



Elizabeth E. Goldin  
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August 14, 2018

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

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

Re: **Response to Broadcast EEO Audit Letter  
WCAO(AM), Baltimore, MD, Fac. ID No. 63777**

Dear Mr. Pulley:

On behalf of Citicasters Licenses, Inc., as debtor in possession, licensee of WCAO(AM), Baltimore, MD and the commonly owned stations in the Baltimore, MD station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of June 19, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080.<sup>1</sup> Per your request, this submission consists of a sworn statement by Aaron Hyland, Market President, with copies of documentation responsive to your inquiry.

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

Respectfully submitted,

  
Elizabeth E. Goldin

*Counsel to of Citicasters Licenses, Inc., as debtor in possession*

<sup>1</sup> The SEU was granted an extension of time to file its response through August 14, 2018.

## DECLARATION OF AARON HYLAND, MARKET PRESIDENT

I, Aaron Hyland, hereby declare as follows:

1. I am a Market President for Citicasters Licensees, Inc., as debtor in possession, the licensee of Station WCAO(AM) Baltimore, Maryland (Fac. ID 63777), which is part of a station employment unit based in Baltimore, MD and which includes, WZFT(FM) (Fac. ID 8684); WPOC(FM) (Fac. ID 47747); and WQSR(FM) (Fac. ID 63778), all Baltimore, Maryland (the "SEU" or "Unit"). The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc., as debtor in possession (collectively, "iHeartMedia"). This Statement and relevant attachments are being submitted in response to the June 19, 2018 letter of Lewis C. Pulley, Assistant Chief of the Policy Division of the Commission's Media Bureau, concerning a random audit of the SEU's EEO compliance (the "EEO Audit Letter").

2. This SEU employs five or more full-time employees as the term is defined in the broadcast EEO rule of the Federal Communication Commission ("FCC" or the "Commission"), 47 C.F.R. § 73.2080(e)(1).

3. In response to Question 3(a) of the EEO Audit Letter, copies of the SEU's two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

The web addresses of the stations in this SEU are as follows: <https://wpoc.iheart.com> (WPOC(FM)); <https://z1043.iheart.com> (WZFT(FM)); <https://heaven600.iheart.com> (WCAO(AM)); <https://1027jackfm.iheart.com> (WQSR(FM)). A copy of the current EEO Public File Report is included on or linked to each of these websites.

The date of each full-time hire listed in the SEU's two most recent EEO Public File Reports, as required by 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B.

4. In response to Question 3(b) of the EEO Audit Letter, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment sources used to fill its full-time positions, including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is included at Attachment B in addition to announcements sent to those sources that have notified the SEU that they want to be alerted to job openings at the Unit, as described in § 73.2080(c)(1)(ii).

5. In response to Question 3(c) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

6. In response to Question 3(d) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity as described in § 73.2080(c)(2) during this time period is appended at Attachment C with participating personnel

noted therein. This SEU employs a total of 36 full-time employees and at least one of our stations is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during each two-year period measured from the date the stations in the SEU are required to file license renewal applications.

7. In response to Question 3(e) of the EEO Audit Letter, the licensee is aware of the following complaint filed against one or more stations in this SEU:

A complaint alleging sexual discrimination was filed against the licensee of the stations by Donna Lumpkin, Account Executive, on March 19, 2012, at the Maryland Commission on Civil Rights and the U.S. Equal Employment Opportunity Commission. See Case No. 531-2012-01040. The EEOC issued a dismissal and notice of right to sue on June 28, 2012. The statute of limitations expired and Lumpkin did not file suit.

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

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

At the local level, this SEU has two dedicated EEO coordinators who work together to ensure that each job posting is properly posted and recorded. Once job postings are sent to recruiting sources, records are collected—such as screen shots and confirmation emails—as well as interviewee data. The two EEO coordinators share responsibility to ensure that all recruitment and recordkeeping duties do not rest on the shoulders of one individual. This SEU has also established an initiative to provide station tours along with Q&A sessions with our staff to college students who are studying broadcasting as part of our general employment outreach efforts. This SEU's compliance efforts include identifying iHeartMedia's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

9. In response to Question 3(g) of the EEO Audit Letter, the licensee affirms that the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program

by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with a regular opportunity to consult corporate headquarters about these issues. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU includes language on its station websites encouraging qualified community organizations to contact the SEU to request its job notices. Further, this SEU contacts its sources on a periodic basis to ensure that contact information is accurate. And, we stress the importance of broad outreach to our hiring managers, whether it be via meetings in the office or in preparation for their attendance at a job fair.

10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the unit provides equal opportunity and does not discriminate against employees or applicants. In addition, this SEU endeavors to fulfill the terms of current union agreements with SAG-AFTRA. This SEU's employment practices are my ultimate responsibility, working in conjunction with in-house counsel at iHeartMedia corporate headquarters and, when applicable, outside employment and labor counsel.

Dated: August 14, 2018

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO  
DECLARATION OF AARON HYLAND, MARKET PRESIDENT**

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

  
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Aaron Hyland

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**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

**I. VACANCY LIST**

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Account Executive	1-4, 6-7, 9-13, 15-18, 22-26, 30, 32-38, 40-42, 44, 46-48, 50, 53, 55	55
Account Executive	1-4, 6-7, 9-13, 15-18, 22-26, 30, 32-38, 40-42, 44, 46-48, 50, 53, 55	55
Traffic Coordinator	1-3, 6-7, 9-13, 15-19, 22-24, 26, 30, 33- 38, 40-42, 44, 46-48, 50, 53	19
Sales Coordinator	2, 6-7, 9, 11-13, 15-18, 23-26, 30, 35, 40-41, 44, 47-48, 50, 53	25
Account Executive	2, 6-7, 11-13, 15-18, 23-24, 26, 30, 35, 40-41, 44, 47-48, 50, 53, 55	55
Account Executive	2, 6-7, 11-13, 15-18, 23-24, 26, 30, 35, 40-41, 44, 47-48, 50, 53-55	55
Associate Account Executive	2, 5-8, 11-18, 20-21, 23-24, 26, 28-31, 35, 39-41, 43-45, 47-51, 53	21
Promotion Director	2, 5-8, 11-18, 20, 23-24, 26, 28-31, 35, 39-41, 43-45, 47-53	17
Account Executive	2, 5-8, 11, 13-18, 20, 23-24, 26-31, 35, 39-41, 43-45, 47-48, 50-51, 53-55	55
Account Executive	2, 5-8, 11, 13-18, 20, 23-24, 26-31, 35, 39-41, 43-45, 47-48, 50-51, 53-55	55
Account Executive	2, 5-8, 11, 13-18, 20, 23-24, 26-31, 35, 39-41, 43-45, 47-48, 50-51, 53-55	27
Account Executive	2, 5-8, 11, 13-14, 16-18, 20, 23-24, 26, 28-31, 35, 39-41, 43-45, 47-48, 50-51, 53, 55	55

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	American University 4400 Mass Ave NW Washington, District of Columbia 20016 Email : jolmste@american.edu Jil Olmstead	N	0
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
3	Black Broadcasters Alliance 711 West 40th St. Suite 330 Baltimore, Maryland 21211 Phone : (410) 662-4536 Url : <a href="http://www.thebba.org">www.thebba.org</a> Email : e-mail@thebba.org Fax : (410) 662-0816 Director of Placement	N	0
4	Broadcasting Institute of Maryland 7200 Harford Road Baltimore, Maryland 21234 Phone : 410-254-2770 Url : <a href="http://www.bim.org">http://www.bim.org</a> Email : jp@bim.org Fax : 1-410-254-5357 John Perry	N	0
5	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : sholliday@ccbcmd.edu Sarah Holiday	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : bsimpson@cohdc.org Brittany Simpson	Y	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
8	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : <a href="mailto:CareerServices@coppin.edu">CareerServices@coppin.edu</a> Fax : 1-410-951-3920 Linda Beowie	N	0
9	Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown	N	0
10	Emma L. Bowen Foundation for Minority Interests in Media 1299 Pennsylvania Ave 11th Floor Washington, District of Columbia 20004 Phone : (202) 637-4494 Url : <a href="http://www.emmabowenfoundation.com">www.emmabowenfoundation.com</a> Email : <a href="mailto:phylis.eagle-oldson@corporate.ge.com">phylis.eagle-oldson@corporate.ge.com</a> Fax : (202) 637-4495 Phylis Eagle-Oldson	N	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
14	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : <a href="mailto:career@goucher.edu">career@goucher.edu</a> n/a n/a	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	1
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
19	Indeed.com - Not Directly Contacted by SEU	N	2
20	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : <a href="mailto:kevin@insideradio.com">kevin@insideradio.com</a> Fax : 1-877-270-3998 Kevin Owens	N	0
21	Internal Transfer/Promotion	N	1
22	International Women's Foundation 1726 M St. NE Washington, District of Columbia 20036 Phone : 202-496-1992 Fax : 202-496-1977 Placement Director	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
25	Job Fair ( <i>immediate or prior reporting period(s)</i> ) 711 West 40th Street Baltimore , Maryland 21211 Phone : 410-261-7234 Jason Yonowitz Manual Posting	N	1
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
27	LinkedIn HCG 400 N Ashley Dr 3000 Tampa, Florida 33602 Url : <a href="http://www.linkedin.com">www.linkedin.com</a> Kristine Diamonti Manual Posting	N	2
28	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0
29	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : <a href="mailto:CEO@mcdaniel.edu">CEO@mcdaniel.edu</a> na na	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
31	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : <a href="mailto:careers@morgan.edu">careers@morgan.edu</a> Fax : 1-443-885-8267 Earlene Goodson	N	0
32	NAACP 8 West 26th Street Careers Baltimore, Maryland 21218 Phone : 410-366-3300 Email : <a href="mailto:mba@mbaweb.org">mba@mbaweb.org</a> Fax : 1-410-366-3304 G.I. Johnson	N	0
33	National Association of Black Accountants 7249-A Hanover Parkway Greenbelt, Maryland 20770 Phone : (301) 474-6222 Fax : (301) 474-3114 EEO Officer	N	0
34	National Association of Black Owned Broadcasters 1155 Connecticut Ave., NW, Suite 600 Washington, District of Columbia 20036 Phone : (202) 463-8970 Url : <a href="http://www.nabob.org">www.nabob.org</a> Email : <a href="mailto:info@nabob.org">info@nabob.org</a> Fax : (202) 429-0657 Director of Placement	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nmann@nab.org">nmann@nab.org</a> Fax : 1-202-429-5343 Career Services	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
36	National Association of Hispanic Journalists 1000 National Press Building 529 14th St., NW Washington, District of Columbia 20045 Phone : 202-662-7145 Email : <a href="mailto:jobbank@nahj.org">jobbank@nahj.org</a> Fax : 1-202-662-7144 Michelle Vignoli	N	0
37	National Lesbian and Gay Journalists Association 1420 K Street NW, Suite 910 Washington, District of Columbia 20005 Phone : 202-588-9888 Email : <a href="mailto:bsalkin@nlgja.org">bsalkin@nlgja.org</a> Brian Salkin	N	0
38	National NAACP 4805 Mt. Hope Drive Baltimore, Maryland 21225 Phone : 410-358-8900 Fax : 410-486-9255 Kweisi Mfume	N	0
39	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : <a href="mailto:career@ndm.edu">career@ndm.edu</a> Tia Lewis	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : <a href="mailto:robert@omegastudios.com">robert@omegastudios.com</a> Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
42	Organization of Chinese Americans 1001 Connecticut Avenue, N W Ste. 707 Washington, District of Columbia 20036 Phone : (202) 223-5500 Fax : (202) 296-0540 EEO Officer	N	0
43	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : swcareer4@salisbury.edu Fax : 1-410-546-6910 Daquan Mincy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
45	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0
46	The Association for Women in Communications, Inc. 780 Ritchie Highway Suite 28-S Severna Park, Maryland 21146 Phone : 410-544-7442 Fax : 1-410-544-4640 Office Manager Office Manger	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : careercenter@towson.edu Fax : 1-410-704-3459 Corey Dunning	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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

