for promotional spots, schedules live remotes Executes remote station promotional events and materials. Participates with station management in determining appropriate reporting results to management. Providing marketing advice to markets and stations. Formulating marketing policies to promote listening audience and customers. Developing and evaluating marketing strategies, striving to achieve maximum profits or market campaigns as well as improvement of the Company's product image, market data, and information. Studying market conditions to responsibilities may be a separate role in larger markets. In smaller markets, it is normally combined with marketing management

Responsibilities

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

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

à€¢ Drives promotional vehicles

à€¢ Performs basic office administrative functions and updates station web site

• Conducts on-site promotions, and handles clients and listeners when needed

• Sets up and runs audio and other types of equipment; hangs banners and other staging elements

• Records events (i.e. photos, videos, audio and social media measures for station promotions).

• Sets up, breaks down and transports promotional event equipment as required

• Prepares contest rules, waivers, and release forms for on air, digital, social media and other contests

• Supervises prize inventory and in-studio prize sheets as well as awarding of prizes at events.

•. Coordinate and oversee on-site appearances, remotes and events.

• Responsible for all winner prize, fulfillment and release forms:

Works directly with the Promotions Directors in the office daily to assist with their needs

Creates proposals for clients and promoteres

Create and write copy for station promos

Qualifications:

à€¢ Advanced skills in Microsoft Office, Photoshop and social media platforms

US National Labor Exchange - State Job Bank Reporting

à€¢ Excellent organizational skills; ability to prioritize and effectively manage time

à€¢ High work standards and degree of attention to detail

. • Problem solving and decision making

à€¢ Project management from start to finish; assumes responsibility & accountability for assignments and tasks

grasp of gramma à€¢ Actively listens; clearly and effectively conveys information; demonstrates effective business writing skills; shows excellent

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

• Excellent driving record

• Physical ability to stand for multiple hours and lift or move 40-pound objects

Basic knowledge of all radio stations

Work Experience:

• 1-3 years' experience in outdoor promotions and/or marketing and/or customer service

Education:

à€¢ High school diploma; 4-year college degree preferred (emphasis in Communications, Advertising or Marketing)

Certifications:

• Valid driver's license

• Proof of insurability

Location: Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type: Regular

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

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Page: 1/1

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Vacancy Data Form

Director of Marketing/Promotion, IHM-Detroit

Recruitment source referring hiree: Employee Referral Date of hire: 4/12/2017

Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board 5 Employee Referral N 0 1HeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting 8 iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting Talent Acquisition Coordinator Manual Posting	RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7 iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting 8 iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator	4	9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100	N	0
20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting 8 iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator	5	Employee Referral	N	2
20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator	7	20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator	N	0
Mandali Osting	8	20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com	N	0

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State Job Bank Reporting

Job Data

Date Acquired: 2/21/2017

Internal ID: 88985731 Company: iHeartMedia

Title: Director of Marketing/Promotion, IHM-Detroit

City: Farmington Hills

State: MI

Company Job ID: Req5679

O*Net: 11-2021.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Director-of-Marketing-Promotion--IHM-Detroit_Req5679-1

Delivery Data

Original Delivery Date: 2/22/2017

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 4301078

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/4301078

Receipt Date: 2/23/2017

Receipt Transaction ID: 0b8a38e6-ca28-4541-8d02-ea8b47db77eb

Job Description Data

Job Description: Job Summary:

US National Labor Exchange - State Job Bank Reporting

iHeartMedia Detroit seeks a Director of Marketing & Promotion for the Detroit market and beyond. This position will oversee stations in Detroit market and will work with other markets in the region to create and execute promotions, both programming and revenue

iHeartMedia Detroit seeks a Director of Marketing & Promotion for the Detroit market and beyond. This position will oversee stations in Detroit market and will work with other markets in the region to create and execute promotions, both programming and revenue

The ideal person has experience with Urban, Top 40, Country, Rock and spoken word formats.

members. This position will work with station Program Directors to create a calendar of promotions You must be able to lead a team of Promotion Directors and street team employees, including hiring and training new street team

Duties include:

promotional and marketing plans and create and fulfill sales opportunities. •Oversee promotions and marketing efforts for Detroit radio stations including allinternal/external executionof the station

à€¢Work directly with the other promotions directors to manage resources for the Detroit cluster

à€¢Develop and execute strategic and tactical plans for all stations in support of the marketing, programming and revenue objectives of the cluster.

•Execute quarterly tactical plans for on-air contesting, station website and events, including originating or adapting ideas identifying and negotiating resources, establish action plans and timelines

•Write and obtain legal approval on contest rules

•Assist in the planning and coordination of Major Promotions/Events from inception to completion

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

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

à€¢ Performs basic office administrative functions and updates station website.

〢 Conducts on-site promotions, and handles clients and listeners.

• Sets up and runs audio and other types of equipment; hangs banners and other staging elements.

à€¢ Records events (i.e. photos, videos, audio and social media measures for station promotions)

à€¢ Sets up, breaks down and transports promotional event equipment as required.

à€¢ Prepares contest rules, waivers, and release forms for on air, digital, social media and other contests

•Working closely with the station program director and the SVPP to execute events and promotions in line with the stations

•Manage on air giveaways

•Manage on site promotions

à€¢Collaborate with Digital Team on creating. scheduling and tracking social networking outlets and initiatives

à€¢Creation of all concert proposals and concert promotions

•Develop content, as needed, for weekly station newsletters

à€¢Manage database and promotion scheduling system for station

•Ensure accurate recording and tracking of all contests, prizes and winners

•This position requires flexible working hours; May include nights, holidays and weekends

• Supervises prize inventory and in-studio prize sheets as well as awarding of prizes at events

• May coordinate and oversee on-site appearances, remotes and events

• May drive promotional vehicles

à€¢ May be responsible for all winner prize fulfillment and release forms.

