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Your Company Name: (For a blind listing, enter "BLIND" instead of call letters)*
Adell Broadcasting

Job Title of Opening:*

Account Executive

Choose Category of Job Opening:

Sale

Enter a Description of the Job Opening:

@ Editor:

O Basic Text Box @ Rich Text Editor

_____p

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TIMES CALCUTIONALCO
Department: Sales Department - Clinton Township, MI
Reports to: Sales Manager
Job Objectives

WADL TV-38 is seeking an enthusiastic, motivated, dependable and personable Sales Associate to sell commercial advertising time to local businesses across our advertising platforms. The ideal candidate is a creative thinker, team player and thrives on success. The compensation package is commission based and allows for unlimited income potential.

Responsibilities:

Words: 565 Characters: 4923

Responsible for the sales of advertising time on WADL TV-38, Antenna TV and Enter the Requirements (Experience, Education, etc.) for This Position:

@ Editor Demonstrates selling skills and product knowledge in all areas listed above that allo Sales

1/3

Enter Details on How Applicants can Apply for the Opening:

Paragraph St...

Apply CSS Cl...

Words: 0 Characters: 0

Name of Station/Company Contact:

Adell Broadcasting Inc.

Contact Person Email:

jamie@wadldetroit.com

Deadline to Apply:

(format: MM/DD/YY or click on calendar icon)

5/31/2014

31

City of Job Location:

Clinton Twp

State:

Michigan -

Zip:

48035

Your Station/Company Website:

http://wadldetroit.com

Ads submitted will not immediately appear in the MAB Job Bank. All ads subject to MAB approval.

Ads will automatically be deleted 45 days after being posted.

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- For EEO purposes, please click "print" now and include a copy of this page in your appropriate EEO file.
- For questions, comments, or more information, contact MAB (mab@michmab.com)

<u>Submit</u>

* Required

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Welcome	back,	Jamie	Harrington	ŀ
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Click Here for What's New (updated 1/25)

[http://www.mitalent.org/lib/Files/Release_Notes/Employer20140125.pdf]

Employer Pashboard

Wadl Tv-38

Home [/Home/] Employer [http://www.mitalent.org/employer/] Dashboard

Active Jobs [#content_tabs-0]
Inactive Jobs [#content_tabs-1]

Go to Job Posting Feedback [/employer/displayunresolvedjobs.aspx]

1/1

From:

Jamie Harrington

Sent:

Friday, March 14, 2014 1:48 PM

To: Subject: 'answer@macomb.edu' WADL - New hire position

Attachments:

WADL Sales opening.docx

Attached is a job posting for an Account Executive here at WADL- Please post to your Macomb Community College Career website-

Thank you,

Jamie Harrington

Executive Administrator



From:

Jamie Harrington

Sent:

Friday, March 14, 2014 1:42 PM

To: Subject: 'careers@oakland.edu' WADL Job Posting

Attachments:

WADL Sales opening.docx

Attached is a job posting for an Account Executive here at WADL- Please post to your Oakland website-

Thank you,

Jamie Harrington Executive Administrator



From:

Jamie Harrington

Sent:

Friday, March 14, 2014 1:39 PM 'HireaSpartan@csp.msu.edu'

To: Subject:

WADL Job Posting

Attachments:

WADL Sales opening.docx

Attached is a job posting for an Account Executive here at WADL- Please post to your Spartan Career website-

Thank you,

Jamie Harrington Executive Administrator



From:

Jamie Harrington

Sent:

Friday, March 14, 2014 1:37 PM 'jobs@wayne.edu'

To: Subject:

WADL Job Posting

Attachments:

WADL Sales opening.docx

Good Afternoon:

Please post the following Account Executive position on the Wayne State University website-

Thank you,

Jamie Harrington

Executive Administrator

WADL TV-38, Detroit 22590 15 Mile Rd Clinton Twp. MI 48035 586-790-3838 586-790-4591Fax



From:

Jamie Harrington

Sent: To: Friday, March 14, 2014 2:20 PM 'mkennedy@detroitnaacp.org'

Subject:

WADL Job Posting

Attachments:

WADL Sales opening.docx

Please post the following Account Executive position on your Website-

Thank you,

Jamie Harrington

Executive Administrator



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WADL

Your Company Name: (For a blind listing, enter "BLIND" instead of call letters)*
Adell Broadcasting

Job Title of Opening:*

Production Coordinator

Choose Category of Job Opening:

Production

Enter a Description of the Job Opening:

@ Editor:

O Basic Text Box @ Rich Text Editor

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Position:

Production Coordinator WADL-TV 35000 Adell Dr. Clinton Twp., MI 48035

Reports to: Quenton Ross (Director of Production)

Words: 143 Characters: 1014

Job Title: Production Coordinator
Enter the Requirements (Experience, Education, etc.) for This Position:
Summary: Oversee all projects of the WADL-Detroit production department, and act as a
Paigon petween the sales and production departments.