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48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
49	University of Baltimore 1420 N. Charles Street, SC 306 Baltimore, Maryland 21201 Phone : 410.837.5476 Email : <a href="mailto:cjennings2@ubalt.edu">cjennings2@ubalt.edu</a> Fax : 1-410-837-5476 Charles Jennings	N	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0
51	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : <a href="mailto:jallen@umbc.edu">jallen@umbc.edu</a> Fax : 1-410-455-1075 Joan Allen	N	0
52	Unknown (source not adequately identified upon inquiry by SEU)	N	1
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
54	Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Phone : 813-984-3900 Dan Glozer Manual Posting	N	1

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
55	Word of Mouth Referral	N	8
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>17</b>

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
1	10/3/2016	Participation in events or programs sponsored by educational institutions	An Account Executive spoke at the Professional Experience class at Towson University's College of Business and Economics. He shared his professional experience about careers in radio, specifically his career at iHeartmedia and answered the class's questions.	2	Promotions Staff Account Executive
2	10/5/2016	Participation in events or programs sponsored by educational institutions	Howard Community College student group visited the SEU for an in-depth tour and learned about different careers in different areas in radio.	1	Promotions Director Program Director
3	10/20/2016	Participation in events or programs sponsored by educational institutions	Our SEU hosted a student tour from Towson University. The student group visited the station for an in-depth tour and learned about different careers in different areas in radio.	4	Promotions Director Sales Manager On-Air Host Account Executive
4	1/1/2017	Establishment of a mentoring program	Our SEU conducted a mentoring program for Associate Account Executives during this reporting period. Appointed senior Account Executives provided overall career guidance and closely supervised each in their professional development, assisting with sales calls and procedural matters as well as sales events. 3 Associate Account Executives participated and, after successfully completing the 6-month mentoring program, the Associate Account Executives were able to hit the ground running with confidence as they graduated into Account Executive role.	6	AE AE AE Associate AE
5	3/4/2017	Participation in events or programs sponsored by educational institutions	An Account Executive spoke at the Career Seminar at the 2017 Black College Expo Tour held at Bowie State University for Historically Black Universities..	1	Associate Account Executive
6	3/24/2017	Participation in events or programs sponsored by educational institutions	Howard Community College student group visited the SEU for an in-depth tour and learned about different careers in different areas in radio, including programming, promotions and sales.	2	Promotions Director WZFT Program Director
7	3/28/2017	Participation in events or programs sponsored by educational institutions	Account Executive went to a class at Towson University to speak to students about digital marketing strategies and careers in radio sales	1	Account Executive

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2016 - May 31, 2017**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
8	4/13/2017	Participation in events or programs sponsored by educational institutions	Towson University student group visited the SEU for an in-depth tour and learned about different careers in different areas in radio, including programming, promotions and sales.	4	Promotions Director Account Executive WPOC On-Air Host WZFT Program Director

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018<sup>1</sup>**

**I. VACANCY LIST**

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy <sup>2</sup>	RS Referring Hiree
Account Executive	1-5, 7, 9, 11, 13-17, 20-22, 24-39, 41	41
Account Executive	1-5, 7, 9, 11, 13-17, 20-22, 24-39, 41	16
Account Executive	1-5, 7, 9, 11, 13-17, 20-22, 24-39, 41	39
Sale Support Staff	1-5, 7, 9, 11-15, 17, 20-22, 24-33, 35-39	39
Sales Coordinator	1-5, 7, 9-15, 17, 20-22, 24-38	10
Promotions Director Baltimore	1-5, 7, 9, 11-15, 17, 19-22, 24-38	19
Graphic Designer - Sales Support	1-5, 7, 9, 11-15, 17, 20-22, 24-38	15
On-Air Talent	1-7, 9, 11-15, 17-18, 20-22, 24-38, 41	41
Senior Vice President Of Programming	1, 4-5, 7, 9, 11-15, 17, 20-22, 24-38, 40-41	41
Vice President, Agency Partnerships	1, 4-5, 7, 9, 11-15, 17, 20-22, 24-38, 40-41	41
Account Executive	1, 4-5, 7, 9, 11, 13-15, 17, 20-22, 24-38, 40-42	41
Account Executive	1, 4-5, 7, 9, 11, 13-15, 17, 20-22, 24-38, 40-42	15
Sales Coordinator	1, 3-5, 7, 9, 11-15, 17, 20-22, 24-38, 40, 42	15
Account Executive	1, 3-5, 7, 9, 11, 13-17, 20-38, 40-42	41
Account Executive	1, 3-5, 7, 9, 11, 13-17, 20-38, 40-42	16
Assistant Engineer	1, 3-5, 7, 9, 11-15, 17, 20-22, 24-38, 40-42	41
Promotions Coordinator/Receptionist	1-5, 7-9, 11-15, 17-22, 24-38, 40, 42	19
Account Executive	1-5, 8-9, 11-15, 17, 20-38, 40, 42	23
Account Executive	1-5, 8-9, 11-15, 17, 20-38, 40, 42	23

<sup>1</sup>This Report was modified in August 2018 to address reporting issues.

<sup>2</sup>RS #3 was not notified of all vacancies due to changed contact information and/or email/fax delivery failure.

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
2	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
3	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
4	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
5	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : <a href="mailto:CareerServices@coppin.edu">CareerServices@coppin.edu</a> Fax : 1-410-951-3920 Linda Beowie	N	0
6	Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
7	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services  Prong 2 Ended Date: 4/30/2018	N	0
8	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
9	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
10	Glass Door - Not Directly Contacted by SEU	N	1
11	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : <a href="mailto:career@goucher.edu">career@goucher.edu</a> n/a n/a	N	0
12	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
13	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreuit@gmail.com">Huocreuit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0
14	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
15	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	5
16	Indeed.com - Not Directly Contacted by SEU	N	5
17	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : <a href="mailto:kevin@insideradio.com">kevin@insideradio.com</a> Fax : 1-877-270-3998 Kevin Owens	N	0
18	Internal Candidate	N	2
19	Internal Transfer/Promotion	N	2
20	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
21	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
22	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
23	LinkedIn / Word of Mouth	N	3
24	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0
25	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : <a href="mailto:CEO@mcdaniel.edu">CEO@mcdaniel.edu</a> na na	N	0
26	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
27	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : careers@morgan.edu Fax : 1-443-885-8267 Earlene Goodson	N	0
28	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
29	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : career@ndm.edu Tia Lewis	N	0
30	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : robert@omegastudios.com Robert Adams	Y	0
31	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
32	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : swcareer4@salisbury.edu Fax : 1-410-546-6910 Daquan Mincy	N	0
33	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
34	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0
35	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : careercenter@towson.edu Fax : 1-410-704-3459 Corey Dunning	N	0
36	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : UnitedBlackFund@ubfinc.org Career Services	Y	0
37	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : ljwilliams@udc.edu Lydia Williams	N	0

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

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

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
38	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : jallen@umbc.edu Fax : 1-410-455-1075 Joan Allen	N	0
39	Unknown (source not adequately identified upon inquiry by SEU)	N	3
40	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
41	Word of Mouth Referral	N	15
42	<a href="http://www.mediagignow.com">www.mediagignow.com</a> 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : <a href="http://www.mediagignow.com">http://www.mediagignow.com</a> Email : <a href="mailto:customerservice@mediagignow.com">customerservice@mediagignow.com</a> MediaGigNow.com	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>36</b>

**WCAO, WPOC, WQSR, WZFT**  
**EEO PUBLIC FILE REPORT**  
**June 1, 2017 - May 31, 2018**

**III. RECRUITMENT INITIATIVES**

	<b>Date</b>	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description Of Activity</b>	<b>No. of Stations Participants</b>	<b>Participant Title</b>
1	11/2/2017	Participation in events or programs sponsored by educational institutions	Towson University student group visit the SEU for an in-depth tour and learned about different careers in different areas in radio, including programming, promotions and sales.	5	Promotions Director Promo Assistant Promo Assistant Program Director
2	11/28/2017	Participation in events or programs sponsored by educational institutions	An Account Executive of our SEU was a guest speaker at Towson University and spoke to students about radio marketing and the benefits of getting into radio.	1	Account Executive
3	1/25/2018	Participation in events or programs sponsored by educational institutions	Our SEU attended a class at the Robert H. Smith School of Business at the University of Maryland and spoke to students about radio marketing and how to be successful.	1	VP of Sales
4	1/26/2018	Participation in events or programs sponsored by educational institutions	Our SEU spoke to middle school students at St. Joseph School at a Lunch and Learn about careers in broadcasting and answered any questions from the students.	1	On Air Personality
5	2/12/2018	Participation in events or programs sponsored by educational institutions	The Vice President of Sales of our SEU attended a class at the Robert H. Smith School of Business at the University of Maryland - Shady Grove Campus and spoke to students about radio marketing and how to be successful.	1	VP of Sales
6	3/27/2018	Participation in events or programs sponsored by educational institutions	The Promotions Director of our SEU spoke at her alma mater Maryvale Preparatory School in Lutherville Maryland. She spoke about her current job and career path to students.	1	Promotions Director
7	5/4/2018	Participation in events or programs sponsored by educational institutions	10 students from Loyola University of Maryland visited our SEU for an in depth tour of our studios and learned about different careers in the various departments. This includes programming, promotions, engineering and sales.	4	Promotions Director Promotions Assistant Tech Support Creative Production Designer
8	5/11/2018	Participation in events or programs sponsored by educational institutions	An Account Executive of our SEU spoke to a group of 700 students at Pikesville Middle School about the benefits and opportunities that are available in radio. She also answered questions that were asked by the students.	1	Account Executive