Qualifications:

à€¢ Advanced skills in Microsoft Office, Photoshop and social media platforms

à€¢ Excellent organizational skills; ability to prioritize and effectively manage time

à€¢ High work standards and degree of attention to detail

• Problem solving and decision making

• Project management from start to finish; assumes responsibility & accountability for assignments and tasks

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

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

• Excellent driving record

à€¢ Physical ability to stand for multiple hours and lift or move 40-pound objects

Work Experience:

• 1-3 years' experience in outdoor promotions and/or marketing and/or customer service

Education:

à€¢ High school diploma; 4-year college degree preferred (emphasis in Communications, Advertising or Marketing)

Certifications:

• Valid driver's license

Location: Farmington Hills, MI-27675 Halsted Road, 48331

Position Type: Regular

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

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Current employees and contingent workers clickhere to apply and search by the Job Posting Title

advertisers events, and on-demand entertainment and information services across the nation and providing premier opportunities for iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live

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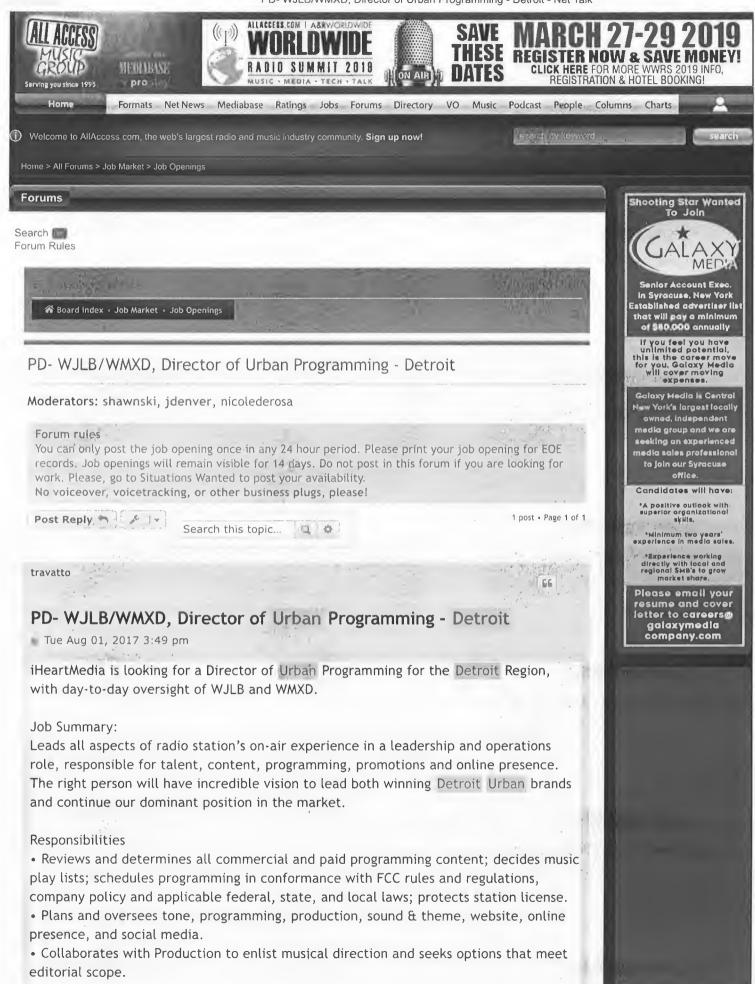
Vacancy Data Form

Director of Urban Programming - Detroit Region

Recruitment source referring hiree: Station Website Posting (navigation link to corporate careers website on one or more SEU stations)

Date of hire: 3/6/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Url: http://www.allaccess.com Career Services Manual Posting	N	0
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
9	Station Website Posting (navigation link to corporate careers website one or more SEU stations)	N	3
	TOTAL INTERVIEWS OVER REPOR	RTING PERIOD:	3





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corporate business goals to increase market share, listeners, ratings, advertiser satisfaction, and revenue while aligning programming fit with client, station, and audience; creates talent and station marketing, promotion, and image campaigns.

- Determines and maintains creative vision for station(s) to enhance station image and visibility within the community.
- Evaluates programming available from distributors, syndicators, and independent producers to recommend acquisitions for broadcast.
- Schedules staff for on-air shifts, remotes, and appearances.
- Ensures staff has taken/passed/maintained all company programs, plans, and training (e.g., RBI, Payola/Plugola).
- Prepares and manages Programming Department budget on a yearly, quarterly, and monthly basis.
- Establishes and maintains professional relationships with producers, artists' managers, composers and other industry contacts.

Qualifications

- Extensive knowledge of FCC broadcast rules and regulations; knowledge of federal, state and local contesting rules and regulations
- Demonstrated ability to use tools to gather and analyze ratings data, make business decisions based on analysis; sound judgment and quality decision-making skills
- Extensive knowledge of Diary data analysis; working knowledge of RCS products including GSelector and NexGen
- Knowledge and appreciation of diverse music genres, excellent on-air performance, familiarity with radio programming
- Excellent team leadership and delegation skills, including motivation of staff; can set goals & expectations, provide honest feedback and manage performance
- Strong interpersonal skills
- High degree of planning and organizing skills; can multi-task and meet specific deadlines
- Flexible, creative, and innovative in using technology to deepen listener relationships
- Ability to think both tactically and strategically
- · Ability to work independently and collaboratively with others
- Superior oral and written communication skills; excellent grammar; can adjust communications style based on audience needs
- · Entrepreneurial and assertive in meeting goals
- Ability to influence others, inspire innovation and ensure a client focus Work Experience
- Prior experience directing and managing a team
- · Experience with local formats preferred
- Prior experience as a broadcaster, either in news, sports, or as a DJ preferred
- Prior experience as a Program Director or Assistant Program Director preferred

Apply at https://iheartmedia.wd5.myworkdayjobs.c..._Req6967-1

Post Reply

1 post • Page 1 of 1

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Account Executive

Recruitment source referring hiree: iHeartMedia.jobs Date of hire: 10/2/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	1
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
7	Radio On-Line 3500 Tripp Avenue Amarillo, Texas 79121-1637 Phone: 806 352-7503 Url: http://www.radioonline.com Email: ronchase@radioonline.com Fax: 1-806-352-3677 Ron Chase	N	0
	TOTAL INTERVIEWS OVER REPOR	TINC DEDION.	1

Page: 1/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

Position: Account Executive Hire Date: October 2, 2017

This report, generated by Broadcast1 Source, verifies that WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC used Broadcast1 Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

То

All recruiting agencies listed in the report below

Subject:

Job Notification from Broadcast | Source

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.

