

Attachment B

Part 2

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Sales Specialist

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Art University 79 New Montgomery St. San Francisco, California 94105 Email : industryoncampus@academyart.edu Academic Career Center	N	0
2	Adzuna unknown Indianapolis, Indiana Job Listing Manual Posting	N	0
3	Arriba Juntos 1850 Mission St. San Francisco, California 94103 Email : ggarcia@arribajuntos.org Fax : 1-415-863-9314 Gladys Garcia	N	0
4	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
5	City College of San Francisco 50 Phelan Ave. San Francisco, California 94112 Email : CareerCenter@ccsf.edu Career Center	N	0
6	Cumulus Careers Website 3280 Peachtree Road NW Suite 2200 Atlanta, Georgia 30305 Url : www.cumulusmedia.jobs.net/ Job Listing Manual Posting	N	7

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Sales Specialist

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Experience Unlimited 745 Franklin St. Lower Level San Francisco, California 94102 Email : eusf.membership@gmail.com Fax : 1-415-749-7478 Sylvia Gonzales	N	0
8	Glass Door 100 Shoreline Hwy Bld. A Mill Valley, California 94941 Jobs Posting Manual Posting	N	0
10	Job Is Job Unknown Unknown, California Job Listing Manual Posting	N	0
12	My Job Helper 33 Irving Place New York, New York 10003 Job Listing Manual Posting	N	0
13	National Lesbian & Gay Journalist Association 2120 L St NW Ste. 850 Washington, District of Columbia 20037 Email : info@nlgja.org Association Association	N	0
14	NOVA 505 W. Olive Ave. #550 Sunnyvale, California 94086 Email : jobs@novaworks.org Fax : 1-408-730-7643 Joyce Nolan	N	0
15	Oodle 340 S Lemon Ave #3604 Walnut, California 91789 Job Listing Manual Posting	N	0

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM**Vacancy Data Form****Digital Sales Specialist**

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Santa Rosa Junior College 1501 Mendocino Ave. Santa Rosa, California 95401 Phone : 707-521-7946 Email : kkinahan@santarosa.edu Kim Kinahan	N	0
17	Stanford University 450 Serra Mall Stanford, California 94305 Email : vpstudentaffairs@stanford.edu Career Center	N	0
18	The Job Spider Unknown Unknown, California Job Listing Manual Posting	N	0
19	Trovit Unknown Unknown, California Job Listing Manual Posting	N	0
20	UC Berkeley Career Center 2440 Bancroft Way Berkeley, California 94720 Fax : 1-510-642-6987 Ray Angle	N	0
21	Word of Mouth Referral	N	3
22	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			10

**KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Sales Specialist**

Position: Digital Sales Specialist

Hire Date: March 1, 2021

This report, generated by Broadcast1Source, verifies that KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM 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:

CUMULUS MEDIA | San Francisco is searching for a digital sales expert that has an accomplished record of delivering client solutions coupled with successful sales experience in a related digital or broadcast field. The role of the **Digital Sales Specialist** is to maximize revenue opportunities by assisting in the sales of complementary digital products under the Cumulus C-Suite umbrella as well as the market's/stations' digital assets (email, website, app, streaming, podcasts, video and social).

Who We Are:

Cumulus | San Francisco is home to six of the Bay Area's favorite radio stations -KNBR AM (680/1050) & KNBR-FM, KSAN (107.7 The Bone), KGO and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk Programming on KGO & KSFO; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

This individual will integrate digital products and services into our robust radio asset offerings and identify innovative ways to meet the marketing needs of new and existing clients. This is a leadership position and will be responsible for collaboratively working with the cluster's overall sales leadership and coaching fellow sales team members on selling our suite of digital products.

Requirements:

**KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Sales Specialist**

Qualifications:

Two (2) years of related experience in a similar role.

What we offer:

- Competitive pay
- Collaborative and creative work environment
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term
- Paid Vacation & Holidays

For immediate consideration, please visit <https://cumulusmedia.jobs.net/>

For more information about CUMULUS MEDIA, visit our website
at: <https://www.cumulusmedia.com/>

CUMULUS MEDIA is proud to be an Equal Opportunity Employer (EOE).

Experience:

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Sales Specialist

Key Responsibilities:

- Resident expert in all digital products offered by Cumulus including:
 - Our vast marketing extension programs including targeted email, targeted display and geo-fencing, video and social solutions
 - Our local digital marketing services including website creation, social media and reputation management
 - Our Station Digital Assets - display and mobile ad positions, pre-roll video. Social media, podcasting and in-stream ads
- Act as primary liaison with all market selected third-party vendors (e.g. email and ad targeting vendors) for sending and fulfilling orders, RFP's
- Train and coach AE's on digital advertising tactics and products - as well as work with vendors to fulfill client needs
- Collaborate with sales leadership to develop and execute digital packages and solutions
- Measure, grow and exceed digital sales and market share goals
- Assist in the preparation, creation and delivery of compelling presentations to clients
- Analyze and provide necessary sales reports, market analysis and identify growth opportunities for digital assets

Core Competencies:

- Ability to develop, demonstrate and train people in digital products and sales strategies
- Demonstrate knowledge of selling digital products and applications, including; SEO/SEM, mobile, social media, reputation management, targeted ads (geo-fenced, behavioral) and how they work in tandem with radio assets
- Creative thinker and problem solver
- Highly organized with ability to support multiple ad buys at the same time
- Skilled in oral/written communications with the ability to articulate ideas and guidance concisely and professionally.
- Comfortable presenting to a diversified array of prospects/clients

Additional Information:

Contact:

<https://cumulusmedia.jobs.net/>

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 Ryan Hill at ryan.hill@cumulus.com

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Sales Specialist

RS Number	Recruiting Source	Date and Time
1	Academy of Art University E-mail: industryoncampus@academyart.edu	Sent: 12/17/2020 8:53:57 PM
3	Arriba Juntos Fax: 1-415-863-9314	Sent: 12/18/2020 2:02 AM
5	City College of San Francisco E-mail: CareerCenter@ccsf.edu	Sent: 12/17/2020 8:53:56 PM
7	Experience Unlimited E-mail: eusf.membership@gmail.com	Sent: 12/17/2020 8:53:59 PM
13	National Lesbian & Gay Journalist Association E-mail: info@nlgja.org	Sent: 12/17/2020 8:53:58 PM
14	NOVA Fax: 1-408-730-7643	Sent: 12/18/2020 2:01 AM
16	Santa Rosa Junior College E-mail: kkinahan@santarosa.edu	Sent: 12/17/2020 8:53:58 PM
17	Stanford University E-mail: vpstudentaffairs@stanford.edu	Sent: 12/17/2020 8:53:56 PM
20	UC Berkeley Career Center Fax: 1-510-642-6987	Sent: 12/18/2020 2:01 AM
22	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 12/17/2020 8:53:55 PM



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digital sales specialist

Your Zip Code

Enter Your Zip Code

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About cumulusmedia

Digital Sales Specialist, Cumulusmedia - San Francisco , CA



Posted on 12/11/2020

Company: cumulusmedia
Job Title: Digital Sales Specialist
Location: San Francisco , CA

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Job Description

CUMULUS MEDIA | San Francisco is searching for a digital sales expert that has an accomplished record of delivering client solutions coupled with successful sales experience in a related digital or broadcast field. The role of the Digital Sales Specialist is to maximize revenue opportunities by assisting in the sales of complementary digital products under the Cumulus C-Suite umbrella as well as the market's/stations' digital assets (email, website, app, streaming, podcasts, video and social).