**B**

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	American University 4400 Mass Ave NW Washington, District of Columbia 20016 Email : jolmste@american.edu Jil Olmstead	N	0
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
3	Black Broadcasters Alliance 711 West 40th St. Suite 330 Baltimore, Maryland 21211 Phone : (410) 662-4536 Url : <a href="http://www.thebba.org">www.thebba.org</a> Email : e-mail@thebba.org Fax : (410) 662-0816 Director of Placement	N	0
4	Broadcasting Institute of Maryland 7200 Harford Road Baltimore, Maryland 21234 Phone : 410-254-2770 Url : <a href="http://www.bim.org">http://www.bim.org</a> Email : jp@bim.org Fax : 1-410-254-5357 John Perry	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : bsimpson@cohdc.org Brittany Simpson	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 6/27/2016**

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 7/25/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
9	Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown	N	0
10	Emma L. Bowen Foundation for Minority Interests in Media 1299 Pennsylvania Ave 11th Floor Washington, District of Columbia 20004 Phone : (202) 637-4494 Url : <a href="http://www.emmabowenfoundation.com">www.emmabowenfoundation.com</a> Email : <a href="mailto:phylis.eagle-oldson@corporate.ge.com">phylis.eagle-oldson@corporate.ge.com</a> Fax : (202) 637-4495 Phylis Eagle-Oldson	N	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 6/27/2016**

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 7/25/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
22	International Women's Foundation 1726 M St. NE Washington, District of Columbia 20036 Phone : 202-496-1992 Fax : 202-496-1977 Placement Director	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
25	Job Fair 711 West 40th Street Baltimore , Maryland 21211 Phone : 410-261-7234 Jason Yonowitz Manual Posting	N	0
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
32	NAACP 8 West 26th Street Careers Baltimore, Maryland 21218 Phone : 410-366-3300 Email : mba@mbaweb.org Fax : 1-410-366-3304 G.I. Johnson	N	0
33	National Association of Black Accountants 7249-A Hanover Parkway Greenbelt, Maryland 20770 Phone : (301) 474-6222 Fax : (301) 474-3114 EEO Officer	N	0
34	National Association of Black Owned Broadcasters 1155 Connecticut Ave., NW, Suite 600 Washington, District of Columbia 20036 Phone : (202) 463-8970 Url : www.nabob.org Email : info@nabob.org Fax : (202) 429-0657 Director of Placement	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
36	National Association of Hispanic Journalists 1000 National Press Building 529 14th St., NW Washington, District of Columbia 20045 Phone : 202-662-7145 Email : jobbank@nahj.org Fax : 1-202-662-7144 Michelle Vignoli	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 6/27/2016**

**Recruitment source referring hire: Word of Mouth Referral**

**Date of hire: 7/25/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	National Lesbian and Gay Journalists Association 1420 K Street NW, Suite 910 Washington, District of Columbia 20005 Phone : 202-588-9888 Email : bsalkin@nljja.org Brian Salkin	N	0
38	National NAACP 4805 Mt. Hope Drive Baltimore, Maryland 21225 Phone : 410-358-8900 Fax : 410-486-9255 Kweisi Mfume	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : www.omegastudios.com Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : http://www.ocawwomen.org Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0
42	Organization of Chinese Americans 1001 Connecticut Avenue, N W Ste. 707 Washington, District of Columbia 20036 Phone : (202) 223-5500 Fax : (202) 296-0540 EEO Officer	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
46	The Association for Women in Communications, Inc. 780 Ritchie Highway Suite 28-S Severna Park, Maryland 21146 Phone : 410-544-7442 Fax : 1-410-544-4640 Office Manager Office Manger	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/25/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
55	Word of Mouth Referral	N	3
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>3</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

**Position: Account Executive**

**Hire Date: June 27, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:**

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

#### Qualifications

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

#### Work Experience

- 2+ years in media/advertising sales is preferred, but not required

#### Education

- High school diploma, college degree preferred

#### Certifications

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

- None required

**Location**

BALTIMORE, MD: 711 W 40TH ST, SUITE 350, 21211

**Position Type**

Regular

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

**Requirements:**

**Experience:**

**Additional Information:**

**Contact:**

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/BALTIMORE-MD/Account-Executive\\_Req1969](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/BALTIMORE-MD/Account-Executive_Req1969)

**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 Christine Cunningham at [christinecunningham@iheartmedia.com](mailto:christinecunningham@iheartmedia.com)

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
1	<b>American University</b> E-mail: jolmste@american.edu	Sent: 2/26/2016 3:04:02 PM
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 2/26/2016 10:03:42 PM
3	<b>Black Broadcasters Alliance</b> Fax: 410-662-0816	Sent: 2/26/2016 9:50:57 PM
4	<b>Broadcasting Institute of Maryland</b> E-mail: jp@bim.org	Sent: 2/26/2016 3:04:12 PM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 2/26/2016 3:04:20 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 2/26/2016 3:04:12 PM
9	<b>Elkton Vet Center</b> E-mail: Wendalyn.brown@va.gov	Sent: 2/26/2016 3:04:13 PM
10	<b>Emma L. Bowen Foundation for Minority Interests in Media</b> Fax: 202-637-4495	Sent: 2/26/2016 9:43:25 PM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 2/26/2016 10:27:27 PM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 2/26/2016 10:31:14 PM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 2/26/2016 3:04:14 PM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 2/26/2016 10:29:46 PM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 2/26/2016 3:04:14 PM
22	<b>International Women's Foundation</b> Fax: 202-496-1977	Sent: 2/26/2016 9:52:37 PM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 2/26/2016 3:04:15 PM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 2/26/2016 3:04:15 PM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 2/26/2016 3:04:16 PM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 2/26/2016 3:04:16 PM
32	<b>NAACP</b> Fax: 1-410-366-3304	Sent: 2/26/2016 9:26:26 PM
33	<b>National Association of Black Accountants</b> Fax: 301-474-3114	Sent: 2/26/2016 9:56:52 PM
34	<b>National Association of Black Owned Broadcasters</b> Fax: 202-429-0657	Sent: 2/26/2016 10:50:02 PM
35	<b>National Association of Broadcasters</b> E-mail: nab@nab.org	Sent: 2/26/2016 3:04:20 PM
36	<b>National Association of Hispanic Journalists</b> Fax: 1-202-662-7144	Sent: 2/26/2016 9:23:14 PM
37	<b>National Lesbian and Gay Journalists Association</b> E-mail: bsalkin@nlgja.org	Sent: 2/26/2016 3:04:07 PM
38	<b>National NAACP</b> Fax: 410-486-9255	Sent: 2/26/2016 9:58:55 PM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 2/26/2016 3:04:20 PM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 2/26/2016 3:04:17 PM
42	<b>Organization of Chinese Americans</b> Fax: 202-296-0540	Sent: 2/26/2016 10:00:23 PM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 2/26/2016 3:04:17 PM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
46	<b>The Association for Women in Communications, Inc.</b> Fax: 1-410-544-4640	Sent: 2/26/2016 5:02:21 PM
47	<b>Towson University Career Center</b> E-mail: careercenter@towson.edu	Sent: 2/26/2016 3:04:18 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 2/26/2016 3:04:18 PM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 2/26/2016 3:04:18 PM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 2/26/2016 3:04:19 PM

**FW: REMINDER: Upcoming Event**

Pollock, Alice

Sent: Mon 4/4/2016 9:26 AM

To: Cunningham, Christine

---

More Prong 3 backup.

Alice

-----Original Message-----

From: [career@ndm.edu](mailto:career@ndm.edu) [mailto:[career@ndm.edu](mailto:career@ndm.edu)]

Sent: Monday, April 04, 2016 4:58 AM

To: Pollock, Alice <[AlicePollock@iheartmedia.com](mailto:AlicePollock@iheartmedia.com)>

Subject: REMINDER: Upcoming Event

April 4, 2016

Dear Alice Pollock :

This a reminder of your upcoming event:

Event: Career Fair

Event Date: 4/6/2016 3:00:00 PM - 4/6/2016 5:00:00 PM

Event Location: Doyle Formal

Thank you for utilizing our services.

---

Thank you for attending Notre Dame of Maryland University's Career Fair.

We truly appreciate your participation and the many opportunities afforded to our students through your organization's internship and career opportunities. We enjoyed working with you and look forward to building a long-term partnership.

If you have questions or would like to schedule on-campus recruiting opportunities, feel free to contact Tia Lewis, Career Services and Employer Relations Manager at [tlewis5@ndm.edu](mailto:tlewis5@ndm.edu) or 410-532-5380.

We look forward to seeing you at next year's Career Fair!

Sincerely,  
The Career Center

*William Sheik*

*Mark W...*

*Hendrick S...*



NOTRE DAME OF MARYLAND UNIVERSITY



# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	American University 4400 Mass Ave NW Washington, District of Columbia 20016 Email : jolmste@american.edu Jil Olmstead	N	0
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : http://www.2.va.gov Fax : 1-410-764-7780 Paula Wolff	N	0
3	Black Broadcasters Alliance 711 West 40th St. Suite 330 Baltimore, Maryland 21211 Phone : (410) 662-4536 Url : www.thebba.org Email : e-mail@thebba.org Fax : (410) 662-0816 Director of Placement	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : http://www.communityofhopedc.org/ Email : bsimpson@cohdc.org Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : http://www.gocsb.com Email : Efierstein@gocsb.com Fax : 1-201-288-7901 Micahel Ryan	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown	N	0
10	Emma L. Bowen Foundation for Minority Interests in Media 1299 Pennsylvania Ave 11th Floor Washington, District of Columbia 20004 Phone : (202) 637-4494 Url : <a href="http://www.emmabowenfoundation.com">www.emmabowenfoundation.com</a> Email : <a href="mailto:phylis.eagle-oldson@corporate.ge.com">phylis.eagle-oldson@corporate.ge.com</a> Fax : (202) 637-4495 Phylis Eagle-Oldson	N	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	Indeed.com - Not Directly Contacted by SEU	N	2
22	International Women's Foundation 1726 M St. NE Washington, District of Columbia 20036 Phone : 202-496-1992 Fax : 202-496-1977 Placement Director	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
33	National Association of Black Accountants 7249-A Hanover Parkway Greenbelt, Maryland 20770 Phone : (301) 474-6222 Fax : (301) 474-3114 EEO Officer	N	0
34	National Association of Black Owned Broadcasters 1155 Connecticut Ave., NW, Suite 600 Washington, District of Columbia 20036 Phone : (202) 463-8970 Url : <a href="http://www.nabob.org">www.nabob.org</a> Email : <a href="mailto:info@nabob.org">info@nabob.org</a> Fax : (202) 429-0657 Director of Placement	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nmann@nab.org">nmann@nab.org</a> Fax : 1-202-429-5343 Career Services	N	0
36	National Association of Hispanic Journalists 1000 National Press Building 529 14th St., NW Washington, District of Columbia 20045 Phone : 202-662-7145 Email : <a href="mailto:jobbank@nahj.org">jobbank@nahj.org</a> Fax : 1-202-662-7144 Michelle Vignoli	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

**Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU**  
**Date of hire: 8/1/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	National Lesbian and Gay Journalists Association 1420 K Street NW, Suite 910 Washington, District of Columbia 20005 Phone : 202-588-9888 Email : bsalkin@nlgja.org Brian Salkin	N	0
38	National NAACP 4805 Mt. Hope Drive Baltimore, Maryland 21225 Phone : 410-358-8900 Fax : 410-486-9255 Kweisi Mfume	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : www.omegastudios.com Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : http://www.ocawwomen.org Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0
42	Organization of Chinese Americans 1001 Connecticut Avenue, N W Ste. 707 Washington, District of Columbia 20036 Phone : (202) 223-5500 Fax : (202) 296-0540 EEO Officer	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
46	The Association for Women in Communications, Inc. 780 Ritchie Highway Suite 28-S Severna Park, Maryland 21146 Phone : 410-544-7442 Fax : 1-410-544-4640 Office Manager Office Manger	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Traffic Coordinator

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU  
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>2</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Traffic Coordinator**

**Position: Traffic Coordinator**

**Hire Date: August 1, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:**

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

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

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Traffic Coordinator

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

#### Qualifications

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

#### Work Experience

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

#### Education

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Traffic Coordinator

- High school diploma or equivalent

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

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#### Requirements:

#### Experience:

#### Additional Information:

#### Contact:

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Traffic-Coordinator\\_Req2953](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Traffic-Coordinator_Req2953)

#### 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 Christine Cunningham at [christinecunningham@iheartmedia.com](mailto:christinecunningham@iheartmedia.com)

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Traffic Coordinator

RS Number	Recruiting Source	Date and Time
1	<b>American University</b> E-mail: jolmste@american.edu	Sent: 5/24/2016 9:08:35 AM
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 5/24/2016 9:24:17 AM
3	<b>Black Broadcasters Alliance</b> Fax: 410-662-0816	Sent: 5/24/2016 9:17:35 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 5/24/2016 9:08:56 AM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 5/24/2016 9:08:44 AM
9	<b>Elkton Vet Center</b> E-mail: Wendalyn.brown@va.gov	Sent: 5/24/2016 9:08:44 AM
10	<b>Emma L. Bowen Foundation for Minority Interests in Media</b> Fax: 202-637-4495	Sent: 5/24/2016 9:14:37 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 5/24/2016 9:25:45 AM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 5/24/2016 9:27:03 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 5/24/2016 9:08:46 AM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 5/24/2016 9:28:07 AM
16	<b>Howard University</b> E-mail: Huocreruit@gmail.com	Sent: 5/24/2016 9:08:48 AM
22	<b>International Women's Foundation</b> Fax: 202-496-1977	Sent: 5/24/2016 9:18:32 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 5/24/2016 9:08:48 AM

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Traffic Coordinator**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 5/24/2016 9:08:49 AM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 5/24/2016 9:08:50 AM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 5/24/2016 9:08:50 AM
33	<b>National Association of Black Accountants</b> Fax: 301-474-3114	Sent: 5/24/2016 9:20:53 AM
34	<b>National Association of Black Owned Broadcasters</b> Fax: 202-429-0657	Sent: 5/24/2016 9:14:59 AM
35	<b>National Association of Broadcasters</b> E-mail: nab@nab.org	Sent: 5/24/2016 9:08:55 AM
36	<b>National Association of Hispanic Journalists</b> Fax: 1-202-662-7144	Sent: 5/24/2016 9:12:34 AM
37	<b>National Lesbian and Gay Journalists Association</b> E-mail: bsalkin@nlgja.org	Sent: 5/24/2016 9:08:39 AM
38	<b>National NAACP</b> Fax: 410-486-9255	Sent: 5/24/2016 9:21:33 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 5/24/2016 9:08:57 AM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 5/24/2016 9:08:51 AM
42	<b>Organization of Chinese Americans</b> Fax: 202-296-0540	Sent: 5/24/2016 9:22:48 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 5/24/2016 9:08:52 AM
46	<b>The Association for Women in Communications, Inc.</b> Fax: 1-410-544-4640	Sent: 5/24/2016 9:25:34 AM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Traffic Coordinator**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
47	<b>Towson University Career Center</b> E-mail: careercenter@towson.edu	Sent: 5/24/2016 9:08:52 AM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 5/24/2016 9:08:53 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 5/24/2016 9:08:54 AM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 5/24/2016 9:08:54 AM

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Sales Coordinator

Recruitment source referring hiree: Job Fair

Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
9	Elkton Vet Center 103 Chesapeake Blvd Suite A Elkton, Maryland 21921 Phone : 410-392-4485 Url : <a href="http://www.va.gov">http://www.va.gov</a> Email : <a href="mailto:Wendalyn.brown@va.gov">Wendalyn.brown@va.gov</a> Fax : 1-410-392-6381 Wendy Brown	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Sales Coordinator

Recruitment source referring hiree: Job Fair

Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Sales Coordinator

Recruitment source referring hiree: Job Fair

Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : Huocreruit@gmail.com Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Sales Coordinator

Recruitment source referring hiree: Job Fair

Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
25	Job Fair 711 West 40th Street Baltimore , Maryland 21211 Phone : 410-261-7234 Jason Yonowitz Manual Posting	N	1
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nmann@nab.org">nmann@nab.org</a> Fax : 1-202-429-5343 Career Services	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Sales Coordinator

Recruitment source referring hiree: Job Fair

Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : www.omegastudios.com Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : http://www.ocawwomen.org Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : http://www.towson.edu/careercenter Email : careercenter@towson.edu Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : http://www.ubfinc.org Email : UnitedBlackFund@ubfinc.org Career Services	Y	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Sales Coordinator

Recruitment source referring hiree: Job Fair  
Date of hire: 7/14/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Sales Coordinator**

**Position: Sales Coordinator**

**Hire Date: July 14, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:**

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Provides administrative and/or process support for contract administration, customer service, and order history.
- Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.
- Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.
- Responds to client requests, e.g., spot times.
- Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

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

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Sales Coordinator

- Adapts to shifts in priorities and urgencies
- Proficient in Microsoft Office Suite; familiar with Viero and Radio Fusion or demonstrates ability to learn new systems quickly
- Assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar
- Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities
- Demonstrates competitive spirit; shows desire to “move up”

#### Work Experience

- 1-3 years' experience in radio role

#### Education

- 4-year college degree

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

#### Requirements:

#### Experience:

**WCAO, WPOC, WQSR, WZFT**

**Fax and E-mail verification summary report for Sales Coordinator**

**Additional Information:**

**Contact:**

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Sales-Coordinator\\_Req3034](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Sales-Coordinator_Req3034)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Alice Pollock at [alicepollock@iheartmedia.com](mailto:alicepollock@iheartmedia.com)

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Sales Coordinator

RS Number	Recruiting Source	Date and Time
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 6/1/2016 9:39:44 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 6/1/2016 9:35:33 AM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 6/1/2016 9:35:28 AM
9	<b>Elkton Vet Center</b> E-mail: Wendalyn.brown@va.gov	Sent: 6/1/2016 9:35:28 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 6/1/2016 9:41:01 AM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 6/1/2016 9:40:39 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 6/1/2016 9:35:29 AM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 6/1/2016 9:44:28 AM
16	<b>Howard University</b> E-mail: Huocreruit@gmail.com	Sent: 6/1/2016 9:35:30 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 6/1/2016 9:35:30 AM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 6/1/2016 9:35:30 AM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 6/1/2016 9:35:30 AM
30	<b>Montgomery College</b> E-mail: jeanied.hale@montgomerycollege.edu	Sent: 6/1/2016 9:35:30 AM
35	<b>National Association of Broadcasters</b> E-mail: nab@nab.org	Sent: 6/1/2016 9:35:33 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 6/1/2016 9:35:33 AM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Sales Coordinator**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 6/1/2016 9:35:31 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 6/1/2016 9:35:31 AM
47	<b>Towson University Career Center</b> E-mail: careercenter@towson.edu	Sent: 6/1/2016 9:35:31 AM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 6/1/2016 9:35:32 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 6/1/2016 9:35:32 AM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 6/1/2016 9:35:32 AM



Professional Fair

[Fair Schedule and Logistics](#)

[Sponsorship Information](#)

[Directions and Parking](#)

[Tips For Recruiters](#)

## Spring Professional Fair 2016

The Professional Fair will showcase jobs, internships and graduate school programs. At the fair you will not only interact with senior level students and alumni, but also freshman students who are exploring career options. This is a great opportunity for you to brand your organization and maximize your recruitment efforts!

The fee for the fair includes 1 booth with 2 folding chairs, parking and a buffet-style hot lunch for two (2) recruiters.

Due to budget challenges organizations wishing to bring more than two representatives must pay an additional \$50.00 per recruiter. Payment must be included in the registration.

**Wednesday, April 20, 2016**

**1:00pm – 4:00pm**

**McKeldin Gym**

Complete online registration and payment must be received by March 31st, 2016 to guarantee your space at the fair as well as ensure your inclusion in the Participant Directory. (We reserve the right to decline your registration application.)

### Registration Fees:

For-Profit Organizations



## Thank You!

Your registration has been received.

Please allow us 48 hours to process your registration. A receipt for payment will be emailed to you soon.