Page: 2/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

- 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

Page: 3/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

X X 7 1	A	
Work	Ext	perience

0 1 5				*
SalesForce	experience	18	a	plus

Education

· High school diploma, college degree preferred

Certifications

· None required

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

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:

Page: 4/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External iHM/job/Farmington-Hills-MI/Account-Executive Req8191

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Laurie Reid at lauriereid@iheartmedia.com

Page: 5/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
2	Direct Employers Association, Inc.	
	Fax: 1-317-874-9100	Sent: Manual Posting On 9/15/2017
	E-mail: info@usnlx.com	Sent: Manual Posting On 9/15/2017
7	Radio On-Line	
	E-mail: ronchase@radioonline.com	Sent: 9/21/2017 11:51:22 AM

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Continuity Coordinator

Recruitment source referring hiree: Station Website Posting (navigation link to corporate careers website on one or more SEU stations)

Date of hire: 12/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
9	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	1

TOTAL INTERVIEWS OVER REPORTING PERIOD: L

Accessibility: Scripting: [Disable AJAX and DHMTL] [Disable javascript alerts] [Remove all scripting] Text Size: A A A A

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National Labor Exchange

Select Language | V

(*) The National Labor Exchange has moved to USNLX.com

State Job Bank Reporting

Job Data

Date Acquired: 10/19/2017

Internal ID: 101307727

Company: iHeartMedia

Title: Continuity Coordinator

City: Farmington Hills

State: MI

Company Job ID: Req8576

O*Net: 13-1199.99

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Continuity-Coordinator_Req8576

Original Delivery Date: 10/20/2017

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 4960359

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/4960359

Receipt Date: 10/21/2017

Receipt Transaction ID: 1f43e027-4e12-4bc6-98f4-9525df830cef

Job Description Data

Job Description: Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$4482.htmld to apply

and search by the Job Posting Title

iHeartMedia Stations

Job Summary:

Secures commercial copy and related instructional material. Coordinates directly with Account Executives, production departments agencies, and commercial providers to ensure all instructions and spots are received, inputted, and aired for each advertiser.

required; Viero and vCreative PPO experience a plus Must be detail oriented with exceptional organizational, interpersonal and communication skills. Radio or TV traffic experience environment. Excellent problem solving skills and the ability to work in an open environment with ongoing distractions is required Candidates must have the ability to prioritize workload and accurately perform multiple tasks in a high volume and deadline driver

Daily expectations:

à€¢ Manage incoming commercial copy and schedule accordingly

à€¢ Contacting advertising agencies to request commercial copy and traffic instructions

splits, blackouts, and copy revisions • Accurately inputting agency traffic instructions for our advertisers into our database; instructions may include complex copy

• Work closely with Sales Department as well as local and national agencies to ensure schedule runs correctly.

• Make changes in copy or rotation that might occur with schedule

• Maintain file of all commercial copy and instructions

• Completes all network production (i.e., barter spots, affidavits)

à€¢ May require flexibility in work schedules.

• Assisting with meeting department deadlines

à€¢ Tracking and responding to incoming Continuity Operations email

• Assist sales coordinator in solving billing discrepancies

Experience/Skills/Qualifications:

• High School diploma and one year broadcast related experience and/or training

à€¢ Above average computer skills in all Microsoft products and a general capacity to learn proprietary software quickly

• Detail Oriented; ability to multi.task.

à€¢ Must have strong written and verbal communication skills

à€¢ Strong organizational, analytical and problem solving skills

• Must be a self-starter who takes initiative and can work with minimal supervision

environment and handle stress and related pressures will be essential for success in this position à€¢ The ideal candidate will be positive, responsible and reliable. The ability to work under tight deadlines, within a team

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type

Regular

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

Our organization participates in E-Verify. Click here at http://lheartmediacareers.com/Pages/EEO.aspx to learn about E-Verify

and search by the Job Posting Title Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$1999.htmld to apply

events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers. iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live

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www.iheartmedia.com at http://www.iheartmedia.com/Pages/Home.aspx

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Vacancy Data Form

Account Manager

Recruitment source referring hiree: Former Employee Referral Date of hire: 12/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
3	Former Employee Referral	N	1
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

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National Labor Exchange

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Desktop Job Seekers

State Job Bank Reporting

b Data

Date Acquired: 11/15/2017

Internal ID: 102670682 Company: iHeartMedia

Title: Account Manager

City: Farmington Hills

State: MI

Company Job ID: Req9170

O*Net: 41-3099.99

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Account-Manager_Req9170

envery Data

Original Delivery Date: 11/16/2017

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 5034762

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/5034762

Receipt Date: 11/17/2017

Receipt Transaction ID: 79ff41f2-5e51-4667-954e-a10061f34a94

Job Description Data

Job Description: Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$4482.htmld to apply

and search by the Job Posting Title

iHeartMedia Stations

Job Summary:

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

Responsibilities

à 🥰 Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects

• Services and grows relationships in existing client base

à €¢ Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.

à€¢ Delivers creative and effective sales presentations

à€¢ Steers clients based on market, platform and station information.

acc Maintains client communication and ensures client satisfaction.

• Monitors competition to continually find new account leads.

• Negotiates rates based on iHeartMedia's budgets

à€¢ Works collaboratively with internal partners to drive revenue

• Ensures prompt payments.

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

à€¢ Creates effective marketing campaigns in cooperation with iHeartMedia resources

• Generates revenue and meets/exceeds established sales targets.