Who We Are:

Cumulus | San Francisco is home to six of the Bay Area's favorite radio stations – KNBR AM (680/1050) & KNBR-FM, KSAN (107.7 The Bone), KGO and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk Programming on KGO & KSFO; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

This individual will integrate digital products and services into our robust radio asset offerings and identify innovative ways to meet the marketing needs of new and existing clients. This is a leadership position and will be responsible for collaboratively working with the cluster's overall sales leadership and coaching fellow sales team members on selling our suite of digital products.

Key Responsibilities:

- Resident expert in all digital products offered by Cumulus including:
 - Our vast marketing extension programs including targeted email, targeted display and geo-fencing, video and social solutions
 - Our local digital marketing services including website creation, social media and reputation management
 - Our Station Digital Assets – display and mobile ad positions, pre-roll video, social media, podcasting and in-stream ads
- Act as primary liaison with all market selected third-party vendors (e.g. email and ad targeting vendors) for sending and fulfilling orders, RFP's
- Train and coach AE's on digital advertising tactics and products – as well as work with vendors to fulfill client needs
- Collaborate with sales leadership to develop and execute digital packages and solutions
- Measure, grow and exceed digital sales and market share goals
- Assist in the preparation, creation and delivery of compelling presentations to clients

12/11/20
(12/11)

- Analyze and provide necessary sales reports, market analysis and identify growth opportunities for digital assets

Core Competencies:

- Ability to develop, demonstrate and train people in digital products and sales strategies
- Demonstrate knowledge of selling digital products and applications, including: SEO/SEM, mobile, social media, reputation management, targeted ads (geo-fenced, behavioral) and how they work in tandem with radio assets
- Creative thinker and problem solver
- Highly organized with ability to support multiple ad buys at the same time
- Skilled in oral/written communications with the ability to articulate ideas and guidance concisely and professionally.
- Comfortable presenting to a diversified array of prospects/clients

Qualifications:

Two (2) years of related experience in a similar role.

What we offer:

- Competitive pay
- Collaborative and creative work environment
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term
- Paid Vacation & Holidays

For immediate consideration, please visit <https://cumulusmedia.jobs.net/>

For more information about CUMULUS MEDIA, visit our website at:
<https://www.cumulusmedia.com/>

CUMULUS MEDIA is proud to be an Equal Opportunity Employer (EOE).

[Close](#)

Apply Here

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

VP/Market Manager

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 5/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Adzuna unknown Indianapolis, Indiana Job Listing Manual Posting	N	0
3	Arriba Juntos 1850 Mission St. San Francisco, California 94103 Email : ggarcia@arribajuntos.org Fax : 1-415-863-9314 Gladys Garcia	N	0
4	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	Cumulus Careers Website 3280 Peachtree Road NW Suite 2200 Atlanta, Georgia 30305 Url : www.cumulusmedia.jobs.net/ Job Listing Manual Posting	N	0
7	Experience Unlimited 745 Franklin St. Lower Level San Francisco, California 94102 Email : eusf.membership@gmail.com Fax : 1-415-749-7478 Sylvia Gonzales	N	0
8	Glass Door 100 Shoreline Hwy Bld. A Mill Valley, California 94941 Jobs Posting Manual Posting	N	0

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM**Vacancy Data Form****VP/Market Manager**

Recruitment source referring hiree: Word of Mouth Referral
Date of hire: 5/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
10	Job Is Job Unknown Unknown, California Job Listing Manual Posting	N	0
12	My Job Helper 33 Irving Place New York, New York 10003 Job Listing Manual Posting	N	0
13	National Lesbian & Gay Journalist Association 2120 L St NW Ste. 850 Washington, District of Columbia 20037 Email : info@nlgja.org Association Association	N	0
14	NOVA 505 W. Olive Ave. #550 Sunnyvale, California 94086 Email : jobs@novaworks.rg Fax : 1-408-730-7643 Joyce Nolan	N	0
15	Oodle 340 S Lemon Ave #3604 Walnut, California 91789 Job Listing Manual Posting	N	0
18	The Job Spider Unknown Unknown, California Job Listing Manual Posting	N	0
19	Trovit Unknown Unknown, California Job Listing Manual Posting	N	0

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

VP/Market Manager

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 5/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Word of Mouth Referral	N	1
22	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for VP/Market Manager

Position: VP/Market Manager

Hire Date: May 1, 2021

This report, generated by Broadcast1Source, verifies that KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM 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:

CUMULUS MEDIA | San Francisco is searching for an exceptional individual to join us as our **VP/Market Manager**. Our market leader will have the support of great products and assets, tremendous training tools, and a team that supports business development and rewards performance.

Cumulus | San Francisco is home to six of the Bay Area's favorite radio stations -KNBR AM (680/1050) & KNBR-FM, KSAN (107.7 The Bone), KGO and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk Programming on KGO & KSFO; and The Sports Leader, KNBR. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of today's media world.

Requirements:

- Steady career progression as a top performer
- Ideal background a successful track record and reputation as one of the "best" in the advertising sales solutions including integrated, idea-based programs utilizing on-air, on-site, and digital
- Strong business acumen and understanding of lead generation, CRM, account/business development
- Strong goal orientation and ability to coach and lead the sales team
- Ability to drive EBITDA growth through sales and operational management

Experience:

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for VP/Market Manager

Competency:

- Approaches role as a coach and motivator
- Continually raises standard of performance
- Invests in resources that will help to reach long-term goals
- Empowers team and allows them to own their work
- Sees more opportunities and fewer obstacles
- Type of person talented professionals naturally follow
- Makes sound business decisions in alignment with leadership objectives

Focus:

- Identify, recruit and develop high-performance sales talent and build a successful team to ensure continued top-line growth
- Lead the local and national sales effort, while focusing on diversifying the broadcast sales portfolio and penetrate growth business categories
- Drive sales, deliver growth, exceed goals and live in the details of the business
- Work across departments to optimize execution
- Contribute your talents and time to meeting challenges, solving problems and rising to the opportunities before us
- Ensure every decision has a thoughtful game plan to tactfully execute
- Takes responsibility for our teams' efforts and outcomes, celebrating successes

Additional Information:

What We Offer: Competitive pay with performance incentives Focused, responsible and collaborative work environment with the ability, to ask "what if" and try innovative solutions Supportive Leadership Medical, Dental & Vision Insurance coverage 401K to plan for the long-term Paid Vacation & Holidays

Contact:

<https://cumulusmedia.jobs.net/>

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for VP/Market Manager

RS Number	Recruiting Source	Date and Time
3	Arriba Juntos Fax: 1-415-863-9314	Sent: 2/12/2021 2:01 AM
7	Experience Unlimited E-mail: eusf.membership@gmail.com	Sent: 2/11/2021 8:49:00 PM
13	National Lesbian & Gay Journalist Association E-mail: info@nlgja.org	Sent: 2/11/2021 8:48:58 PM
14	NOVA Fax: 1-408-730-7643	Sent: 2/12/2021 2:01 AM
22	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 2/11/2021 8:48:57 PM



Job Title: VP/Market Manager
Job Category: Management
Open Date: 2/11/2021
Closing Date: 5/12/2021
Job Type: Full Time
City: San Francisco
Zipcode: 94111
State: California

Job Details: **CUMULUS MEDIA | San Francisco** is searching for an exceptional individual to join us as our **VP/Market Manager**. Our market leader will have the support of great products and assets, tremendous training tools, and a team that supports business development and rewards performance.