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hire: Word of Mouth Referral  
Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jvw.org">http://www.jvw.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nmann@nab.org">nmann@nab.org</a> Fax : 1-202-429-5343 Career Services	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : <a href="mailto:robert@omegastudios.com">robert@omegastudios.com</a> Robert Adams	Y	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : <a href="mailto:Wayne.Miller3@va.gov">Wayne.Miller3@va.gov</a> Wayne Miller	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
55	Word of Mouth Referral	N	1
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

**Position: Account Executive**

**Hire Date: June 20, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:**

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

#### Qualifications

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

#### Work Experience

- 2+ years in media/advertising sales is preferred, but not required

#### Education

- High school diploma, college degree preferred

#### Certifications

**WCAO, WPOC, WQSR, WZFT**

**Fax and E-mail verification summary report for Account Executive**

- None required

**Location**

Baltimore, MD: 711 W 40th St, Suite 350, 21211

**Position Type**

Regular

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

**Requirements:**

**Experience:**

**Additional Information:**

**Contact:**

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Account-Executive\\_Req3079](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Account-Executive_Req3079)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by Broadcast! Source. If you want to change your contact details, please email Alice Pollock at [alicepollock@iheartmedia.com](mailto:alicepollock@iheartmedia.com)

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Account Executive**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 6/3/2016 4:21:31 PM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 6/3/2016 3:47:30 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 6/3/2016 3:47:25 PM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 6/3/2016 4:01:47 PM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 6/3/2016 4:02:00 PM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 6/3/2016 3:47:26 PM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 6/3/2016 4:04:14 PM
16	<b>Howard University</b> E-mail: Huocreruit@gmail.com	Sent: 6/3/2016 3:47:27 PM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 6/3/2016 3:47:27 PM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 6/3/2016 3:47:27 PM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 6/3/2016 3:47:27 PM
30	<b>Montgomery College</b> E-mail: jeanied.hale@montgomerycollege.edu	Sent: 6/3/2016 3:47:27 PM
35	<b>National Association of Broadcasters</b> E-mail: nab@nab.org	Sent: 6/3/2016 3:47:30 PM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 6/3/2016 3:47:30 PM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 6/3/2016 3:47:28 PM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 6/3/2016 3:47:28 PM
47	<b>Towson University Career Center</b> E-mail: careercenter@towson.edu	Sent: 6/3/2016 3:47:28 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 6/3/2016 3:47:29 PM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 6/3/2016 3:47:29 PM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 6/3/2016 3:47:29 PM

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hiree: Word of Mouth Referral**  
**Date of hire: 6/27/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : <a href="mailto:nmann@nab.org">nmann@nab.org</a> Fax : 1-202-429-5343 Career Services	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : <a href="mailto:robert@omegastudios.com">robert@omegastudios.com</a> Robert Adams	Y	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : <a href="mailto:Wayne.Miller3@va.gov">Wayne.Miller3@va.gov</a> Wayne Miller	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/27/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
54	Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Phone : 813-984-3900 Dan Glozer Manual Posting	N	1
55	Word of Mouth Referral	N	1
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>2</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

**Position: Account Executive**

**Hire Date: June 27, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:**

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

#### Qualifications

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

#### Work Experience

- 2+ years in media/advertising sales is preferred, but not required

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- SalesForce experience a plus

#### Education

- High school diploma, college degree preferred

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

#### Requirements:

#### Experience:

#### Additional Information:

#### Contact:

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Account-Executive\\_Req3129](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Account-Executive_Req3129)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Alice Pollock at [alicepollock@iheartmedia.com](mailto:alicepollock@iheartmedia.com)

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 6/9/2016 12:33:54 PM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 9/23/2016 4:56:02 PM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 6/9/2016 12:19:41 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 9/23/2016 4:56:01 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 6/9/2016 12:19:31 PM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 9/23/2016 4:58:04 PM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 6/9/2016 12:28:39 PM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 6/9/2016 12:29:19 PM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 6/9/2016 12:19:33 PM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 6/9/2016 12:30:59 PM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 6/9/2016 12:19:34 PM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 6/9/2016 12:19:35 PM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 6/9/2016 12:19:35 PM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 6/9/2016 12:19:35 PM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 6/9/2016 12:19:36 PM

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
35	<b>National Association of Broadcasters</b> E-mail: nab@nab.org	Sent: 6/9/2016 12:19:40 PM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 6/9/2016 12:19:41 PM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 9/23/2016 4:56:02 PM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 6/9/2016 12:19:37 PM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 6/9/2016 12:19:37 PM
47	<b>Towson University Career Center</b> E-mail: careercenter@towson.edu	Sent: 6/9/2016 12:19:38 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 6/9/2016 12:19:38 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 9/23/2016 4:56:01 PM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 6/9/2016 12:19:39 PM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 6/9/2016 12:19:39 PM

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
5	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
8	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : <a href="mailto:CareerServices@coppin.edu">CareerServices@coppin.edu</a> Fax : 1-410-951-3920 Linda Beowie	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
14	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : <a href="mailto:career@goucher.edu">career@goucher.edu</a> n/a n/a	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion  
Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
20	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : <a href="mailto:kevin@insideradio.com">kevin@insideradio.com</a> Fax : 1-877-270-3998 Kevin Owens	N	0
21	Internal Transfer/Promotion	N	1

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion  
Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
28	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion  
Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : CEO@mcdaniel.edu	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : jeanie.hale@montgomerycollege.edu Jeanie Hale	N	0
31	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : careers@morgan.edu Fax : 1-443-885-8267 Earlene Goodson	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
39	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : career@ndm.edu Tia Lewis	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion  
Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : www.omegastudios.com Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : http://www.ocawwomen.org Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0
43	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : swcareer4@salisbury.edu Fax : 1-410-546-6910 Daquan Mincy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
45	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion  
Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
49	University of Baltimore 1420 N. Charles Street, SC 306 Baltimore, Maryland 21201 Phone : 410.837.5476 Email : <a href="mailto:cjennings2@ubalt.edu">cjennings2@ubalt.edu</a> Fax : 1-410-837-5476 Charles Jennings	N	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0
51	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : <a href="mailto:jallen@umbc.edu">jallen@umbc.edu</a> Fax : 1-410-455-1075 Joan Allen	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Associate Account Executive

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 1/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Associate Account Executive

Position: Associate Account Executive

Hire Date: January 17, 2017

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT 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:

iHeartMedia Stations

#### Job Summary:

Do you want to be a part of a sales team that identifies and develops new business opportunities; offers solutions that help clients achieve their business goals; works with senior sellers to close business; assists your team in building client relationships; and works collectively to meet your team's goals? Then, act now to join our growing, iHeartMedia team. We are solution providers utilizing radio, digital, mobile, station events and promotions for local, regional and national clients. Join this energized, fun, sometimes crazy, but super supportive, highly successful team. Why work here? • Positive and productive work environment • We breed success • Independence to create your best work flow • It's fun being a creative problem solver • Build lifelong relationships with clients • Proprietary systems, processes and support to help you succeed • Room for growth and promotion within our team This is a full time position with benefits and an exciting career path. Take control of your future through a salaried plus commission compensation plan as an Associate Account Executive.

#### Responsibilities

- Collaborates, assists and works with assigned Account Executive to generate new sales, maintain existing relationships and grow iHeartMedia brand and reputation.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Associate Account Executive

#### Qualifications

- Flexibility and creativity
- Professional appearance
- Persuasive communication skills: verbal, written and presentation
- Ability to plan and organize, set priorities and multi task in a fast-paced environment

#### Work Experience

- Some sales experience is preferred, but not required

#### Education

- High school diploma or equivalent; college degree preferred

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

#### Requirements:

#### Experience:

**WCAO, WPOC, WQSR, WZFT**

**Fax and E-mail verification summary report for Associate Account Executive**

**Additional Information:**

**Contact:**

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Associate-Account-Executive\\_Req4374-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Associate-Account-Executive_Req4374-1)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Alice Pollock at [alicepollock@iheartmedia.com](mailto:alicepollock@iheartmedia.com)

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Associate Account Executive

RS Number	Recruiting Source	Date and Time
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 10/7/2016 10:45:13 AM
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 10/12/2016 1:06:34 PM
5	<b>Community College of Baltimore</b> E-mail: sholliday@ccbcmd.edu	Sent: 10/12/2016 1:04:56 PM
5	<b>Community College of Baltimore</b> E-mail: sholliday@ccbcmd.edu	Sent: 10/7/2016 10:43:45 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 10/7/2016 10:43:43 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 10/12/2016 1:04:54 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 10/12/2016 1:04:42 PM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 10/7/2016 10:43:29 AM
8	<b>Coppin State University</b> Fax: 1-410-951-3920 E-mail: CareerServices@coppin.edu	Sent: 10/12/2016 1:10:38 PM Sent: 10/12/2016 1:04:53 PM
8	<b>Coppin State University</b> Fax: 1-410-951-3920 E-mail: CareerServices@coppin.edu	Sent: 10/7/2016 10:50:27 AM Sent: 10/7/2016 10:43:42 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 10/7/2016 10:46:20 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 10/12/2016 1:06:22 PM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 10/12/2016 1:07:48 PM

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Associate Account Executive**

RS Number	Recruiting Source	Date and Time
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 10/7/2016 10:46:20 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 10/12/2016 1:04:44 PM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 10/7/2016 10:43:32 AM
14	<b>Goucher College</b> E-mail: career@goucher.edu	Sent: 10/7/2016 10:43:52 AM
14	<b>Goucher College</b> E-mail: career@goucher.edu	Sent: 10/12/2016 1:05:03 PM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 10/12/2016 1:22:34 PM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 10/7/2016 10:48:24 AM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 10/12/2016 1:04:45 PM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 10/7/2016 10:43:33 AM
20	<b>Inside Radio</b> E-mail: kevin@insideradio.com	Sent: 10/12/2016 1:04:59 PM
20	<b>Inside Radio</b> E-mail: kevin@insideradio.com	Sent: 10/7/2016 10:43:49 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 10/7/2016 10:43:33 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 10/12/2016 1:04:46 PM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 10/7/2016 10:43:34 AM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 10/12/2016 1:04:46 PM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 10/7/2016 10:43:34 AM

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Associate Account Executive

RS Number	Recruiting Source	Date and Time
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 10/12/2016 1:04:47 PM
28	<b>Loyola University Maryland</b> Fax: 1-410-617-5125 E-mail: mdemanss@loyola.edu	Sent: 10/7/2016 10:53:07 AM Sent: 10/7/2016 10:43:51 AM
28	<b>Loyola University Maryland</b> Fax: 1-410-617-5125 E-mail: mdemanss@loyola.edu	Sent: 10/12/2016 1:14:23 PM Sent: 10/12/2016 1:05:01 PM
29	<b>McDaniel College</b> E-mail: CEO@mcdaniel.edu	Sent: 10/12/2016 1:04:57 PM
29	<b>McDaniel College</b> E-mail: CEO@mcdaniel.edu	Sent: 10/7/2016 10:43:46 AM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 10/12/2016 1:04:47 PM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 10/7/2016 10:43:35 AM
31	<b>Morgan State University</b> Fax: 1-443-885-8267 E-mail: careers@morgan.edu	Sent: 10/12/2016 1:15:43 PM Sent: 10/12/2016 1:05:02 PM
31	<b>Morgan State University</b> Fax: 1-443-885-8267 E-mail: careers@morgan.edu	Sent: 10/7/2016 10:53:55 AM Sent: 10/7/2016 10:43:52 AM
35	<b>National Association of Broadcasters</b> E-mail: nmann@nab.org	Sent: 10/12/2016 1:04:53 PM
35	<b>National Association of Broadcasters</b> E-mail: nmann@nab.org	Sent: 10/7/2016 10:43:42 AM
39	<b>Notre Dame of Maryland University</b> E-mail: career@ndm.edu	Sent: 10/12/2016 1:04:58 PM
39	<b>Notre Dame of Maryland University</b> E-mail: career@ndm.edu	Sent: 10/7/2016 10:43:48 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 10/12/2016 1:04:55 PM

