

Re: Job posting on neuhoffmedia.com, can you put this up for me?

Towns, Dianna <diannatowns@neuhoffmedia.com>

Tue 4/27/2021 4:25 PM

To: Shamus <MikeShamus@neuhoffmedia.com>

Hi Shamus,

Posted to corporate- <http://d2408.cms.socastsrcm.com/2021/04/27/account-executive/>

Thanks,

Dianna



Dianna Towns

Executive Assistant to Beth Neuhoff

Digital Coordinator

Neuhoff Communications

Tel: 216.280.4562

diannatowns@neuhoffmedia.com

From: Shamus <MikeShamus@neuhoffmedia.com>

Date: Tuesday, April 27, 2021 at 11:43 AM

To: "Towns, Dianna" <diannatowns@neuhoffmedia.com>

Subject: Job posting on neuhoffmedia.com, can you put this up for me?

I am also creating a local description for our website.

Neuhoff Media – Lafayette is seeking a dynamic, results-oriented Account Executive to sell the value of our local products.

WKOA, WASK, WKHY, WXXB, 101-7 The Hammer, Digital Display Ads and events. The ideal candidate must possess proven business development and sales experience, be a self-starter who is able to identify and develop new business opportunities; keep and grow existing client relationships; offer solutions that help clients meet business goals.

We provide great products to sell, top industry training tools, and leadership that supports development and rewards performance.

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 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.
- Works collaboratively 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 resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications:

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

Work Experience:

- Selling and demonstrating outstanding customer service in your background. Come tell us a story about how your customers have fallen in love with you.

You deserve a company to fall in love with.

It is our policy to provide equal employment opportunity to all qualified individuals without regard to their race, color, religion, national origin or sex. Neuhoff Media is an Equal Opportunity Employer

Contact:

Please send an introductory letter and resume to Mike Shamus
mikeshamus@neuhoffmedia.com or reach out by phone at 765-637-2165.

Thanks,

Shamus
GM- Lafayette
765-637-2165



From: Lacay, Joe <JoeLacay@neuhoffmedia.com>
Date: Thursday, July 1, 2021 at 3:30 PM
To: Towns, Dianna <diannatowns@neuhoffmedia.com>
Subject: Production Director Position Change

Hi Dianna,

We need to make a change to the Production Director position on the Neuhoff Media website. The position is now for Lafayette, IN & Danville, IL. The description should read...

Neuhoff Media is looking for our next Audio/Video Production Director for our markets in Lafayette, IN & Danville, IL. We need someone who will work with our successful sales team in both markets to create powerful & creative messages for our clients using our range of talent & voices and YOUR production creativity.

Neuhoff Media owns radio stations across four markets in Illinois and one in Indiana. Neuhoff Media is an equal opportunity employer.

This position will be based in the Lafayette, IN. The Greater Lafayette area includes Lafayette & West Lafayette and features a family-friendly community full of events & activities, vibrant downtown atmosphere, and the home of Purdue University. Plus, Lafayette, IN is only a one-hour drive to Indianapolis and two hours from Chicago

Let me know if you need anything else.

Thanks again!

Joe Lacay

Neuhoff Media Lafayette Operations Manager
B102.9 (WXXB-FM) Program Director





Kathryn Barnhart
Account Director, Indiana Broadcasters Association
(317) 201-2875 | Katy@IndianaBroadcasters.org
www.IndianaBroadcasters.org
P.O. Box 902 Carmel, IN 46082

From: Indiana Broadcasters Association <clients@pixeljocks.com>

Date: Tuesday, December 12, 2023 at 10:29 AM

To: Katy Barnhart <katy@arlandcom.com>

Subject: IBA - Job Listing Submission

Job Title

Audio/Video Production Director

Location

Lafayette, IN

Station

WASK-AM, WASK-FM, WKHY-FM, WKOA-FM, WXXB-FM

Employment Type

Full-time

Type of Job

- Production

Job Description

Neuhoff Media Lafayette is looking for our next Audio/Video Production Director for our group in Lafayette, IN. We need someone who will work with our successful sales team to create powerful & creative messages for our clients using our range of talent & voices and YOUR production creativity.

Neuhoff Media owns radio stations across four markets in Illinois and one in Indiana. Neuhoff Media is an equal opportunity employer.

The Greater Lafayette area includes Lafayette & West Lafayette and features a family-friendly community full of events & activities, vibrant downtown atmosphere, and the home of Purdue University. Plus, Lafayette, IN is only a one-hour drive to Indianapolis and two hours from Chicago.

Required Skills

Minimum 2 years of radio commercial production experience
Write & produce audio/video commercials for Neuhoff Media markets
Knowledge of V-Creative & Wide Orbit automation system a plus
Graphic design experience also a plus

Required Education

Minimum high school diploma
College/Univsersity Bachelors Degree a plus

Instructions to Apply

Email your resume and audio production sample to Operations Manager, Joe Lacay, at joelacay@neuhoffmedia.com.
No calls please.

Contact Information

Contact Person

Joe Lacay

Contact Phone

(765) 637-2177

Contact Email

joelacay@neuhoffmedia.com

General Job Information

Station Image

- [Neuhoff-All-Station-Logo.png](#)

Start Date

TBD

Job Posting Expiration Date

2021-07-31

EOE Compliance

- We are an Equal Opportunity Employer

Does this job have benefits?

Yes

Benefits Description

Competitive salary based on experience
Medical & life insurance benefits
401k
Paid vacation & holidays

<https://www.indianabroadcasters.org/members/submit-broadcasting-job/>