Cumulus | San Francisco is home to six of the Bay Area's favorite radio stations –KNBR AM (680/1050) & KNBR-FM, KSAN (107.7 The Bone), KGO and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk Programming on KGO & KSFO; and The Sports Leader, KNBR. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of today's media world.

Experience: **Competency:**

- Approaches role as a coach and motivator
- Continually raises standard of performance
- Invests in resources that will help to reach long-term goals
- Empowers team and allows them to own their work
- Sees more opportunities and fewer obstacles
- Type of person talented professionals naturally follow
- Makes sound business decisions in alignment with leadership objectives

Focus:

- Identify, recruit and develop high-performance sales talent and build a successful team to ensure continued top-line growth
- Lead the local and national sales effort, while focusing on diversifying the broadcast sales portfolio and penetrate growth business categories
- Drive sales, deliver growth, exceed goals and live in the details of the business
- Work across departments to optimize execution
- Contribute your talents and time to meeting challenges, solving problems and rising to the opportunities before us
- Ensure every decision has a thoughtful game plan to tactfully execute
- Takes responsibility for our teams' efforts and outcomes, celebrating successes

- Requirements:**
- Steady career progression as a top performer
 - Ideal background a successful track record and reputation as one of the “best” in the advertising sales solutions including integrated, idea-based programs utilizing on-air, on-site, and digital
 - Strong business acumen and understanding of lead generation, CRM, account/business development
 - Strong goal orientation and ability to coach and lead the sales team
 - Ability to drive EBITDA growth through sales and operational management

Additional Information: What We Offer: Competitive pay with performance incentives Focused, responsible and collaborative work environment with the ability, to ask “what if” and try innovative solutions Supportive Leadership Medical, Dental & Vision Insurance coverage 401K to plan for the long-term Paid Vacation & Holidays

Contact Details: <https://cumulusmedia.jobs.net/>

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Designer

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/6/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Art University 79 New Montgomery St. San Francisco, California 94105 Email : industryoncampus@academyart.edu Academic Career Center	N	0
2	Adzuna unknown Indianapolis, Indiana Job Listing Manual Posting	N	0
3	Arriba Juntos 1850 Mission St. San Francisco, California 94103 Email : ggarcia@arribajuntos.org Fax : 1-415-863-9314 Gladys Garcia	N	0
4	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
5	City College of San Francisco 50 Phelan Ave. San Francisco, California 94112 Email : CareerCenter@ccsf.edu Career Center	N	0
6	Cumulus Careers Website 3280 Peachtree Road NW Suite 2200 Atlanta, Georgia 30305 Url : www.cumulusmedia.jobs.net/ Job Listing Manual Posting	N	1

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Designer

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/6/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Experience Unlimited 745 Franklin St. Lower Level San Francisco, California 94102 Email : eusf.membership@gmail.com Fax : 1-415-749-7478 Sylvia Gonzales	N	0
8	Glass Door 100 Shoreline Hwy Bld. A Mill Valley, California 94941 Jobs Posting Manual Posting	N	0
9	Indeed.com - Not Directly Contacted by SEU	N	3
10	Job Is Job Unknown Unknown, California Job Listing Manual Posting	N	0
11	LinkedIn / Word of Mouth	N	2
12	My Job Helper 33 Irving Place New York, New York 10003 Job Listing Manual Posting	N	0
13	National Lesbian & Gay Journalist Association 2120 L St NW Ste. 850 Washington, District of Columbia 20037 Email : info@nlgja.org Association Association	N	0
14	NOVA 505 W. Olive Ave. #550 Sunnyvale, California 94086 Email : jobs@novaworks.org Fax : 1-408-730-7643 Joyce Nolan	N	0

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Designer

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/6/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	Oodle 340 S Lemon Ave #3604 Walnut, California 91789 Job Listing Manual Posting	N	0
16	Santa Rosa Junior College 1501 Mendocino Ave. Santa Rosa, California 95401 Phone : 707-521-7946 Email : kkinahan@santarosa.edu Kim Kinahan	N	0
17	Stanford University 450 Serra Mall Stanford, California 94305 Email : vpstudentaffairs@stanford.edu Career Center	N	0
18	The Job Spider Unknown Unknown, California Job Listing Manual Posting	N	0
19	Trovit Unknown Unknown, California Job Listing Manual Posting	N	0
20	UC Berkeley Career Center 2440 Bancroft Way Berkeley, California 94720 Fax : 1-510-642-6987 Ray Angle	N	0
21	Word of Mouth Referral	N	1

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Vacancy Data Form

Digital Designer

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/6/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			7

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Designer

Position: Digital Designer

Hire Date: July 6, 2021

This report, generated by Broadcast1Source, verifies that KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM 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:

Cumulus Media San Francisco is hiring a full-time **Digital Designer**. As a member of the San Francisco Cumulus digital team, the Digital Designer will be responsible for graphics and web design projects; including websites, mobile apps, advertising, animation, email marketing, social media, interactive displays and print campaigns.

Who We Are:

CUMULUS | San Francisco is home to six of the Bay Area's favorite radio stations -KNBR-AM (680 & 1050) & KNBR-FM, KSAN (107.7 The Bone), KGO, and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk on KGO & KSFO; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Requirements:

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Designer

- Degree in graphic and/or UI/UX design, or four years' experience in related field
- Proficiency in basic HTML and CSS; Javascript and jQuery a bonus
- Should have knowledge of print, web and mobile graphic formats
- Experience with Adobe suite of products, including Photoshop, Illustrator, Dreamweaver, and InDesign
- Must be able to adapt and/or change styles to a wide variety of brands, including college and pro team sports, rock music, country music and current events
- Typography skills and color theory are essential, the ability to illustrate is a plus
- Video/motion and social media principles are a plus but we will train the right candidate
- We're looking for someone who can understand how design on a detailed level that fits in with design on a macro level
- Great team player
- **Must submit examples of work!**

Experience:

Key Responsibilities:

The Digital Designer will assist the digital, promotions, programming and sales teams on graphics and web design needs. Other responsibilities include, but are not limited to, the following:

- Create graphics for station websites, email marketing, social media
- Develop and conceptualize comprehensive UI/UX designs for website needs
- Maintain and audit station websites, with looking for opportunities to further optimize and improve the UX experience across each device, and our mobile apps
- Respond to and troubleshoot all website issues
- Design graphics for some print applications (banners, posters, stadium branding, etc.)
- Create banner ad and page elements for local and national clients
- Assist in creating graphics for sales presentations, when necessary

Additional Information:

What we offer:Competitive payProfessional growth and career pathFocused, responsible and collaborative work environment with the ability, to ask "what if" and try innovative solutionsMedical, Dental & Vision Insurance coverage401K with company match to plan for the long-termPaid Vacation & Holidays For immediate consideration, please visit <https://cumulusmedia.jobs.net/>For more information about CUMULUS MEDIA, visit our website at: <https://www.cumulusmedia.com/>CUMULUS MEDIA is proud to be an Equal Opportunity Employer (EOE).