## WCAO, WPOC, WQSR, WZFT

## Fax and E-mail verification summary report for Associate Account Executive

RS Number	Recruiting Source	Date and Time
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 10/7/2016 10:43:44 AM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 10/12/2016 1:04:49 PM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 10/7/2016 10:43:36 AM
43	<b>Salisbury University</b> Fax: 1-410-546-6910 E-mail: swcareer4@salisbury.edu	Sent: 10/12/2016 1:12:12 PM Sent: 10/12/2016 1:04:56 PM
43	<b>Salisbury University</b> Fax: 1-410-546-6910 E-mail: swcareer4@salisbury.edu	Sent: 10/7/2016 10:50:54 AM Sent: 10/7/2016 10:43:46 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 10/12/2016 1:04:49 PM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 10/7/2016 10:43:37 AM
45	<b>Stevenson University</b> Fax: 1-443-352-4475 E-mail: careerservices@stevenson.edu	Sent: 10/12/2016 1:14:17 PM Sent: 10/12/2016 1:05:01 PM
45	<b>Stevenson University</b> Fax: 1-443-352-4475 E-mail: careerservices@stevenson.edu	Sent: 10/7/2016 10:52:35 AM Sent: 10/7/2016 10:43:51 AM
47	<b>Towson University Career Center</b> Fax: 1-410-704-3459 E-mail: careercenter@towson.edu	Sent: 10/12/2016 1:09:18 PM Sent: 10/12/2016 1:04:50 PM
47	<b>Towson University Career Center</b> Fax: 1-410-704-3459 E-mail: careercenter@towson.edu	Sent: 10/7/2016 10:47:55 AM Sent: 10/7/2016 10:43:37 AM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 10/12/2016 1:04:50 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 10/7/2016 10:43:38 AM

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Associate Account Executive**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
49	<b>University of Baltimore</b> E-mail: cjennings2@ubalt.edu	Sent: 10/12/2016 1:04:55 PM
49	<b>University of Baltimore</b> E-mail: cjennings2@ubalt.edu	Sent: 10/7/2016 10:43:44 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 10/7/2016 10:43:39 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 10/12/2016 1:04:51 PM
51	<b>University of Maryland Baltimore County</b> Fax: 1-410-455-1075 E-mail: jallen@umbc.edu	Sent: 10/7/2016 10:51:49 AM Sent: 10/7/2016 10:43:47 AM
51	<b>University of Maryland Baltimore County</b> Fax: 1-410-455-1075 E-mail: jallen@umbc.edu	Sent: 10/12/2016 1:12:54 PM Sent: 10/12/2016 1:04:58 PM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 10/12/2016 1:04:52 PM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 10/7/2016 10:43:40 AM

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
5	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
8	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : <a href="mailto:CareerServices@coppin.edu">CareerServices@coppin.edu</a> Fax : 1-410-951-3920 Linda Beowie	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0
12	George Washington University Div. of HR/Foggy Bottom Campus 2033 K Street NW Suite 220 Washington DC, Washington 20052 Phone : 202-994-6495 Url : <a href="http://www.gwu.edu">http://www.gwu.edu</a> Email : <a href="mailto:ChrisRoy@Gw.edu">ChrisRoy@Gw.edu</a> Fax : 1-202-994-9680 Christine Roy	N	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
14	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : <a href="mailto:career@goucher.edu">career@goucher.edu</a> n/a n/a	N	0
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	1
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
20	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : <a href="mailto:kevin@insideradio.com">kevin@insideradio.com</a> Fax : 1-877-270-3998 Kevin Owens	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Promotion Director

Recruitment source referring hire: iHeartMedia.jobs

Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
28	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0
29	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : <a href="mailto:CEO@mcdaniel.edu">CEO@mcdaniel.edu</a>	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs  
Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : careers@morgan.edu Fax : 1-443-885-8267 Earlene Goodson	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
39	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : career@ndm.edu Tia Lewis	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : swcareer4@salisbury.edu Fax : 1-410-546-6910 Daquan Mincy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
45	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Promotion Director

Recruitment source referring hiree: iHeartMedia.jobs  
Date of hire: 12/19/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
49	University of Baltimore 1420 N. Charles Street, SC 306 Baltimore, Maryland 21201 Phone : 410.837.5476 Email : cjennings2@ubalt.edu Fax : 1-410-837-5476 Charles Jennings	N	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : http://www.udc.edu Email : ljwilliams@udc.edu Lydia Williams	N	0
51	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : jallen@umbc.edu Fax : 1-410-455-1075 Joan Allen	N	0
52	Unknown (source not adequately identified upon inquiry by SEU)	N	1
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : http://www.wowonline.org Email : vstaples@wowonline.org Fax : 1-202-464-1660 Vivian Staples	N	0
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>2</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Promotion Director**

**Position: Promotion Director**

**Hire Date: December 19, 2016**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

**All recruiting agencies listed in the report below**

**Subject:** Job Notification from Broadcast1Source

**From:** contact@broadcast1source.com

**Details:**

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

iHeartMedia Stations

**Job Summary:**

Oversees promotion events and directs the activities of employees engaged in the planning and execution of marketing, promotion, sales promotion and imaging campaigns.

**Responsibilities**

- Managing the promotion and direction of advertising and marketing activities and campaigns as well as improvement of the Company's product image, market data, and information.
- Studying market conditions to determine the demand for company's services or products, and indicating the need for new products or services.
- Identifying potential listening audience and customers.
- Developing and evaluating marketing strategies, striving to achieve maximum profits or market share and achieving and maintaining customer satisfaction.
- Researching program and campaign effectiveness.
- Tracking and reporting results to management.
- Providing marketing advice to markets and stations.
- Formulating marketing policies to promote products and services, working with advertising and promotion managers.
- Monetizing all activities and events.

**The following responsibilities may be a separate role in larger markets. In smaller markets, it is normally**

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Promotion Director

combined with marketing management.

- Executes remote station promotional events and materials.
- Participates with station management in determining appropriate promotions for targeted demographic.
- Maintains station event calendar, writes copy for promotional spots, schedules live remotes from promotional events, prepares summaries of events, serves as primary coordinator for third party tie-ins and supervises promotions coordinator and event staff.
- Ensures the provision of prizes, promotional materials, and event collateral.
- Ensures contest rules comply with FCC regulations

#### Job Requirements

- Knowledge of all FCC rules and regulations related to broadcast marketing.
- Ability to work under tight deadlines.
- Ability to work well with others.
- Ability to handle stress and related pressures.
- Valid driver's license and dependable transportation.
- Ability to frequently lift and/or move in excess of 50 pounds.
- Proficient with all forms of social media
- Ability to work with a variable schedule
- Proficient with excel and all office documents

#### Education and Work Experience

- College degree in Communications or Marketing preferred but not required.
- Minimum two years' experience in broadcast marketing, public relations or related field.

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

**WCAO, WPOC, WQSR, WZFT**

**Fax and E-mail verification summary report for Promotion Director**

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

**Requirements:**

**Experience:**

**Additional Information:**

**Contact:**

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Promotion-Director\\_Req4854](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Promotion-Director_Req4854)

**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 Bianca Hood at [biancahood@iheartmedia.com](mailto:biancahood@iheartmedia.com)

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Promotion Director**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 11/21/2016 9:29:57 AM
5	<b>Community College of Baltimore</b> E-mail: sholliday@ccbcmd.edu	Sent: 11/21/2016 9:19:06 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 11/21/2016 9:19:05 AM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 11/21/2016 9:19:00 AM
8	<b>Coppin State University</b> Fax: 1-410-951-3920 E-mail: CareerServices@coppin.edu	Sent: 11/21/2016 9:35:56 AM Sent: 11/21/2016 9:19:05 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> Fax: 1-202-387-7669	Sent: 11/21/2016 9:31:32 AM
12	<b>George Washington University Div. of HR/Foggy Bottom Campus</b> Fax: 1-202-994-9680	Sent: 11/21/2016 9:30:10 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 11/21/2016 9:19:01 AM
14	<b>Goucher College</b> E-mail: career@goucher.edu	Sent: 11/21/2016 9:19:09 AM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 11/21/2016 9:32:24 AM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 11/21/2016 9:19:01 AM
20	<b>Inside Radio</b> E-mail: kevin@insideradio.com	Sent: 11/21/2016 9:19:07 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 11/21/2016 9:19:02 AM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 11/21/2016 9:19:02 AM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 11/21/2016 9:19:02 AM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Promotion Director**

RS Number	Recruiting Source	Date and Time
28	<b>Loyola University Maryland</b> Fax: 1-410-617-5125 E-mail: mdemanss@loyola.edu	Sent: 11/21/2016 9:37:30 AM Sent: 11/21/2016 9:19:08 AM
29	<b>McDaniel College</b> E-mail: CEO@mcdaniel.edu	Sent: 11/21/2016 9:19:07 AM
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 11/21/2016 9:19:02 AM
31	<b>Morgan State University</b> Fax: 1-443-885-8267 E-mail: careers@morgan.edu	Sent: 11/21/2016 9:39:03 AM Sent: 11/21/2016 9:19:08 AM
35	<b>National Association of Broadcasters</b> E-mail: nmann@nab.org	Sent: 11/21/2016 9:19:05 AM
39	<b>Notre Dame of Maryland University</b> E-mail: career@ndm.edu	Sent: 11/21/2016 9:19:07 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 11/21/2016 9:19:06 AM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 11/21/2016 9:19:03 AM
43	<b>Salisbury University</b> Fax: 1-410-546-6910 E-mail: swcareer4@salisbury.edu	Sent: 11/21/2016 9:35:45 AM Sent: 11/21/2016 9:19:06 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 11/21/2016 9:19:03 AM
45	<b>Stevenson University</b> Fax: 1-443-352-4475 E-mail: careerservices@stevenson.edu	Sent: 11/21/2016 9:39:24 AM Sent: 11/21/2016 9:19:08 AM
47	<b>Towson University Career Center</b> Fax: 1-410-704-3459 E-mail: careercenter@towson.edu	Sent: 11/21/2016 9:33:13 AM Sent: 11/21/2016 9:19:03 AM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 11/21/2016 9:19:04 AM
49	<b>University of Baltimore</b> E-mail: cjennings2@ubalt.edu	Sent: 11/21/2016 9:19:06 AM