Qualifications

• Proficient in Microsoft Office suite and social networking platforms

• Adept at prospecting and using effective consultative selling principles and practices

à€¢ Strong client service relationship-building skills

acc Ability to plan and organize, set priorities and multi task in a fast-paced environment

à€¢ Negotiation and closing proficiency

• Persuasive communication skills: verbal, written and presentation

• Independent; self-motivated; competitive; assertive

• Strong problem-solving and analytical skills

à€¢ Understanding of market dynamics including demographics

à€¢ Stress tolerance especially with tight deadlines and financial pressures

• Flexibility and creativity

• Professional appearance

• Strong interpersonal skills

Work Experience

• 1-2 years' sales experience

à€¢ Experience in Media/Advertising Sales with proven success is preferable

• SalesForce experience is a plus

Education

• 4-year college degree, preferably in a related field

Certifications

à€¢ None required

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type

Regular

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

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Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$1999.htmld to apply and search by the Job Posting Title.

events, and on-demand entertainment and information services across the nation and providing premier opportunities for iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Sales Assistant

Recruitment source referring hiree: Internal Transfer/Promotion Date of hire: 2/21/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc (association distributing. 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
6	Internal Transfer/Promotion	N	1
10	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com	N	0

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Labor Exchange

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State Job Bank Reporting

Job Data

Date Acquired: 11/21/2017

Internal ID: 102943420

Company: iHeartMedia

Title: Sales Assistant

City: Farmington Hills

State: MI

Company Job ID: Req9235

O*Net: 43-6011.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Sales-Assistant_Req9235

Delivery Data

Original Delivery Date: 11/22/2017

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 5051821

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/5051821

Receipt Date: 11/23/2017

Receipt Transaction ID: fa0f68c1-35d7-4118-8769-1e1cf987df8c

Job Description Data

Job Description: Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$4482.htmld 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

desponsibilities

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

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

• 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

à€¢ Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention to detail

• 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

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

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

• Demonstrates competitive spirit; shows desire to "move upâ€

Work Experience

• 1-3 years' experience in radio role

Education

• 4-year college degree

Certifications

• None required

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type

Regular

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. The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age

Our organization participates in E-Verify. Click here at http://iheartmediacareers.com/Pages/EEO.aspx to learn about E-Verify

and search by the Job Posting Title Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$1999.htmld to apply

events, and on-demand entertainment and information services across the nation and providing premier opportunities for iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, lived

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WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Station Website Posting (navigation link to corporate careers website on one or more SEU stations) Date of hire: 12/19/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewee Referred by RS
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
9	Station Website Posting (navigation link to corporate careers website on one or more SEU stations)	N	1

TOTAL INTERVIEWS OVER REPORTING PERIOD

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Labor Exchange National

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State Job Bank Reporting

Date Acquired: 12/8/2017

Internal ID: 103713027

Company: iHeartMedia Title: Account Manager

City: Farmington Hills

State: MI

Company Job ID: Req9551

O*Net: 41-3099.99

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Account-Manager_Req9551

Delivery Data

Original Delivery Date: 12/8/2017

Delivery State: MI

Job Bank Status: Job Accepted

Job Bank ID: 5097053

Job Bank URL: https://jobs.mitalent.org/job-seeker/job-details/5097053

Receipt Date: 12/9/2017

Receipt Transaction ID: ba4d4fa4-32d7-40dd-9303-2849f091d519

Job Description Data

Job Description: Current employees and contingent workers click here at https://wd5.myworkday.com/iheartmedia/d/task/3005\$4482.htmld to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

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

Responsibilities.

• Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects

à€¢ Services and grows relationships in existing client base.

à€¢ Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.

• Delivers creative and effective sales presentations.

à€¢ Steers clients based on market, platform and station information.

acc Maintains client communication and ensures client satisfaction

à€¢. 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

Qualifications

à€¢ Proficient in Microsoft Office suite and social networking platforms

ate. Adept at prospecting and using effective consultative selling principles and practices

à€¢. 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

à€¢ Persuasive communication skills: verbal, written and presentation

à€¢ Independent; self-motivated; competitive; assertive

• Strong problem-solving and analytical skills

• Understanding of market dynamics including demographics

à€¢ Stress tolerance especially with tight deadlines and financial pressures

• Flexibility and creativity

• Professional appearance

• Strong interpersonal skills

Work Experience

• 1-2 years' sales experience

à€¢ Experience in Media/Advertising Sales with proven success is preferable

• SalesForce experience is a plus

Education

à€¢ 4-year college degree, preferably in a related field

Certifications

• None required

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

Position Type

Regular

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

Our organization participates in E-Verify, Click here at http://iheartmediacareers.com/Pages/EEO.aspx to learn about E-Verify.

and search by the Job Posting Title Current employees and contingent workers click here at https://wd5_myworkday.com/lheartmedia/d/task/3005\$1999.htmld to apply

events, and on-demand entertainment and information services across the nation and providing premier opportunities for iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, lived

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www.iheartmedia.com at http://www.iheartmedia.com/Pages/Home.aspx

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Re-hire Date of hire: 3/1/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Direct Employers Association, Inc. (association distributing 9002 N. Purdue Road Suite 100 job postings to state job banks) Indianapolis, Indiana 46268 Phone: 866-268-6206 Email: info@usnlx.com Fax: 1-317-874-9100 Job Board	N	0
4	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
5	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone: 210-253-5126 Url: http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
8	Re-hire	N	1
10	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER REPOR	TING PERIO):

Page: 1/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

Position: Account Executive Hire Date: March 1, 2018

This report, generated by Broadcast1Source, verifies that WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC 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 targets.

Responsibilities

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and 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.

Page: 2/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

- 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.