Contact:

<https://cumulusmedia.jobs.net/>

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

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

Fax and E-mail verification summary report for Digital Designer

details, please email Ryan Hill at ryan.hill@cumulus.com

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM
Fax and E-mail verification summary report for Digital Designer

RS Number	Recruiting Source	Date and Time
1	Academy of Art University E-mail: industryoncampus@academyart.edu	Sent: 4/21/2021 1:10:47 PM
3	Arriba Juntos Fax: 1-415-863-9314	Sent: 4/21/2021 6:01 PM
5	City College of San Francisco E-mail: CareerCenter@ccsf.edu	Sent: 4/21/2021 1:10:46 PM
7	Experience Unlimited E-mail: eusf.membership@gmail.com	Sent: 4/21/2021 1:10:49 PM
13	National Lesbian & Gay Journalist Association E-mail: info@nlgia.org	Sent: 4/21/2021 1:10:48 PM
14	NOVA Fax: 1-408-730-7643	Sent: 4/21/2021 6:01 PM
16	Santa Rosa Junior College E-mail: kkinahan@santarosa.edu	Sent: 4/21/2021 1:10:47 PM
17	Stanford University E-mail: vpstudentaffairs@stanford.edu	Sent: 4/21/2021 1:10:46 PM
20	UC Berkeley Career Center Fax: 1-510-642-6987	Sent: 4/21/2021 6:01 PM
22	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/21/2021 1:10:45 PM



Digital Designer (1014/667) San Francisco, California

Cumulus Media San Francisco is hiring a full-time **Digital Designer**. As a member of the San Francisco Cumulus digital team, the Digital Designer will be responsible for graphics and web design projects; including websites, mobile apps, advertising, animation, email marketing, social media, interactive displays and print campaigns.

Who We Are:

CUMULUS | San Francisco is home to six of the Bay Area's favorite radio stations –KNBR-AM (680 & 1050) & KNBR-FM, KSAN (107.7 The Bone), KGO, and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk on KGO & KSFO; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader. At Cumulus San Francisco, we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Key Responsibilities:

The Digital Designer will assist the digital, promotions, programming and sales teams on graphics and web design needs. Other responsibilities include, but are not limited to, the following:

- Create graphics for station websites, email marketing, social media
 - Develop and conceptualize comprehensive UI/UX designs for website needs
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 - Respond to and troubleshoot all website issues
 - Design graphics for some print applications (banners, posters, stadium branding, etc.)
 - Create banner ad and page elements for local and national clients
 - Assist in creating graphics for sales presentations, when necessary
-
- Degree in graphic and/or UI/UX design, or four years' experience in related field
 - Proficiency in basic HTML and CSS; Javascript and jQuery a bonus
 - Should have knowledge of print, web and mobile graphic formats
 - Experience with Adobe suite of products, including Photoshop, Illustrator, Dreamweaver, and InDesign
 - Must be able to adapt and/or change styles to a wide variety of brands, including college and pro team sports, rock music, country music and current events
 - Typography skills and color theory are essential, the ability to illustrate is a plus
 - Video/motion and social media principles are a plus but we will train the right candidate
 - We're looking for someone who can understand how design on a detailed level that fits in with design on a macro level
 - Great team player
 - **Must submit examples of work!**

What we offer:

- Competitive pay
- Professional growth and career path
- Focused, responsible and collaborative work environment with the ability, to ask "what if" and try innovative solutions
- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term

- Paid Vacation & Holidays

For immediate consideration, please visit <https://cumulusmedia.jobs.net/>

For more information about CUMULUS MEDIA, visit our website at: <https://www.cumulusmedia.com/>

CUMULUS MEDIA is proud to be an Equal Opportunity Employer (EOE).

[Apply Now](#)



(/en-US/)

DIGITAL DESIGNER IN SAN FRANCISCO, CA AT CUMULUS MEDIA






Date Posted: 4/19/2021

APPLY

([HTTPS://APPLICATION.CAREERBUILDER1.COM/CUMULUSMEDIA/APPLY/CB1/J3IPATH=TNJOB&JOB_DID=J3Q4NK660NHWJ6S042X&SC_CMP1=JS_JOBDETAILS_US](https://application.careerbuilder1.com/cumulusmedia/apply/cb1/j3ipath=tnjob&job_did=j3q4nk660nhwj6s042x&sc_cmp1=js_jobdetails_us))

Not ready to Apply? (/en-US/join)

JOB SNAPSHOT

-  **Employee Type:**
Full-Time
-  **Location:**
[San Francisco, CA \(/En-US/Search?Facetcountry=Us&Facetcitystate=San%20francisco%2Cca\)](#)
-  **Job Type:**
[Design \(/En-US/Search?Facetcategory=Design\)](#)
[Media - Journalism - Newspaper \(/En-US/Search?Facetcategory=Media - Journalism - Newspaper\)](#)
-  **Experience:**
Not Specified
-  **Date Posted:**
4/19/2021

JOB DESCRIPTION

Cumulus Media San Francisco is hiring a full-time Digital Designer. As a member of the San Francisco Cumulus digital team, the Digital Designer will be responsible for graphics and web design projects; including websites, mobile apps, advertising, animation, email marketing, social media, interactive displays and print campaigns.

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- Design graphics for some print applications (banners, posters, stadium branding, etc.)
- Create banner ad and page elements for local and national clients
- Assist in creating graphics for sales presentations, when necessary

JOB REQUIREMENTS

- Degree in graphic and/or UI/UX design, or four years' experience in related field
- Proficiency in basic HTML and CSS; Javascript and jQuery a bonus
- Should have knowledge of print, web and mobile graphic formats
- Experience with Adobe suite of products, including Photoshop, Illustrator, Dreamweaver, and InDesign
- Must be able to adapt and/or change styles to a wide variety of brands, including college and pro team sports, rock music, country music and current events
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- Medical, Dental & Vision Insurance coverage
- 401K with company match to plan for the long-term
- Paid Vacation & Holidays

For immediate consideration, please visit <https://cumulusmedia.jobs.net/> (<https://cumulusmedia.jobs.net/>)

For more information about CUMULUS MEDIA, visit our website at: <https://www.cumulusmedia.com/> (<https://www.cumulusmedia.com/>)

CUMULUS MEDIA is proud to be an Equal Opportunity Employer (EOE).

APPLY

([HTTPS://APPLICATION.CAREERBUILDER1.COM/CUMULUSMEDIA/APPLY/CB1/J3Q4NK660NHWJ6S042X&SC_CMP1=JS_JOBDETAILS_US](https://application.careerbuilder1.com/cumulusmedia/apply/cb1/j3q4nk660nhwj6s042x&sc_cmp1=js_jobdetails_us))

Not ready to Apply? ([/en-US/join](#))

CHECK OUT OUR SIMILAR JOBS

Attachment C

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	8/1/2019	Establishment of an intern program designed to assist members of the community	From July 2019 through August 2019, our SEU hosted 1 intern from Skidmore College. This internship program is designed to assist members of the community acquire the skills needed for broadcast employment. It provides on-the-job training opportunities to college students so that they can learn about career opportunities in the radio industry. The intern worked closely with the Executive Producer, Board Operator, and Program Director from our programming departments.	3	Program Director Intern Board Operator
2	1/15/2020	Provision of training to management	During the month of January, 2020, our SEU participated in harassment prevention training. All SEU employees were required to complete a course prepared by ThinkHR entitled, "Workplace Harassment Prevention," designed to address sexual harassment with a focus on the forms of harassment prohibited by federal, as well as California law. The course presented best practices for updating policies and procedures, reporting incidents, and following up on complaints. The course for managers was more extensive than the course for staff members. In order to obtain a certificate of participation, employees were required to take a quiz following their completion of the tutorial.	119	All Employees
3	2/12/2020	Participation in events sponsored by community groups	On February 12th 2020, our SEU co-sponsored the Watermark Conference for Women Silicon Valley, located at the San Jose Conference Center. Our On Air Host spoke to attendees in a break out session and our General Sales Manager and Account Executive discussed available jobs in the broadcasting industry with over 7,000 attendees.	1	Account Executive General Sales Manager On Air Host Digital Project Manager