O Basic Text Box © Rich Text Editor

Essential Dutles and Responsibilities: Includes the following; other duties may be assigned.

Strong script writing skills (focusing on commercial, PSA and television script writing)

Education and Experience

Bachelor's Degree in broadcasting, journalism, advertising or related field preferred, but not

	/AB Job Bank Job B years minimum of vi			
Design	HTML		Words: 26	Characters: 195

Enter Details on How Applicants can Apply for the Opening:

@ Editor:	O Basic Text Box @ Ric	ch Text Editor	
		N	ormal
		Apply CSS Cl	_
Please submit Res	sume to: Jamie@wadidetroit	t,com	
			Words: 0 Characters: 0

Name of Station/Company Contact:

Jamie Harrington

Contact Person Email:

jamie@wadldetroit.com

Deadline to Apply:

(format: MM/DD/YY or click on calendar icon) 05/01/14

City of Job Location:

Clinton Twp

State:

Michigan

Zip:

48035

Your Station/Company Website:

http://wadldetroit.com

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- For questions, comments, or more information, contact MAB (mab@michmab.com)

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Viewing Job: 26521/Sales Associate

Profile View

Position Information

Posting Information

Position Information

[Edit]

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

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

*Job ID: 26521

*Job Title: Sales Associate

Job Reference Num 🔞 :

Employer Name: WADL TV-38, Adell Broadcasting

No of Openings: 1

Days/hours & duration of job: M-F 9a-5p

Wage/Salary: TBD

Employment Start Date: ASAP

Employment End Date:

*Job Description: WADL is seeking an Enthusiastic, Motivated dependable personable Sales Associate to sell

commercial advertising time to local business across our advertising platforms. The idea candidate is a creative thinker, team player and thrives on success.

*Qualifications: 1-2 years of sales experience in the marketing industry

Experience with Microsoft, Word, Excel, Power Point Strong Understanding of customer and market Dynamics and requirements

Willingness to travel and work with a team of professionals

Proven Ability to achieve sales quotas

Valid drivers License *Application Instructions: Please submit your resume to:

Jamie Harrington

jamie@wadldetroit.com

Online Application Address:

Contact Information

*First Name: Jamle

Middle Initial:

*Last Name: Harrington

*Address Line 1: 22590 15 Mile Rd

Address Line 2:

*City: Clinton Twp

*State/Province: MI

*Zip/Postal Code: 48035

Country: United States of America

Map of Address Above : Online Map

*Phone: 586-790-3838

Fax:

*Email: jamle@wadldetroit.com

Website: www.wadldetroit.com

Posting Information

https://www.mvinterfase.com/wavne/iob.asox?new=1

*Job Location City: Clinton Twp

*Job Location State/Province: MI

Job Location Country: United States of America

Job Category: Sales and Marketing

*Position Type: Full Time Employment

Minimum GPA:

Graduation Range Start:

Graduation Range End:

Class Standing:

Degrees 🕜 :

*Majors: Ali Majors

Screen by Minimum GPA: No Screen by Graduation Range: No

Screen by Class Standing: No

Screen by Degree: No

[Edit]

1/2

Screen by Major: No
*Post Date: 8/25/2014
*Expiration Date: 9/24/2014
*Show Contact Info: Yes
Allow Students to Apply Online : Yes

Control Information

*Status: Active

To:

mkennedy@detroitNAACP.ORG

Subject:

Job Posting

Attachments:

WADL Sales opening.docx

Please post the attached opening.

Thank you

Jamie Harrington
Executive Administrator



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WADL

Your Company Name: (For a blind listing, enter "BLIND" instead of call letters)*
Adell Broadcasting

Job Title of Opening:*

Account Executive

Choose Category of Job Opening:

Sale

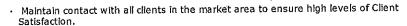
Enter a Description of the Job Opening:

@ Editor:

O Basic Text Box
Rich Text Editor

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- · Demonstrate ability to interact and cooperate with all company employees.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.