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

Page: 3/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

. = jeans saies emperiones	•	1-2	years'	sales	experience	
----------------------------	---	-----	--------	-------	------------	--

- Experience in Media/Advertising Sales with proven success is preferable
- SalesForce experience is a plus

Education

• 4-year college degree, preferably in a related field

Certifications

· None required

Location

Farmington Hills, MI: 27675 Halsted Road, 48331

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:

Page: 4/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC

Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Farmington-Hills-MI/Account-Executive_Req10171

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 Julie Morgan at juliemorgan@iheartmedia.com

Page: 5/5

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time	
2	Direct Employers Association, Inc.		
	Fax: 1-317-874-9100	Sent: Manual Posting On 2/2/2018	
	E-mail: info@usnlx.com	Sent: Manual Posting On 2/2/2018	
10 www.mediagignow.com			
	E-mail: customerservice@mediagignow.com	Sent: 2/7/2018 10:46:44 AM	

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC RECRUITMENT INITIATIVE FORM June 1, 2016 – May 31, 2017

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	DATE	BRIEF DESCRIPTION OF ACTIVITY
1	Participation in events or programs sponsored by educational institutions	10/27/2016	Our SEU's Region President met with Wayne State University counselors to discuss career and internship opportunities in broadcasting. During the meeting, he also met with students and toured the Wayne State Career Center.
2	Participation in events or programs sponsored by educational institutions	11/17/2016	The SEU participated in the College of Business, Internship & Career Management Center, The University of Michigan-Dearborn for a Supply Chain & Sales/Marketing Networking Event. The SEU disseminated information on job opportunities & internships, accepted resumes and spoke with attendees about a career in broadcasting. SEU participant was a General Sales Manager.
3	Participation in events or programs sponsored by educational institutions	1/20/2017	Our SEU hosted a Career Day for The University of Michigan-Dearborn College of Business students at our facility in Farmington Hills, MI. SEU staff planned the event which included a tour of our facility, interactive time spent with various departments discussing employment & career opportunities and a Q & A session. SEU participants included our Director of Marketing, General Sales Manager and Account Executive.
4	Participation in events or programs sponsored by educational institutions	3/9/2017	Our SEU hosted a Career Day for Stoney Creek High School's Advanced Marketing Seniors at our facility in Farmington Hills, MI. SEU staff planned the event which included interactive time spent with several departments discussing employment & career opportunities, Q & A session, and one-on-one time with managers, support staff and on air talents. SEU participants included our SVP of Programming, Production Assistant, Promotions Manager, Digital Team and On-Air Talents.

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	DATE	BRIEF DESCRIPTION OF ACTIVITY
5	Participation in events or programs sponsored by educational institutions	3/30/2017	Our SEU participated in a career fair held at Wagar Middle School on March 30, 2017. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field. We also answered questions about our stations and broadcast careers. SEU participants included our Production Director.
6	Participation in events or programs sponsored by educational institutions	5/24/2017	Our SEU hosted 20 college students who belong to Adcraft Detroit at our facility in Farmington Hills, MI. SEU staff planned the event which included a tour of our facility, interactive time spent with sales and on-air talent discussing employment, career opportunities and accepting resumes. There was also a Q&A session with the on-air talents. SEU participants included our General Sales Manager and On-Air Talents.
7	Participation in other activities designed by the station employment unit	5/31/2017	Our SEU partnered with The University of Michigan Ross School of Business MAP program, the university's largest educational partnership program working with companies and organizations around the world. MAP focuses on actual business projects provided by sponsoring organizations, and educates teams of undergraduate and Master of Management students through real-time action-based learning. During the school year, our SVP of Sales met with assigned students to coach the students via phone, in person at school and at iHeartMedia to advise on career pursuits, development, opportunities, etc.

From: Arlinda Pringle [mailto:ac2000@wayne.edu]

Sent: Friday, October 28, 2016 5:21 PM

To: Gnau, Nick

Cc: Maureen Johnson; Morgan, Julie

Subject: Re: Meeting with Nick Gnau @ iHeartMedia Detroit 10/19 @ 1:30pm

Good Evening Nick,

On behalf of Maureen and I, we thank you for visiting Career Services yesterday and look forward to sharing your opportunities with our students, as well as other collaborations.

After you create an employer account with our Career Services Online (CSO) database, please email me so that I can approve the account. You may visit the following link, http://careerservices.wayne.edu/csoforemployers.php, to register as an employer.

CSO for Employers - Career Services - Wayne State University

careerservices.wayne.edu

CSO for Employers Career Services Online (CSO) is the Office of Career Services' official online recruiting tool for employers. CSO allows employers to promote Full ...

Thanks again!

Arlinda J. Pringle Wayne State University Career Services 1001 Faculty Administration Bldg. 313-577-3390 Office 313-577-4995 Fax

careerservices.wayne.edu

From: Gnau, Nick < NickGnau@iheartmedia.com >

Sent: Thursday, October 27, 2016 4:09 PM

To: Arlinda Pringle; Morgan, Julie

Cc: Maureen Johnson

Subject: RE: Meeting with Nick Gnau @ iHeartMedia Detroit 10/19 @ 1:30pm

Really great meeting with you today! I look forward to working with you and your students.

Thanks!

Nick Gnau

Region President
iHeartMedia Michigan
nickgnau@iheartmedia.com
o 248.324.7099 I c 937.266.3231
Reaching a quarter billion consumers every month
Radio l Digital l Outdoor l Mobile l Social l Events

The College of Business Supply Chain & Sales/Marketing Networking Event

Date: Thursday, November 17, 2016

Time: 12 p.m. to 2 p.m.

Location: Internship & Career Management Center Fairlane Center North (FCN) Suite 285

Noon - 12: 15 p.m. Registration and Welcome

12:20 p.m. - 1:45 p.m. Networking Roundtables

1:50 p.m. - 2 p.m. Closing Remarks

*Refreshments will be served and available during this event, please specify any diet restrictions.

Participating Employers:

Mahle
Denso
ZF TRW
Henry Ford Health Systems
Syncreon
BrassCraft
iHeartMedia

The ICMC will host its "Back to Back" networking series.

Please join the COB's Internship & Career Management Center for an afternoon of gaining the inside scoop on emerging companies, practicing your elevator pitch, networking, and landing the gig.

Students will have an opportunity to connect with industry professionals and learn about internship and career opportunities during this two day event.

Students are highly encouraged to bring business cards and dress professionally.