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
4	7/15/2020	Participation in Job Fairs	On July 15, 2020, our SEU participated in the 20th annual Diversity Employment Day Career Fair. Due to COVID-19, this was a virtual job fair, attended by our Director of Finance & Administration, who spoke with attendees about job opportunities within the SEU.	1	Director of Finance & Administration
5	7/22/2020	Provision of training to management	On July 22, 2020, our Market Manager and Director of Finance & Administration participated in a presentation conducted by the Executive Vice President and General Counsel of Cumulus Media Inc. entitled, "The FCC's Equal Employment Opportunity Rules, Your Guide to Compliance." The FCC's EEO recruitment, recordkeeping, and reporting requirements were reexamined and reinforced, after which questions were entertained.	2	Market Manager Director of Finance & Administration

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	9/26/2020	Participation in other activities designed by the station employment unit	On September 26 and September 27th, 2020, our SEU hosted a program titled "Broadcasters Path." This Program was developed/designed by one of our KNBR(AM)/-FM On-Air Hosts to educate attendees about the broadcasting profession and provide aspiring broadcasters with valuable resources that will help facilitate the realization of their professional goal(s). As its Host, our KNBR(AM)/-FM On-Air Host was joined by an impressive group of guest speakers. This two-day "Zoom" event covered topics such as hosting, interviewing, commentary, writing, play-by-play, networking, and being on camera. Attendees were able to share their own work and gain insightful feedback and advice from the Host and guest speakers. Our SEU promoted this Program over the air on KNBR(AM)/-FM as well as on the KNBR(AM)/-FM website.	2	KNBR On Air Host Program Director
2	11/16/2020	Participation in events or programs sponsored by educational institutions	On November 16, 2020, our SEU hosted a webinar for the student members of the Broadcast Club at the Creative Arts Charter School in San Francisco. Students were provided with an opportunity to learn about careers in radio broadcasting.	1	Promotions Director
3	3/2/2021	Provision of training to management	On March 2, 2021, our Director of Finance & Administration attended a webinar, lead by the California Broadcaster's Association & TLP Law, that covered FCC EEO training topics and best practices for public file management.	1	Director of Finance & Administration

KGO-AM, KNBR-AM, KNBR-FM, KSAN-FM, KSFO-AM, KTCT-AM

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
4	3/20/2021	Participation in other activities designed by the station employment unit	On March 20 and 21st 2021, our SEU hosted a program titled "Broadcasters Path." This Program was developed/designed by one of our KNBR(AM)/-FM On-Air Hosts to educate attendees about the broadcasting profession and provide aspiring broadcasters with valuable resources that will help facilitate the realization of their professional goal(s). As its Host, our KNBR(AM)/-FM On-Air Host was joined by an impressive group of guest speakers. This two-day "Zoom" event covered topics such as hosting, interviewing, commentary, writing, play-by-play, networking, and being on camera. Attendees were able to share their own work and gain insightful feedback and advice from the Host and guest speakers. Our SEU promoted this Program over the air on KNBR(AM)/-FM as well as on the KNBR(AM)/-FM website.	2	KNBR On Air Host Program Director
5	4/9/2021	Participation in Job Fairs	On April 9, 2021, our SEU participated in the 21st annual Diversity Employment Day Career Fair. Due to COVID-19, this was a virtual job fair, attended by our Director of Finance & Administration, who spoke with attendees about job opportunities within the SEU.	1	Director of Finance & Administration

Notice of Employee Separation



Employee Name: Robert		Hire Date: 07/10/2019
Market: San Francisco, CA	Department: Programming	Position: Programming Intern
Manager: Lee Hammer	Date of Separation: 08/16/2019	Last Day Worked: 08/16/2019

Please complete next section for sales. YTD Billing and Pay should reflect trailing 12 months of employment.

Beginning Subsidy: \$	Subsidy: <input checked="" type="radio"/> On <input type="radio"/> Off	YTD Billing: \$	YTD Pay: \$
-----------------------	--	-----------------	-------------

Reason for Separation: Use drop down menu to identify if separation is voluntary or involuntary and reasoning. Involuntary terminations need to be approved by Kriston Fancellas. Please attached resignation letter if employee is resigning.

Voluntary: To Attend School	Involuntary:
-----------------------------	--------------

Completion of paid internship

Manager Comments: State any further explanation for termination reasoning.

I acknowledge that the above has been reviewed with me, and I have been given the opportunity to attach my comments.

Employee Signature:	Date: 8/15/19
Manager Signature:	Date: 8/15/19
Witness Signature (if applicable):	Date: 8/15/19

Submit to hr@cumulus.com



Experience



Intern

CUMULUS MEDIA · Internship

Jun 2019 – Aug 2019 · 3 mos

San Francisco Bay Area

Worked with various stations in the San Francisco Market with a concentration on political commentary, radio production.

Education



Skidmore College

Bachelor's degree, Political Science and Government, Magna cum laude

2016 – 2020

Activities and Societies: Skidmore News



WATERMARK

CONFERENCE
FOR WOMEN
SILICON VALLEY

Presenting Sponsor



Prudential



Megan Rapinoe



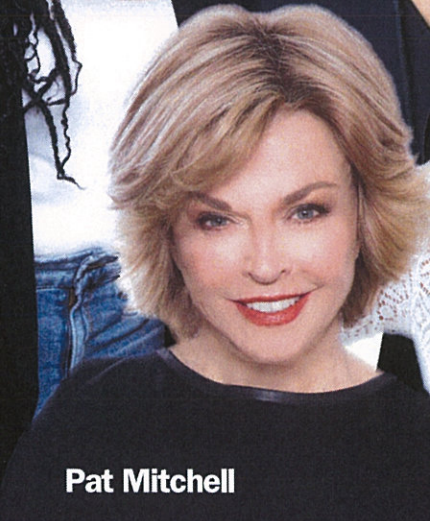
Indra Nooyi



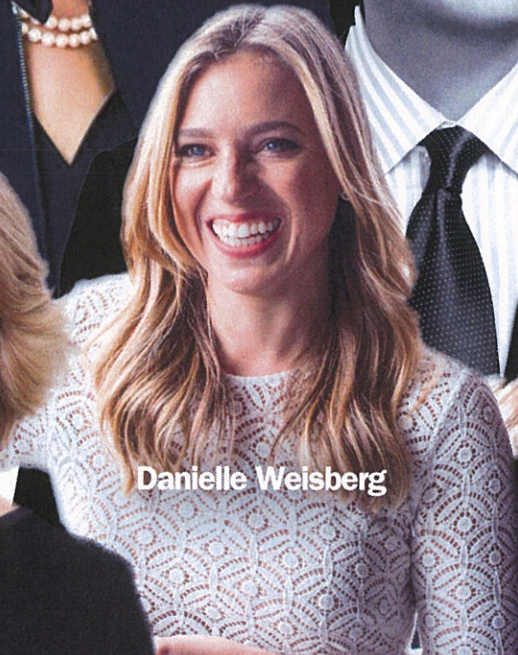
Seth Godin



Erica Williams Simon



Pat Mitchell



Danielle Weisberg



Carly Zakin

February 12, 2020

San Jose Convention Center

General Information

Please review this list of notes and information designed to help make your day more enjoyable. Please be respectful of speakers and other attendees and **silence your cell phones while in all keynote and breakout sessions.**

SEATING:

OPENING KEYNOTE – Please note there is no assigned seating at the morning keynote session.