Design

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Words: 78 Characters: 565

Enter the Requirements (Experience, Education, etc.) for This Position:

@ Editor:

O Basic Text Box
Rich Text Editor

Vormal

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- · 1-2 years of sales experience in the marketing industry.
- \cdot $\,$ Experience with Microsoft Office suite (Word, Excel, Power Point, and Outlook).
- · Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work in with team of professionals.
- · Proven ability to achieve sales quotas.

Valid driver's license, satisfactory driving record and suitable vehicle for this role

Words: 62 Characters: 404

Enter Details on How Applicants can Apply for the Opening:

@ Editor:	○ Basic Text Box ® Rich Text Editor					
	\(\frac{1}{2}\)	p				
		Apply CSS Cl				
Please email	resume to Jamle@wad	detroit.com, or fax 586-790-3841				
No phone ca	lls please.					
,						
Design	HTML	Words: 12 Characters: 83				

Name of Station/Company Contact:

Jamie Harrington

Contact Person Email:

jamie@wadldetroit.com

Deadline to Apply:

(format: MM/DD/YY or click on calendar icon) 9/12/2014

City of Job Location:

Clinton Twp

State:

Michigan

Zip:

48035

Your Station/Company Website:

http://wadldetroit.com

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- For EEO purposes, please click "print" now and include a copy of this page in your appropriate EEO file.
- For questions, comments, or more information, contact MAB (mab@michmab.com)

By clicking the "submit" button below, you are verifying that your company is an equal opportunity employer.

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Welcome, Jamie M Harrington.

Jamie M Harrington @WADL -TV38

Log Out

job postings

Click on "Job Posting Instructions" to view step-by-step instructions and helpful hints.

For this employment opportunity, is U.S. citizenship or lawful permanent residence required by law, regulation, executive order, or government contract?

- * If U.S. citizenship or lawful permanent residency is required select YES.
- * If U.S. citizenship or lawful permanent residency is NOT required select YES and NO.

Job Title	ID	Description	Multiple School Posting	Туре	Major(s)	Start	End	Approved	Options
Account Executive	116656	WADL-TV, Channel 38, Detroit's fastest growing station, is looking for personable, aggressive,	×	Full Time	All Majors	August 25, 2014	September 24, 2014	ĸ	Deactivate

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From:

Jamie Harrington

Sent:

Monday, August 25, 2014 12:43 PM

To:

Dody Johnson; 'shaw.cee@gmail.com'; Cicely Shaw

Subject:

Job Posting on WADL Website needed

Attachments:

WADL Sales opening.docx

Please post the following job posting on our website until further notice-

and the state of the second of the state of

Thank you

Jamie Harrington

Executive Administrator



Job Description: WADL TV-38 Advertising Sales

Title: Sales Associate

Department: Sales Department - Clinton Township, MI

Reports to: Sales Manager

Job Objective:

WADL TV-38 is seeking an enthusiastic, motivated, dependable and personable Sales Associate to sell commercial advertising time to local businesses across our advertising platforms. The ideal candidate is a creative thinker, team player and thrives on success. The compensation package is commission based and allows for unlimited income potential.

Responsibilities:

- Responsible for the sales of advertising time on WADL TV-38, Antenna TV and wadldetroit.com.
- Demonstrates selling skills and product knowledge in all areas listed above that allows a Sales
 Associate to deliver effective presentations that generate advertising sales revenue in excess of quota.
- Develops annual business plan in conjunction with Sales Manager, which details activities to follow during the fiscal year, which will focus the Sales Associate on meeting or exceeding sales quota.
- Complete understanding of pricing and proposal models.
- Demonstrates the ability to carry on a business conversation with business owners and decision makers.
- Maximizes all opportunities in the process of closing a sale resulting in the taking of market share from larger competitors.
- Sells consultatively and makes recommendations to prospects and clients of the various solutions the company offers to their business issues.
- Develops a database of qualified leads through referrals, telephone canvassing, face to face cold calling on business owners, email, and networking.
- Assists in the implementation of company marketing plans as needed.
- Creates and conducts effective proposal presentations and RFP responses that identify prospects business problems, the effects of the problems, and the SalesCareersOnline.com solutions to their problems.
- Responsible for sourcing and developing client relationships and referrals.
- Responsible for identifying and building effective Centers of Influence Network with Sales Recruiters and other professionals to maximize revenue.
- Demonstrates the ability to gather, submit detailed business information for underwriting, pricing, and presentation of solutions to identified prospects' business problems.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within their assigned territory, including the use of Microsoft Outlook to maintain accurate records to maximize territory potential.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Participates and contributes to the development of sales positioning collateral offered to clients, prospects
 and company employees.