NETWORKING PREP SESSION

Date: Tuesday, November 15

Time: 12:00 PM – 2:00 PM

Location: Fairlane Center North (FCN) Suite 285, Conference Room H



NETWORKING EVENT

Date: Thursday, November 17

Time: 12:00 PM - 2:00 PM

Location: Fairlane Center North (FCN) Suite 285

DENSO

supply chain synergy

creon

PiHeartMEDIA







If you have any questions, please contact Arlynn Dailey at ajhi@umich.edu or 313-583-6458. Sponsored by the Internship & Career Management Center and the College of Business.

IMG_0886.JPG Page 1 of 1



Subject	2	To:	
	*.		
FVV. FOULTHIS	FIAL TAIL TAE	Morgan, Julie	

From: Arlynn Dailey [mailto:ajhi@umich.edu]
Sent: Thursday, January 26, 2017 1:08 PM

To: Klauber, Aaron

Subject: Thank your

Hello Aaron,

Thank for your hospitality. The iHeartmedia experience was fantastic.

The students that attended left with an enormous amount of industry insight. I'm sorry I missed Nick but I understand the nature of his work.

for potential hires. I'd like to return soon to give you and your team a small token of appreciation for their time. Also, I hope that you see our students in your pipeline

Thank you,

Arlynn Dailey

Relationship Manager, University of Michigan- Dearborn ~ College of Business Internship & Career Management Center/Business Engagement Center 313.583.6458

[&]quot;Click Here to learn about how the BEC fosters campus partnership with industry!"

Stoney Creek High School Advanced Marketing Seniors March 9, 2017

9:45am

This is iHeartMedia – Sizzle Real Video

- 8 national signature events from the best in music! Play iHeart Festival Sizzle Video
- Who we are locally- 6 stations
- Group Breakout: What client would you tie into a concert and why?!? How would you tie them into this festival? Promotional gear? Glow Sticks? Snapchat? Best idea gets a prize!! Record a commercial?

Devin-Sound Studio

- How a commercial is made
- Make a commercial

Kirby- WJLB- Studio

- how you got into radio?
- Commercial break
- Best person you ever met

Emily- Channel 955 studio

- What's your story?
- ·Why Radio?!
- Who have you fangirled over?

ilen/Cody

- Your favorite promotion?
- How did you get here?

Joe/Joey

- How did you get into Digital Marketing
- What is digital marketing?

Client Brainstorm

- Specs Howard
- 7
- Fresh Empire

Class Picture





AIRPORT COMMUNITY SCHOOLS

Wagar Middle School - 11200 Grafton Road, Carleton, MI 48117 Daniel Bondy, 7/8 Principal Ryan Duvall 7/8 Assistant Principal Phone: 734-654-6205 734-654-0057-FAX

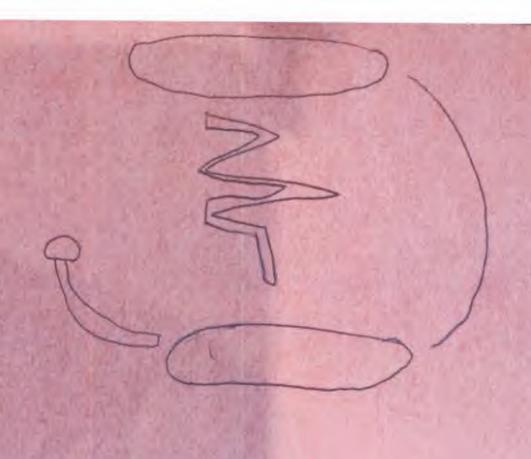
April 6, 2017

Dear Lou,

I wanted to thank-you again for presenting at the Wagar Middle School Career Day last month. The feedback from the day was overwhelmingly positive from both students and staff. I have enclosed some thank-you notes and cards from the students that attended your presentations. Once again thank-you for taking time away from your own career to present to our students. I hope the experience was a positive one for you as well. I hope you would consider presenting again next year.

Sincerely,

Wagar School Counselor



LOU Dallman

Thanks for coming to Unique's course of ay. Teaching us him fact a bracker you shot was also then you job is. The wides your schools was also then you video and say our schools make I haten to him every morning before I yo to school I have I would recliming him to say any marine. I thank I would be suffered by the school I have I would be suffered by the school I what you give you to school I have I would when you you you got to school I would be when you you you want to say any marine.

and Wilmons I LOW TO COMPENSIONS

WDFN, WDTW-FM, WJLB, WKQI, WMXD, WNIC RECRUITMENT INITIATIVE FORM June 1, 2017 – May 31, 2018

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	DATE	BRIEF DESCRIPTION OF ACTIVITY
1	Participation in Job Fairs	6/23/2017	Our SEU participated in a Job Fair held at Specs Howard School of Media Arts on June 23, 2017. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field. SEU participants included the Director of Marketing and On-Air Talents.
2	Participation in Job Fairs	3/7/2018	Our SEU participated in a career fair held at the Lansing Center on March 7, 2018 sponsored by the Michigan Association of Broadcasters Foundation. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field. SEU participants included employees from Promotions.
3	Participation in events or programs sponsored by educational institutions	3/29/2018	Our SEU participated in a career fair held at Wager Middle School on March 29, 2018. At the fair we discussed careers in broadcasting and the academic credentials required to work in the media broadcasting field. Audio equipment was provided so the students could get a hands on experience. SEU participants included the Production Director.
4	Establishment of training programs for station personnel	4/5/2018	Our Senior Vice President of Sales attended a 3 week course entitled Building a Positive Team Culture sponsored by the Ross School of Business at the University of Michigan. The course focused on positive leadership principles, drawing on research in understanding what makes good leaders great. It taught our SVPS how to assess his current levels of positive practice, engagement and empowerment, and to use effective tools to boost productivity and positivity within an organization. The course consisted of online forums, breakout group meetings and a final live event where a faculty expert addressed what was learned.