LUNCHEON KEYNOTE – Please find the table number that corresponds to the one listed on your badge. Consult the inside back cover of this program to find the location of your table. Assigned seating is strongly enforced.

BREAKOUT SEATING– All breakout sessions are open seating and available on a first come, first served basis. *(Don't forget – the audio of all breakout sessions will be available post-conference on our website or on the app WatermarkConf.)*

WHERE IS...

ATMs can be found on the Upper Level, in Concourse 3 outside Hall 3; Lower Level, in the Parkway across from the Hilton; Lower Level, in The HUB near conference registration.

CONCESSIONS are available in the following locations:

- **Pete's Coffee** – West Lower Level (7AM-5PM)
- **Team San Jose Concessions** – Concourse 1 (6:30AM – 1PM)
- **Hall 1 Concessions** – Exhibit Hall (7AM – 4PM)
- **Barista Station** – Concourse (6:30AM – 4PM)

LOST & FOUND for the day will be located at Help Desk & Registration, outside the Exhibit Hall on the concourse level 1.

COAT CHECK is located in the HUB, adjacent to the lobby.

NURSING MOTHERS' ROOM is located in meeting room 214 and the Grand Ballroom pre-function area.

MEN'S RESTROOMS For the convenience of our attendees, many of the men's restrooms have been converted to women's restrooms. Men's restrooms can be found in the Exhibit Hall (Hall 1), the General Session (Halls 2 & 3) and on the Lower Level at Conference Registration in the "The Hub" adjacent to the lobby.

MISC/GOOD TO KNOW:

Search **WatermarkConf** in your app store to download this year's **APP!**

New this year – all **SPEAKER BIOS** can be accessed via the app WatermarkConf.

All breakout session **PRESENTATIONS** can also be found on the app WatermarkConf.

Join us for a **NETWORKING** wine tasting in the exhibit hall, from 4:00 – 5:00 PM, sponsored by Prudential and Alaska Airlines.

Stay HYDRATED! Thanks to Applied Materials, Gilead, Google, Niantic, and VMware for the **WATER BOTTLES** in your attendee bag. Filling stations can be found in the exhibit hall.

FREE WIFI is available at the Convention Center. No code required.



Ann Barlow



Marilyn Nagel



February 12, 2020

Welcome to the 6th annual Watermark Conference for Women!

Watermark welcomes you to the largest women’s conference on the West Coast, bringing you an exciting day designed to connect with one another and offering you development opportunities to help you reach your full potential.

This is an important time for those who identify as women in America: a time to stand together, amplify our voices, and increase the number of women leaders by connecting, developing, and advocating on behalf of all women in the workplace. We do this in partnership with our male allies, knowing that achieving equity takes a partnership among all genders.

Today, you have the opportunity to learn from the most successful and fascinating women and men, some of whom are sitting right next to you. We encourage you to leverage our community and connection, information and inspiration, and motivation and momentum—and to carry it with you as you make your mark as a leader in your companies, careers, and communities.

Finally, three recommendations for how to make the most of this day and throughout the year:

- 1. Join Watermark**, the Bay Area’s largest organization dedicated to increasing the number of women in leadership positions. We support the success of our senior executives, emerging executives, and entrepreneurs through more than seventy programs a year. Please stop by our booth in the Expo Hall to meet the team, current members, and to learn more. Sign up today and receive 25% off annual Watermark membership!
- 2. Receive year-round resources from Watermark**—featuring inspiring speakers and changemakers with half-day conferences, workshops, speaker series, monthly webinars, mastermind groups, and more. Sign up for our newsletter at wearewatermark.org/page/subscribe and follow us on social media (linkedin.com/company/watermark-2).
- 3. Download the Watermark Conference for Women app**. It will help you plan your day, connect with others, find your way around, and receive important alerts. Simply search for “WatermarkConf” on any platform. Thank you to Cisco and Prudential for their generous support!

Thank you so much for believing in yourself—and investing in your future—you are Watermark. And a heartfelt thanks to our remarkable sponsors for their generous support. We wish you all a dynamic and fulfilling day! #WeAreWatermark #IAMWatermark

With warmest regards,

Ann Barlow
Board Chair, Watermark

Marilyn Nagel
CEO, Watermark

2020 Watermark Conference for Women Sponsors

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Morgan Stanley



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KGO-810



PERSONAL DEVELOPMENT Meeting Room 210GH

Breast Health for Life (W)

When it comes to serious health issues like breast cancer, there is more in our control than we think. In fact, in many cases, the choices you make every day can reduce your risk factors and increase your overall well-being. Dr. Kristi Funk, noted breast cancer surgeon and co-founder of the Pink Lotus Breast Center, dispels common misconceptions about breast cancer and presents evidence-based dietary and lifestyle secrets to living your healthiest life. Come listen as complex concepts get distilled into simple, actionable, take-it-home and start-right-now power!

Speaker: Dr. Kristi Funk, breast cancer surgeon, co-founder, Pink Lotus Center & author, *Breasts: The Owner's Manual* @drkristifunk
Emcee: Terilyn Juarez Monroe, chief people officer and SVP, people & places, Varian @varianmedsys

TRANSITIONS Meeting Room 211

The Winding Road: Navigating Your Unique Career Path (POE)

Non-linear careers are the new normal. Gone are the days when professionals stuck to single jobs—or even single industries—before collecting their gold watch. Navigating the twists and turns of your career can be both exciting and stressful. Come learn from women who have created their own roadmaps, successfully shifting and pivoting between departments and industries. They will detail their professional evolution and what it took to make the hard decisions that ultimately led to career growth. Attendees will learn about challenging limiting beliefs, turning disappointments into opportunities, engaging your network, and staying nimble as you forge your own path.

Thought leader: Karina Cabrera Bell, co-founder, OpenAccess, & host, Reach Mama podcast @karinacbell

Panelists:

Michele Scola Foote, global diversity & inclusion, gender programs, Dell @dell
Jessica Herrin, CEO, Stella & Dot and author, *Find Your Extraordinary* @jessicaherrin
Erica Williams Simon, head, Creator's Lab, Snapchat & author, *You Deserve the Truth* @missewill

Emcee: Derek DeWinter, partner and president, DeWinter Group & board member, Watermark Institute @wtrmrk

EMERGING PROFESSIONALS Meeting Room 212

Lightening the Mental Load (POE)

How much of your energy is spent on invisible work—whether at the office or at home? Whether it is making sure everyone signed the boss's birthday card or remembering to hire a date night babysitter, these thankless tasks exert a "mental load" that can increase stress levels, hinder productivity, and even slow down career advancement. Michelle King, host of *The Fix* podcast, opens this session by sharing the roots of this challenge in our homes and workplaces. She then leads a discussion about how to spend more time on socially and professionally recognized work and share the mental load with colleagues and, for those in domestic relationships, with partners.