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Promotion Director**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
<b>50</b>	<b>University of District of Columbia</b> E-mail: <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a>	Sent: 11/21/2016 9:19:04 AM
<b>51</b>	<b>University of Maryland Baltimore County</b> Fax: 1-410-455-1075 E-mail: <a href="mailto:jallen@umbc.edu">jallen@umbc.edu</a>	Sent: 11/21/2016 9:37:19 AM Sent: 11/21/2016 9:19:07 AM
<b>53</b>	<b>Wider Opportunities for Women</b> E-mail: <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a>	Sent: 11/21/2016 9:19:04 AM

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
5	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : CareerServices@coppin.edu Fax : 1-410-951-3920 Linda Beowie	N	0
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : jobpostings@40plusdc.org Fax : 1-202-387-7669 Career Services	Y	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : acp78@georgetown.edu Allynn Powell	N	0
14	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : career@goucher.edu n/a n/a	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	Hispanic Committee of Virginia 5827 Columbia Pike Suite 200 Falls Church, Virginia 22041 Phone : 703-671-5666 ext 32 Url : <a href="http://www.hcva.org">http://www.hcva.org</a> Fax : 1-703-671-2325 Stella Clavijo	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : Huocreruit@gmail.com Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : kevin@insideradio.com Fax : 1-877-270-3998 Kevin Owens	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : policy@jacl.org Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : Burtnick@erols.com Fax : 1-410-653-2334 Erwin Burtnick	N	0
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : lienhickey@gmail.com Fax : 1-703-354-6391 Lien Hickey	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	LinkedIn HCG 400 N Ashley Dr 3000 Tampa, Florida 33602 Url : www.linkedin.com Kristine Diamonti Manual Posting	N	2
28	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : mdemanss@loyola.edu Fax : 1-410-617-5125 na na	N	0
29	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : CEO@mcdaniel.edu	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : jeanie.hale@montgomerycollege.edu Jeanie Hale	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : careers@morgan.edu Fax : 1-443-885-8267 Earlene Goodson	N	0
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
39	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : http://www.ndm.edu/offices-and-services/career-cen Email : career@ndm.edu Tia Lewis	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : www.omegastudios.com Email : robert@omegastudios.com Robert Adams	Y	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy	N	0
43	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : <a href="mailto:swcareer4@salisbury.edu">swcareer4@salisbury.edu</a> Fax : 1-410-546-6910 Daquan Mincy	N	0
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : <a href="mailto:Wayne.Miller3@va.gov">Wayne.Miller3@va.gov</a> Wayne Miller	N	0
45	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : <a href="mailto:careerservices@stevenson.edu">careerservices@stevenson.edu</a> Fax : 1-443-352-4475 n/a na	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0
51	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : <a href="mailto:jallen@umbc.edu">jallen@umbc.edu</a> Fax : 1-410-455-1075 Joan Allen	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: LinkedIn

Date of hire: 3/30/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : <a href="mailto:vstaples@wowonline.org">vstaples@wowonline.org</a> Fax : 1-202-464-1660 Vivian Staples	N	0
54	Wilson HCG 400 N Ashley Drive #3000 Tampa, Florida 33602 Phone : 813-984-3900 Dan Glozer Manual Posting	N	0
55	Word of Mouth Referral	N	2
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>4</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

**Position: Account Executive**

**Hire Date: March 27, 2017**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

**All recruiting agencies listed in the report below**

**Subject:** Job Notification from Broadcast1Source

**From:** contact@broadcast1source.com

**Details:**

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

#### Qualifications

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

#### Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience a plus

#### Education

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- High school diploma, college degree preferred

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

#### Requirements:

#### Experience:

#### Additional Information:

#### Contact:

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Account-Executive\\_Req5592-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Account-Executive_Req5592-1)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Bianca Hood at [biancahood@iheartmedia.com](mailto:biancahood@iheartmedia.com)

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Account Executive**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 2/13/2017 12:16:13 PM
5	<b>Community College of Baltimore</b> E-mail: sholliday@ccbcmd.edu	Sent: 2/13/2017 11:52:29 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 2/13/2017 11:52:28 AM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 2/13/2017 11:52:23 AM
8	<b>Coppin State University</b> E-mail: CareerServices@coppin.edu	Sent: 2/13/2017 11:52:28 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> E-mail: jobpostings@40plusdc.org	Sent: 2/13/2017 11:52:24 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 2/13/2017 11:52:24 AM
14	<b>Goucher College</b> E-mail: career@goucher.edu	Sent: 2/13/2017 11:52:32 AM
15	<b>Hispanic Committee of Virginia</b> Fax: 1-703-671-2325	Sent: 2/13/2017 12:19:23 PM
16	<b>Howard University</b> E-mail: Huocreuit@gmail.com	Sent: 2/13/2017 11:52:25 AM
20	<b>Inside Radio</b> E-mail: kevin@insideradio.com	Sent: 2/13/2017 11:52:30 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 2/13/2017 11:52:25 AM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 2/13/2017 11:52:25 AM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 2/13/2017 11:52:26 AM
28	<b>Loyola University Maryland</b> Fax: 1-410-617-5125 E-mail: mdemanss@loyola.edu	Sent: 2/13/2017 12:25:23 PM Sent: 2/13/2017 11:52:31 AM
29	<b>McDaniel College</b> E-mail: CEO@mcdaniel.edu	Sent: 2/13/2017 11:52:30 AM

**WCAO, WPOC, WQSR, WZFT****Fax and E-mail verification summary report for Account Executive**

<b>RS Number</b>	<b>Recruiting Source</b>	<b>Date and Time</b>
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 2/13/2017 11:52:26 AM
31	<b>Morgan State University</b> Fax: 1-443-885-8267 E-mail: careers@morgan.edu	Sent: 2/13/2017 12:23:53 PM Sent: 2/13/2017 11:52:31 AM
35	<b>National Association of Broadcasters</b> E-mail: nmann@nab.org	Sent: 2/13/2017 11:52:28 AM
39	<b>Notre Dame of Maryland University</b> E-mail: career@ndm.edu	Sent: 2/13/2017 11:52:30 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 2/13/2017 11:52:29 AM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 2/13/2017 11:52:26 AM
43	<b>Salisbury University</b> Fax: 1-410-546-6910 E-mail: swcareer4@salisbury.edu	Sent: 2/13/2017 12:22:08 PM Sent: 2/13/2017 11:52:29 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 2/13/2017 11:52:27 AM
45	<b>Stevenson University</b> Fax: 1-443-352-4475 E-mail: careerservices@stevenson.edu	Sent: 2/13/2017 12:24:14 PM Sent: 2/13/2017 11:52:31 AM
47	<b>Towson University Career Center</b> Fax: 1-410-704-3459	Sent: 2/13/2017 12:20:00 PM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 2/13/2017 11:52:27 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 2/13/2017 11:52:27 AM
51	<b>University of Maryland Baltimore County</b> Fax: 1-410-455-1075 E-mail: jallen@umbc.edu	Sent: 2/13/2017 12:22:24 PM Sent: 2/13/2017 11:52:30 AM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 2/13/2017 11:52:27 AM

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
5	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
6	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
7	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0
8	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : <a href="mailto:CareerServices@coppin.edu">CareerServices@coppin.edu</a> Fax : 1-410-951-3920 Linda Beowie	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : <a href="mailto:jobpostings@40plusdc.org">jobpostings@40plusdc.org</a> Fax : 1-202-387-7669 Career Services	Y	0
13	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : <a href="mailto:acp78@georgetown.edu">acp78@georgetown.edu</a> Allynn Powell	N	0
14	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : <a href="mailto:career@goucher.edu">career@goucher.edu</a> n/a n/a	N	0
16	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : <a href="mailto:Huocreruit@gmail.com">Huocreruit@gmail.com</a> Fax : 1-202-462-4267 Ladi Sanu	N	0
17	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	0
20	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : <a href="mailto:kevin@insideradio.com">kevin@insideradio.com</a> Fax : 1-877-270-3998 Kevin Owens	N	0
23	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
24	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
28	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0
29	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : <a href="mailto:CEO@mcdaniel.edu">CEO@mcdaniel.edu</a>	N	0
30	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : <a href="mailto:jeanie.hale@montgomerycollege.edu">jeanie.hale@montgomerycollege.edu</a> Jeanie Hale	N	0
31	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : <a href="mailto:careers@morgan.edu">careers@morgan.edu</a> Fax : 1-443-885-8267 Earlene Goodson	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0
39	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : career@ndm.edu Tia Lewis	N	0
40	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : robert@omegastudios.com Robert Adams	Y	0
41	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : Maryland@ocawwomen.org Fax : 1-301-907-3899 Christina Wong Poy	N	0
43	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : swcareer4@salisbury.edu Fax : 1-410-546-6910 Daquan Mincy	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
45	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0
47	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : <a href="mailto:careercenter@towson.edu">careercenter@towson.edu</a> Fax : 1-410-704-3459 Corey Dunning	N	0
48	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : <a href="mailto:UnitedBlackFund@ubfinc.org">UnitedBlackFund@ubfinc.org</a> Career Services	Y	0
50	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Word of Mouth Referral  
Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : jallen@umbc.edu Fax : 1-410-455-1075 Joan Allen	N	0
53	Wider Opportunities for Women 1001 Connecticut Ave NW S-930 Washington DC, Washington 20036 Phone : 202-464-1596 Url : <a href="http://www.wowonline.org">http://www.wowonline.org</a> Email : vstaples@wowonline.org Fax : 1-202-464-1660 Vivian Staples	N	0
55	Word of Mouth Referral	N	1
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>1</b>

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

**Position: Account Executive**

**Hire Date: May 15, 2017**

This report, generated by Broadcast1Source, verifies that WCAO, WPOC, WQSR, WZFT used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

**All recruiting agencies listed in the report below**

**Subject:** Job Notification from Broadcast1Source

**From:** contact@broadcast1source.com

**Details:**

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

iHeartMedia Stations

**Job Summary:**

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

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

#### Qualifications

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

#### Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience a plus

#### Education

## WCAO, WPOC, WQSR, WZFT

### Fax and E-mail verification summary report for Account Executive

- High school diploma, college degree preferred

#### Certifications

- None required

#### Location

Baltimore, MD: 711 W 40th St, Suite 350, 21211

#### Position Type

Regular

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

Our organization participates in E-Verify. Click [here](#) to learn about E-Verify.