	TYPE OF RECRUITMENT INITIATIVE (MENU SELECTION)	DATE	BRIEF DESCRIPTION OF ACTIVITY
5	Participation in Job Fairs	4/6/2018	Our SEU participated in a Job Fair held at Specs Howard School of Media Arts on April 6, 2018. At the fair we discussed careers in broadcasting and the academic credentials required to work in the field. SEU participants included the Promotions Manager and On-Air Talent.
6	Participation in events or programs sponsored by educational institutions	5/16/2018	Our SEU hosted 25 college students who belong to Adcraft Detroit at our facility in Farmington Hills, MI. SEU staff planned the event which included a tour of our facility, interactive time spent with various departments discussing employment & career opportunities, accepted resumes and held an Q & A session. SEU participants included the General Sales Manager and Digital Sales employees.
7	Establishment of training programs for station personnel	5/24/2018	A select 3 members of our marketing and promotions team attended a Core Strengths workshop. The workshop took place in the Sheraton Ann Arbor Hotel in Ann Arbor Michigan to acquire skills to advance in their careers. Core Strengths is about taking ownership of the strengths you deploy and the results you produce. The event included an online assessment, handson learning and provided tools to help our Emily, Cody and Ellen develop Core Strength Action Plans in the future. SEU participants included the Vice President of Marketing, Promotions Manager, Promotions Staff and the Promotions Coordinator.
8	Participation in other activities designed by the station employment unit	5/31/2018	Our SEU partnered with The University of Michigan Ross School of Business MAP program, the university's largest educational partnership program working with companies and organizations around the world. MAP focuses on actual business projects provided by sponsoring organizations, and educates teams of undergraduate and Master of Management students through real-time action-based learning. During the school year, our Senior Vice President of Sales met with assigned students to coach the students via phone, in person at school and at iHeartMedia to advise on career pursuits, development, opportunities, etc.

Pearce, Emily

From:

Kristin Burns <kburns@specshoward.edu>

Sent:

Monday, June 26, 2017 11:25 AM

To:

Pearce, Emily

Subject:

Thank You from Specs

Hi Emily.

I hope you had a fun weekend.

Thank you very much for coming to the Specs Career Fair & having so much fun with your mic auditions for the grads! That was really a great idea.

Have an incredible week & hope to see you again soon!

Kristin

Kristin Burns
Career Services Radio Advisor/Internships
Specs Howard School of Media Arts
19900 W. Nine Mile Rd., Southfield MI 48075
248-358-9000 ext. 8959
Kburns@specshoward.edu



Morgan, Julie

From:

Pearce, Emily

Sent:

Friday, June 23, 2017 15:18

To: Cc: Morgan, Julie Travatto, Tony

Subject:

EOE File

Specs Howard Career Fair Friday, June 23rd, 12:30-3:30 23 resumes collected Attended by me, Theresa Lucas, & Slim

:)

Emily

Sent from my iPhone



2017-2018

Michigan Association of Broadcasters Foundation

Chair

Paul Jacobs Jacobs Media/jacAPPS

Vice Chair Pam Manor WNEM-TV

Secretary/Treasurer Steve Schram Michigan Public Media

Immediate Past Chair Jennifer Williams Beasley Media Group, Inc.

President Karole L. White, MAB

Foundation Manager
Jacquelen Timm

Dena Blair Washtenaw Community College:

Kristin Burns Specs Howard School of Media Arts

Maria Drutz WDIV-TV, Graham Media

Rebecca Falk

WDZH-FM

Eric Hammerstrom Marquette Senior High School

Wendy Hart Spartan Sports Network

Joe Jason Joe Jason Media: LLC

Michael Klein Midwest Communications, Inc.

Mark Libke Jackson Radio Works

Jim Lulton WWMT-TV

Jam Sardar WLNS-TV

Annie Scaramuzzino Wayne State University

Randy Scott Dayison High School - DTV

Michael Walenta WGVU Public Media

Jon Whiting Michigan State University

MAB Liaison Gary Baxter WSYM-TV, E.W. Scripps Co. March 12, 2018

Nick Gnau iHeart Media 27675 Halsted Rd. Farmington Hills, MI 48331

RE: MABF Broadcast Media Career & Networking Fairs

Dear Nick.

Thank you again for your participation in the 2018 MABF Broadcast Media Career & Networking Fair on Wednesday, March 7 at the Great Lakes Media Show in Lansing! More than 400 students and business-minded professionals attended this year's career fair. We hope that you were able to meet and collect information on potential employees and interns.

Our records show that the following people attended the career fair on behalf of your station(s):

Alyson Bennett Ellen McNally Latisha Wright

The information about the MABF Broadcast Media Career Fair at the Great Lakes Media Show was widely disseminated and marketed, including distribution to resources with a high volume of diverse candidates. In addition, the information was specifically sent to the State of Michigan career sites, veteran affairs organizations, Michigan Works locations throughout Michigan, all educational institutions in the state of Michigan as well as displayed on the official Career Fair website www.michiganbroadcastcareers.com.

As you know, participation in the career fair may count as one of the Outreach Prong 3 – Menu Option Initiatives with regards to obtaining EEO credits. As mentioned in previous mailings, your efforts in promoting and planning this event are very important to the FCC in considering possible EEO credit. For MAB members, any questions should be directed to the MAB's Legal Counsel, David Oxenford.

The MABF asks that you place this letter, photos, as well as any other filers, registration materials, and affidavits of PSAs aired, with your EEO records.

Thank you for your participation, we hope the event proved useful in your recruiting efforts.

Sincerely,

Rachel Krause

Rachel Krause Events & Programs Assistant MAB/MAB Foundation

Enclosures

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JAY TOWERS IN THE MORNING

100.3 Waje

JAY TOWERS

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Me m

@MIX92

NAME 2018

MEDIA CAREER FAIR

Michigan Broadcast Careers.com

GREAT LAKES MEDIA SHOW

Wednesday, March 7, 2018

2:00 - 3:30 p.m.

Lansing Center 333 E. Michigan Ave. Lansing, MI 48933

Media and broadcast companies from throughout Michigan will be in attendence to meet YOU! Dress to impress and bring several copies of your resume. On-site registration is FREE.

Companies are looking to hire
for jobs and internships in:
Sales
Marketing
Broadcast Engineering
Traffic
Journalism
Graphic Design
Production
On-Air Talent
and much more!

NETWORK WITH POTENTIAL EMPLOYERS. FREE TO ATTEND!