Thought leader: Michelle P. King, director, inclusion, Netflix & host, *The Fix* podcast @michellepking

Panelists:

Tracy Dumas, associate professor, Ohio State University @tracyldumas
Jill Gannon, director, HIV marketing, Gilead Sciences @gileadsciences
Ruchika Tulshyan, author, *The Diversity Advantage* @rtylshyan

Emcee: Nikki Medoro, journalist & radio host, KGO 810, Cumulus Radio @nikkimedoro

TRANSITIONS Lower Level 20

Resilience Reset: It's Your Turn to Thrive (W)

The ability to successfully navigate change, rise above adversity, and triumph in our lives boils down to one word: resilience. When faced with a challenge, ambiguity, or adversity, those who practice resilience refuse to let fear hold them back, and they break through barriers to not only survive difficult times, but thrive as a result. Learn how to cultivate courage, improve resilience, and triumph over adversity, obstacles, and setbacks at work. Be inspired to be an agent of change, conquer fear and self-doubt, and develop strategies that can be applied immediately in all aspects of your life to become bolder, stronger, and better able to handle anything thrown your way.

Speaker: Anne Grady, resilience expert & best-selling author @annegradygroup

Emcee: Laysa Ward, EVP & chief external engagement officer, Target @target

Exhibitors by Category

CAREER

Apres for Women Return to Work	209
BeiGene	211
Bristol-Myers Squibb	102
Gilead Sciences, Inc.	109
indeed	201
Merck	104
Shutterfly Inc.	107
Synopsis	207
Tableau	203

COMMUNITY

Black Girls Code - Donated by Juniper	708
Celebrity Cruises	610
Cumulus Media- KGO	701
NBC Bay Area	709
Pearls With Purpose	707
Santa Clara University, Graduate Business Programs	703
Sonoma Creamery	215
UC Berkeley Part-Time MBA	705
Watermark	601

FINANCIAL

Prudential Financial	514
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HEALTH & WELLNESS

AARP Caregiving Resources for Employers	221
Alzheimer's Association	318
Athleta	221
Cultural Care Au Pair	217
Target	315
Varian	314

TECHNOLOGY

Alaska Airlines	511
Facebook AR\VR	300
GoDaddy	411
Google	501
Hyundai Motor America	301
Medallia	310
Qualcomm	410
Roche Molecular Systems, Inc.	306
SurveyMonkey	311
Techbridge Girls - Donated by Juniper	706
The Tech Interactive - Donated by Juniper	607

WOMEN-OWNED BUSINESS

Argent	524
Beacon Pointe Wealth Advisors	432
Bells & Becks	430
Careste Luxury Made to Measure	427
Color Street	428
Flutter Eyewear	524
Grayson	329
Jacqueline B Clothing	530
Kathy Kamei Designs	526
Life Elements	219
Mind in Motion	525
ML Lifestyle	331
Periodically Inspired	528
SKM Collection	425
Stella & Dot, KEEP Collective and EVER	327
Susie Os handbags	527
Travel Adventures Unlimited	431

RECRUITER'S INFORMATION KIT

IMPORTANT INFORMATION

EVENT DATE: WEDNESDAY, JULY 15, 2020

LOCATIONS: VIRTUAL VIDEO CITY CAREER FAIR

SET UP TIMES:

- Employers Set Up: As Early as 9:30am
- Career Fair: 10:00 – 3:00pm (Two Intermissions)
- Virtual Career Fair Concludes at 3pm

INFORMATION KIT AND ADVERTISEMENT DEADLINE: Wednesday, July 08, 2020

EXHIBITOR DIRECTORY LISTING - This information will be **SHARED WITH CANDIDATES** at the Career Fair. Please include your most current logo.

Company Name: Cumulus Media
Division: Click or tap here to enter text.
Address: 750 Battery Street, Suite 300
City, State, Zip: San Francisco, CA 94111
Phone: 415-995-6800
Fax: Click or tap here to enter text.
Website: www.cumulusmedia.com
Email: Click or tap here to enter text.

COMPANY LISTING - Please list up to 15 positions **YOU WILL BE RECRUITING FOR** at this show.

1. Broadcast Engineer
2. Click or tap here to enter text.
3. Click or tap here to enter text.
4. Click or tap here to enter text.
5. Click or tap here to enter text.
6. Click or tap here to enter text.
7. Click or tap here to enter text.

DEADLINE: July 08, 2020!

E-mail completed form to: eli@citycareerfair.com or Fax to (562) 651-9183



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 DIVERSITY RECRUITERS NETWORK

NORTHERN CALIFORNIA 20th ANNUAL

Diversity Employment Day Career Fair
Sacramento, Silicon Valley, San Francisco

COMPANY LISTING - Please list up to 15 positions **YOU WILL BE RECRUITING FOR** at this show. (continued)

8. Click or tap here to enter text.
9. Click or tap here to enter text.
10. Click or tap here to enter text.
11. Click or tap here to enter text.
12. Click or tap here to enter text.
13. Click or tap here to enter text.
14. Click or tap here to enter text.
15. Click or tap here to enter text.

RECRUITER(S) ATTENDING – Please provide names of **RECRUITERS PARTICIPATING** including email and telephone number.

1. Ryan Hill , 415-995-6874, Ryan.Hill@cumulus.com
2. Click or tap here to enter text.
3. Click or tap here to enter text.
4. Click or tap here to enter text.

PLEASE PROVIDE A BRIEF DESCRIPTIVE NARRATIVE OF YOUR COMPANY – (less than **150** words)

Please include your most current logo in JPEG or GIF format.

Cumulus Media is the 3rd largest radio operator in the US, operating 424 radio stations across 87 markets. Cumulus Media San Francisco is home to six of the Bay Area's favorite radio stations –KNBR-AM (680 & 1050) & KNBR-FM, KSAN (107.7 The Bone), KGO, and KSFO. Our award-winning stations feature Classic Rock on The Bone; Legendary News and Talk on KGO & KSFO; and the best sports coverage and live broadcasts of the Giants and the 49ers on KNBR, The Sports Leader.

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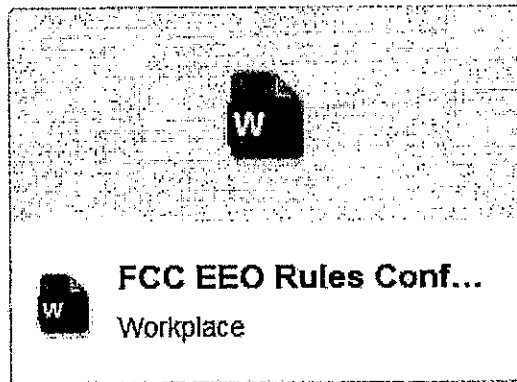
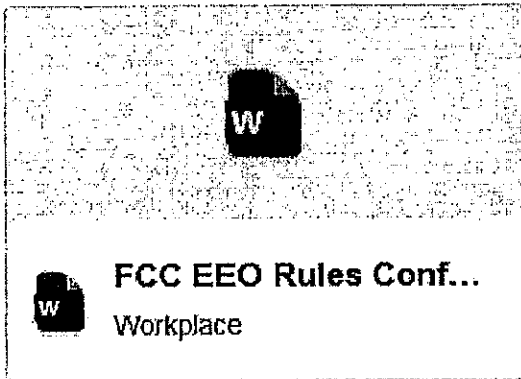


Richard Denning uploaded 2 files.
53 mins



Ladies and Gentlemen: As mentioned on the last Market Manager call, the training session on the FCC's EEO rules will be held this Wednesday, July 22. Based on your schedules, you will be able to participate either in an 11:00 am EST session or a 4:00 pm EST session. The join-in instructions for the respective sessions are attached. If you have any questions, please do not hesitate to call me at 678-640-9746.

Best, Richard.