Relationships and Roles:

Internal / External Cooperation

- Maintain contact with all clients in the market area to ensure high levels of Client Satisfaction.
- Demonstrate ability to interact and cooperate with all company employees.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.

Job Specifications:

- 1-2 years of sales experience in the marketing industry.
- Experience with Microsoft Office suite (Word, Excel, Power Point, and Outlook).
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work in with team of professionals.
- · Proven ability to achieve sales quotas.
- Valid driver's license, satisfactory driving record and suitable vehicle for this role.

Please email resume to <u>Jamie@wadldetroit.com</u>, or fax 586-790-3841 No phone calls please.





Adell Broadcasting Corporation

35000 Adell Drive • Clinton Township, MI 48035-2814 • Ph: (586) 790-3838 • Fax: (586) 790-3841 • www.wadldetroit.com

Editor/Videographer WADL-Detroit 35000 Adell Dr. Clinton Twp., MI 48035

Reports To: Quenton Ross (Director of Production)

Job Title: Editor/Videographer (full-time)

Salary: 30k / Plus optional Benefits (Dental, Vision & Health Insurance)

<u>Summary:</u> A key member of the production department, responsible for shooting and editing a variety of projects for a broadcast television station.

Essential Duties and Responsibilities: Includes the following; other duties may be assigned.

- Strong ability to edit video on a non-linear editing system (Final Cut Pro 7 & Adobe After Effects experience is required)
- Ability to operate camera and gather footage for commercial spots, TV shows, PSAs and live productions, both in-studio and on location
- Knowledge of video equipment, industry standards and the entire production process
- The ability to create strong graphic treatments for projects
- · Experience with Photoshop, After Effects, and Compressor
- Must be able to manage multiple projects at once, while adhering to strict project deadlines
- A detail-oriented worker, with an eye for detail; the ability to see a project through from beginning to end
- Must be able to present yourself professionally both in and out of the studio, specifically when working with clients
- Have the ability to create commercial content that successfully renders results for station clients
- Experience with camera operating for live shows
- Green screen shooting and editing is a plus
- Experience in broadcast television production is a plus

<u>Education and Experience</u>: Two or more years of video production experience, or a combination of training and experience. Experience working in broadcast television production preferred.

WADL is looking for a full-time editor/videographer. Editors are key members of the production department, responsible for shooting and editing a variety of projects for a broadcast television station. We are looking for someone with a strong ability to edit video on a non-linear editing system (Final Cut Pro 7 & Adobe After Effects experience is required). Candidates must also have the ability to operate cameras and gather footage for commercial spots, TV shows, PSAs and live productions, both in-studio and on location. The salary for this position is 30k, plus optional Benefits (Dental, Vision & Health Insurance). For more information or to submit your resume, contact WADL's production coordinator Falan M. Fuquay at Falan@wadldetroit.com

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WADI

Your Company Name: (For a blind listing, enter "BLIND" instead of call letters)*
Adell Broadcasting

Job Title of Opening:*

Editor

Choose Category of Job Opening:

Production -

Enter a Description of the Job Opening:

@ Editor:

○ Basic Text Box • Rich Text Editor

Normal

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Job Title:Editor/Videographer (full-time)

Salary: 30k/Plus optional Benefits (Dental, Vision & Health Insurance)

A key member of the production department, responsible for shooting and editing a variety of projects for a broadcast television station.

- strong ability to edit on a non-linear editing system (final cut pro 7 & adobe After Effects Experience is required
- ability to operate a camera and gather footage for commercial spots, TV shows, PSAs and live productions, both in-studio and on location
- Knowledge of video equipment, industry standards and the entire production process
- The ability to create strong graphic treatments for projects
- Experience with Photoshop, After Effects and Compressor
- Must be able to manage multiple projects at once, while adhering to strict project deadlines

Design

HTML

Words: 189 Characters: 1251

Enter the Requirements (Experience, Education, etc.) for This Position:

Editor:

○ Basic Text Box

Rich Text Editor

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