Presented by



From: Luckoff, Jeff

Sent: Thursday, September 06, 2018 2:41 PM

To: Morgan, Julie

Subject: Michigan Course

My Courses

		and the second	
Initiative Name	Course		Start Date
Ross Alumni	Building a Positive Team Culture		April 5, 2018

Objectives

This course will introduce you to the concept of positive leadership. You will learn about the ways in which leaders enable positively deviant performance, foster an affirmative orientation in organizations, and engender a focus on virtuousness and the best of the human condition. This course draws on over thirty years of research that has been done to understand how good leaders can become great. We'll focus on exploring how positive leadership principles can help you, your team, and your organization produce what we'll call positively deviant, or extraordinary, results.

In this course, you will have the opportunity to:

- assess your current levels of positive practice, engagement, and empowerment
- use your personal data and the techniques you learn in this course to build a personal leadership plan
- learn effective, easy-to-implement tools that will boost productivity and positivity within your team
- act as a consultant for your organization as you collaborate with your peers to craft culture and leadership ideas for implementation within your organization

We'll draw from three sources of knowledge on the topic of positive leadership and how it can help you create a stronger, more capable, and more profitable organization.

- First, we'll draw on much of what has been studied and written about in the field.
- Second, we'll learn from Dr. Cameron's experience with over three decades of research and application in hundreds of organizations that have made positive leadership a core element of their human capital strategies.
- Third, and finally, we'll draw from our own and each others' experiences in our personal and professional lives.

This combination of expertise, our collective experiences, and the science behind an evidence-based approach to positive leadership will provide both theoretically and practically important insights into this incredible opportunity to fundamentally change the way we work.

Expectations

This course consists of three week-long modules. Each module will follow the same structure and involve the same time commitment:

- Days 1-3: About 30 minutes a day of short, focused activities to be completed at your own pace throughout each day. During these asynchronous daily lessons you will have regular opportunities to discuss what you are learning through online forums.
- Day 4: A 30-minute meeting with your Breakout Group. These smaller groups within your larger cohort allow you to work directly with your colleagues, identifying best practices and discussing the leadership issues you face each day. You will learn more about the purpose, structure, and expectations for Breakout Groups later in this welcome module and on the upcoming Kick-Off Live Event.
- Day 5: A one-hour Live Event that will provide you with an opportunity to join a faculty expert in discussion of what you have been learning. You will also learn more about opportunities for application within your teams and your organization as a whole.

To get the most from this course, we encourage you to actively participate in the online discussions, live web events, and Breakout Group meetings. You'll learn more about all of these shortly. For now, know that the old adage of *you get out what you put in* applies here. Immerse yourself in this material—you'll find it well worth the investment.

With this as our charter, let's begin.

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	Bottom of Form	

Jeff Luckoff

Senior Vice President, Detroit Region iHeartMedia Markets Group 27675 Halsted Farmington Hills, MI 48331 o 248.324.5813 / m 313.580.2920

Reaching a quarter billion consumers every month Radio / Digital / Outdoor / Mobile / Social / Events

From: Michelle Rossow [mailto:mrossow@adcraft.org]

Sent: Thursday, May 17, 2018 2:20 PM

To: Kempany, Julie <JulieKempany@iheartmedia.com>; Jordan, Armand <ArmandJordan@iheartmedia.com>

Cc: Blotkamp, Kimberly <kimblotkamp@iheartmedia.com>; Ron Frederick <ron@focusmm.net>; Sara Mahmood <smahmood246@gmail.com>

Subject: Thank You!

Julie & Armand -

Thanks so much for hosting a TERRIFIC ADvance session last night and educating our Adcrafters on everything sound. It's always a treat for our members to visit an actual studio to see how things really work. One of our members told me during the tour that she and her husband debated how Jay Towers could do both TV and radio in the AM. Mystery solved ©

Michelle



Michelle Rossow | Executive Director 2000 Brush Street | Suite 601 | Detroit MI 48226 O 313.872.7850 x2# | M 248.514.0138 mrossow@adcraft.org Cody, Ellen, and Emily attended

From: Lisa Sanchez < lisa@corestrengths.com>
Sent: Wednesday, May 16, 2018 12:42 PM
Cc: Melody Oertle < melody@corestrengths.com>
Subject: Core Strengths Detroit_5.24.18 - Event Details

Hello,

We are excited to have you join us for the Core Strengths workshop next week. Core Strengths is about taking ownership of the strengths you deploy and the results you produce. To help you get the most from this program, we will show you how to apply the CS tools and training to a real-world situation that currently impacts your work. In order to best prepare, please think about a high stakes situation at work that you might use to create a Core Strengths Action Plan. A high-stakes situation is something in which you are currently engaged at work that is deemed important to you and your organization. It should have measurable outcomes and involve working closely with others.

You have also been invited to complete an online assessment that will be used as a tool for more hands-on learning during the training. If you have not yet completed your pre-work assessment, it is due by end of day May 21, but the sooner the better as this allows us time to prepare the reports. Please log into your LearnerSource account to access your pending pre-work or find the previous email sent from facilitator@corestrengths.com with a link to your assessment. If you have not received the email with the invitation to complete pre-work, please reach out to me and I will be sure to send this to you directly.

Event Details:

Date: May 24, 2018

Time: 8:30am - 4:30pm

Please arrive a few minutes early for check-in. The workshop will begin promptly at 8:30am.

Location:

Sheraton Ann Arbor Hotel 3200 Boardwalk St. Ann Arbor, MI 48108

Meeting Room: Michigan III/IV/V

Meals: Coffee/Tea and fresh fruit available starting at 8:15am and a catered lunch will be provided at 12pm.

Phone # +1 734 996 0600

Parking: Complimentary Self-Parking, no voucher needed

Dress Code: Business Casual

If you have any questions, please contact me directly.

Thank you,

Lisa Sanchez

Accounts Receivable Specialist



HUB | *Performance Process People* MVS: 38 - 32 - 30 | CS: 46 - 36 - 18

2701 Loker Avenue West, Suite 250 Carlsbad, CA 92010 P: (760) 602-0086 x416