From: [Mark Willard](#)
To: [Ryan Hill](#)
Subject: [EXT] Fwd: Timeline of Events - Broadcasters Path
Date: Thursday, August 26, 2021 1:16:55 PM

----- Forwarded message -----

From: **Mark Willard** <broadcasterspath@gmail.com>
Date: Fri, Sep 25, 2020 at 8:12 PM
Subject: Timeline of Events - Broadcasters Path
To: <aehutton35@comcast.net>, <zshuster1@pride.hofstra.edu>, <mylesgasmin@gmail.com>, <zachary.andersonyoxsimer@gmail.com>, <matthewjross93@gmail.com>

Hi all!

Looking forward to Saturday! Here is a rough timeline of events that are on the way. You are NOT required to be on zoom for all of it, however you are certainly welcome to be!

SATURDAY:

10a-11a Welcome, set the plan for the weekend, answer questions, share stories
11a-11:45 Jessica Kleinschmidt, NBC Sports Bay Area (Digital Content & Podcasting)
11:45 Digital Content viewing
12Noon-12:55 LUNCH BREAK
1p-1:45 Justin Hathaway, Head of Content NBC Sports Bay Area
1:45-2p BREAK
2p-2:30 Mark Willard on Creative Commentary
2:30-3p Mark Willard on Interviewing skills
3p-3:45 Ashley Adamson, PAC 12 Network (On Camera Hosting)
3:45-4:20 BREAK
4:30-5:15 Rob Parker, FS1 (Debate, writing)
5:15-6p Open discussion-ALL questions answered, set the table for Sunday where you will each have 3 minutes to share some content (not required but encouraged)

SUNDAY:

8:50a Gather and log on
9a-9:45 Dave Flemming, San Francisco Giants (play by play broadcasting)
9:45-10a BREAK
10a-12:30 Attendee sharing content, networking, break into groups, competition for awarded one on one coaching session with Mark Willard

Any questions, please ask!! All times Pacific.

Mark

My cell: 310-525-9268

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From: Jennifer Violet <Jennifer.Violet@cumulus.com>
Sent: Thursday, August 26, 2021 5:42 PM
To: Ryan Hill
Subject: Fw: [EXT] Reaching Out again for possible interview of you
Attachments: IMG_6EE1BFCA3396-1.jpeg

Yes...here is the chain we did it on 11/16/2020

Jenn Violet Kennedy
Promotions Director
KNBR 680 / 1050
415 995 6996

From: Maria Jenerik <mjenerik@gmail.com>
Sent: Thursday, November 5, 2020 6:56 AM
To: Jennifer Violet <Jennifer.Violet@cumulus.com>
Subject: Re: [EXT] Reaching Out again for possible interview of you

Yes, we can push it. Thanks and I'll text day of with zoom link.

Sent from my iPad

On Nov 4, 2020, at 9:24 PM, Jennifer Violet <Jennifer.Violet@cumulus.com> wrote:

Maria

I just went to put this in my calendar and realized I have an appointment at the same time. Could we push to the following Monday?

Jenn

Jenn Violet Kennedy
Promotions Director KNBR 104.5/680/1050
415-595-7602

From: Jennifer Violet <Jennifer.Violet@cumulus.com>
Sent: Wednesday, November 4, 2020 7:57:27 PM
To: Maria Jenerik <mjenerik@gmail.com>
Subject: Re: [EXT] Reaching Out again for possible interview of you

Maria

Nice to hear from you! Yes happy to join your class. Big favor...please text me on Monday to remind me. I don't want to miss it.
415 595 7602

Best

Jenn

Jenn Violet Kennedy
Promotions Director KNBR 104.5/680/1050
415-595-7602

From: Maria Jenerik <mjenerik@gmail.com>
Sent: Wednesday, November 4, 2020 3:09:50 PM
To: Jennifer Violet <Jennifer.Violet@cumulus.com>
Subject: [EXT] Reaching Out again for possible interview of you

Jennifer,
Hope you are enjoying time with your family...as we work and balance it all.

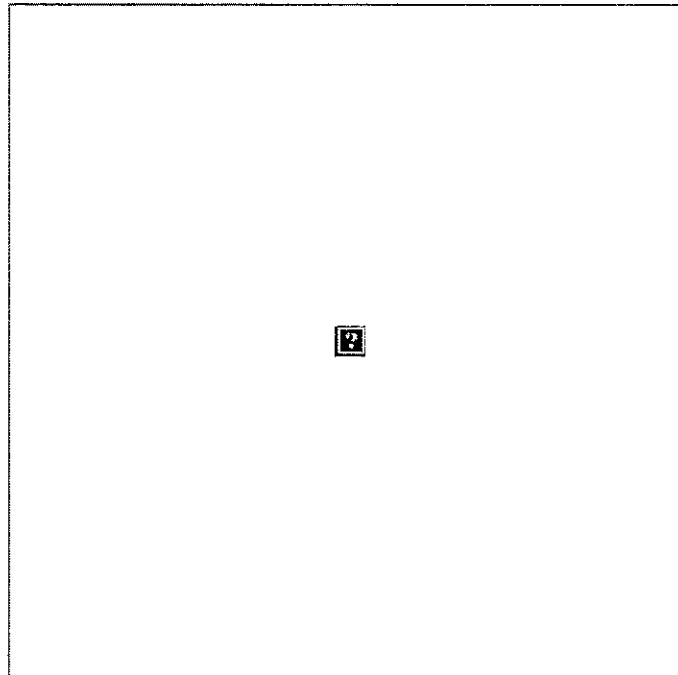
I have a broadcasting club and students wanting to learn to do what you do. Please will you be a guest speaker from 2:45-3:30 next Monday 11/9/2020? They can ask you how you work your magic and get folks on the show etc. My phone is 415-994-0794. It would be a hoot.

Thanks,
M

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From: [Lisa Fields, Broadcast1Source](#)
To: [Ryan Hill](#)
Subject: [EXT] CBA Webinar Follow Up
Date: Thursday, March 4, 2021 9:59:05 AM

[View this email in your browser](#)

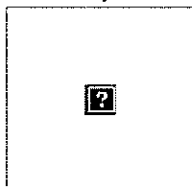


On behalf of all of us at [Broadcast1Source](#), [TLP Law](#), and the [California Broadcaster's Association](#), thank you for participating in our FCC EEO Training meeting on March 2, 2021. We appreciate your interest in additional training on this subject matter and the great questions posed to us.

This email serves as your certificate of participation. Please print and retain a copy to include in your EEO Public File.

We are happy to continue to be a resource to you and your colleagues. Please don't hesitate to reach out if we can be of further service.

Sincerely,



Lisa A. Fields
SVP/General Manager, Broadcast1Source
P: 336.553.0620
lfields@bc1source.com
www.broadcast1source.com

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San Francisco's 21st Annual Diversity Employment Day

Recognized by
The City of San Francisco

And the
Diversity Recruiters Network.org

On this
9th Day of April, 2021

This is to certify

Cumulus Media

Has actively participated in the 21st Annual Diversity Employment Day Career Fair
"Getting America Back to Work in 2021"

This event brings together San Francisco's major employers with thousands of qualified diverse professionals with the aim to recruit, promote and reaffirm their commitment to diversity in the workplace. Also represented at this event are professional organizations comprised of diverse and multi-ethnic residents.

With this certificate, we commend

Cumulus Media

For its support of Diversity Employment Day and the diverse
community of San Francisco.



Patricia Ashley
Diversity Recruiters Network.org



Neal Morrison
City Career Fair