Current employees and contingent workers click [here](#) to apply and search by the Job Posting Title.

#### Requirements:

#### Experience:

#### Additional Information:

#### Contact:

[https://iheartmedia.wd5.myworkdayjobs.com/External\\_iHM/job/Baltimore-MD/Account-Executive\\_Req6510-1](https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Baltimore-MD/Account-Executive_Req6510-1)

**Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER**

\*\*\*IMPORTANT\*\*\*

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Bianca Hood at [biancahood@iheartmedia.com](mailto:biancahood@iheartmedia.com)

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
2	<b>Baltimore Vet Center</b> Fax: 1-410-764-7780	Sent: 5/1/2017 10:41:12 AM
5	<b>Community College of Baltimore</b> E-mail: sholliday@ccbcmd.edu	Sent: 5/1/2017 10:35:49 AM
6	<b>Community of Hope</b> E-mail: bsimpson@cohdc.org	Sent: 5/1/2017 10:35:48 AM
7	<b>Connecticut School of Broadcasting</b> E-mail: Efierstein@gocsb.com	Sent: 5/1/2017 10:35:44 AM
8	<b>Coppin State University</b> Fax: 1-410-951-3920 E-mail: CareerServices@coppin.edu	Sent: 5/1/2017 10:44:19 AM Sent: 5/1/2017 10:35:48 AM
11	<b>Forty Plus of Greater Washington Prong 2 Ended Date: 4/30/2018</b> E-mail: jobpostings@40plusdc.org	Sent: 5/1/2017 10:35:44 AM
13	<b>Georgetown University</b> E-mail: acp78@georgetown.edu	Sent: 5/1/2017 10:35:44 AM
14	<b>Goucher College</b> E-mail: career@goucher.edu	Sent: 5/1/2017 10:35:51 AM
16	<b>Howard University</b> E-mail: Huocreruit@gmail.com	Sent: 5/1/2017 10:35:45 AM
20	<b>Inside Radio</b> E-mail: kevin@insideradio.com	Sent: 5/1/2017 10:35:50 AM
23	<b>Japanese American Citizens League</b> E-mail: policy@jacl.org	Sent: 5/1/2017 10:35:45 AM
24	<b>Jewish War Vets of the USA</b> E-mail: Burtnick@erols.com	Sent: 5/1/2017 10:35:45 AM
26	<b>Korean Community Service Center</b> E-mail: lienhickey@gmail.com	Sent: 5/1/2017 10:35:46 AM
28	<b>Loyola University Maryland</b> Fax: 1-410-617-5125 E-mail: mdemanss@loyola.edu	Sent: 5/1/2017 10:48:44 AM Sent: 5/1/2017 10:35:51 AM
29	<b>McDaniel College</b> E-mail: CEO@mcDaniel.edu	Sent: 5/1/2017 10:35:49 AM

**WCAO, WPOC, WQSR, WZFT**  
**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
30	<b>Montgomery College</b> E-mail: jeanie.hale@montgomerycollege.edu	Sent: 5/1/2017 10:35:46 AM
31	<b>Morgan State University</b> Fax: 1-443-885-8267 E-mail: careers@morgan.edu	Sent: 5/1/2017 10:49:10 AM Sent: 5/1/2017 10:35:51 AM
35	<b>National Association of Broadcasters</b> E-mail: nmann@nab.org	Sent: 5/1/2017 10:35:48 AM
39	<b>Notre Dame of Maryland University</b> E-mail: career@ndm.edu	Sent: 5/1/2017 10:35:50 AM
40	<b>Omega Studios' School of Applied Recording Arts &amp; Sciences</b> E-mail: robert@omegastudios.com	Sent: 5/1/2017 10:35:48 AM
41	<b>Organization of Chinese American Women</b> E-mail: Maryland@ocawwomen.org	Sent: 5/1/2017 10:35:46 AM
43	<b>Salisbury University</b> Fax: 1-410-546-6910 E-mail: swcareer4@salisbury.edu	Sent: 5/1/2017 10:45:26 AM Sent: 5/1/2017 10:35:49 AM
44	<b>Silver Spring Vet Center</b> E-mail: Wayne.Miller3@va.gov	Sent: 5/1/2017 10:35:47 AM
45	<b>Stevenson University</b> Fax: 1-443-352-4475 E-mail: careerservices@stevenson.edu	Sent: 5/1/2017 10:46:49 AM Sent: 5/1/2017 10:35:51 AM
47	<b>Towson University Career Center</b> Fax: 1-410-704-3459	Sent: 5/1/2017 10:43:00 AM
48	<b>United Black Fund</b> E-mail: UnitedBlackFund@ubfinc.org	Sent: 5/1/2017 10:35:47 AM
50	<b>University of District of Columbia</b> E-mail: ljwilliams@udc.edu	Sent: 5/1/2017 10:35:47 AM
51	<b>University of Maryland Baltimore County</b> Fax: 1-410-455-1075 E-mail: jallen@umbc.edu	Sent: 5/1/2017 10:47:01 AM Sent: 5/1/2017 10:35:49 AM
53	<b>Wider Opportunities for Women</b> E-mail: vstaples@wowonline.org	Sent: 5/1/2017 10:35:47 AM

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 9/11/2017

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/8/2018

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Baltimore Vet Center 1777 Reisterstown Road Suite 199 Baltimore, Maryland 21208 Phone : 410-764-9400 Url : <a href="http://www.2.va.gov">http://www.2.va.gov</a> Fax : 1-410-764-7780 Paula Wolff	N	0
2	Community College of Baltimore 800 South Rolling Road Baltimore, Maryland 21228 Phone : 443-840-4435 Email : <a href="mailto:sholliday@ccbcmd.edu">sholliday@ccbcmd.edu</a> Sarah Holiday	N	0
3	Community of Hope 1717 Massachusetts Avenue NW Suite 805 Washington, District of Columbia 20036 Phone : 202-407-7750 Url : <a href="http://www.communityofhopedc.org/">http://www.communityofhopedc.org/</a> Email : <a href="mailto:bsimpson@cohdc.org">bsimpson@cohdc.org</a> Brittany Simpson	Y	0
4	Connecticut School of Broadcasting 611 Route 46 West, Suite 102 Hasbrouck, New Jersey 7642 Phone : 201-288-7900 Url : <a href="http://www.gocsb.com">http://www.gocsb.com</a> Email : <a href="mailto:Efierstein@gocsb.com">Efierstein@gocsb.com</a> Fax : 1-201-288-7901 Micahel Ryan	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 9/11/2017

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/8/2018

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Coppin State University 2500 W. North Avenue Baltimore, Maryland 21216 Phone : 410.951.3919 Email : CareerServices@coppin.edu Fax : 1-410-951-3920 Linda Beowie	N	0
7	Forty Plus of Greater Washington 1718 P Street NW Washington DC, Washington 20036 Phone : 202-387-1582 Url : <a href="http://www.40plus-dc.org">http://www.40plus-dc.org</a> Email : jobpostings@40plusdc.org Fax : 1-202-387-7669 Career Services	Y	0
9	Georgetown University 37th and O Street NW Washington DC, Washington 20057 Phone : 202-687-3578 Url : <a href="http://www.georgetown.edu">http://www.georgetown.edu</a> Email : acp78@georgetown.edu Allynn Powell	N	0
11	Goucher College 1021 Dulaney Valley Road Baltimore, Maryland 21204 Phone : 410-337-6224 Email : career@goucher.edu n/a n/a	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 9/11/2017

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/8/2018

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Howard University 525 Bryant Street NW Suite 109 Washington DC, Washington 20059 Phone : 202-806-7513 Url : <a href="http://www.howard.edu">http://www.howard.edu</a> Email : Huocreruit@gmail.com Fax : 1-202-462-4267 Ladi Sanu	N	0
14	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmedia.jobs">http://www.iheartmedia.jobs</a> Talent Acquisition Coordinator Manual Posting	N	0
15	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : <a href="http://www.iheartmediacareers.com">http://www.iheartmediacareers.com</a> Talent Acquisition Coordinator Manual Posting	N	1
16	Indeed.com - Not Directly Contacted by SEU	N	4
17	Inside Radio P.O. Box 567925 Atlanta, Georgia 31156 Phone : (800) 248-4242 x708 Email : kevin@insideradio.com Fax : 1-877-270-3998 Kevin Owens	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU**

**Date of hire: 9/11/2017**

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)**

**Date of hire: 1/8/2018**

**Recruitment source referring hiree: Word of Mouth Referral**

**Date of hire: 9/11/2017**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Japanese American Citizens League 1850 M Street NW Suite 1100 Washington DC, Washington 20036 Phone : 202-223-1240 Url : <a href="http://www.jacl.org">http://www.jacl.org</a> Email : <a href="mailto:policy@jacl.org">policy@jacl.org</a> Fax : 1-202-296-8082 Career Services	N	0
21	Jewish War Vets of the USA 1 Ivory Crest Court Baltimore, Maryland 21209 Phone : 410-653-5577 Url : <a href="http://www.jwv.org">http://www.jwv.org</a> Email : <a href="mailto:Burtnick@erols.com">Burtnick@erols.com</a> Fax : 1-410-653-2334 Erwin Burtnick	N	0
22	Korean Community Service Center 7700 Little River Turnpike #406 Annandale, Virginia 22003 Phone : 703-354-6345 Url : <a href="http://www.kcsgw.org">http://www.kcsgw.org</a> Email : <a href="mailto:lienhickey@gmail.com">lienhickey@gmail.com</a> Fax : 1-703-354-6391 Lien Hickey	N	0
24	Loyola University Maryland 4501 N. Charles Street Baltimore, Maryland 21210 Phone : 410-617-2000 Email : <a href="mailto:mdemanss@loyola.edu">mdemanss@loyola.edu</a> Fax : 1-410-617-5125 na na	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU**

**Date of hire: 9/11/2017**

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)**

**Date of hire: 1/8/2018**

**Recruitment source referring hiree: Word of Mouth Referral**

**Date of hire: 9/11/2017**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	McDaniel College 2 College Hill Westminister, Maryland 21157 Phone : 410- 871-3305 Url : <a href="http://www.mcdaniel.edu/undergraduate/the-mcdaniel">http://www.mcdaniel.edu/undergraduate/the-mcdaniel</a> Email : CEO@mcdaniel.edu	N	0
26	Montgomery College RA 108 51 Mannakee Rockville, Maryland 20850 Phone : 240-567-5062 Url : <a href="http://cms.montgomerycollege.edu">http://cms.montgomerycollege.edu</a> Email : jeanie.hale@montgomerycollege.edu Jeanie Hale	N	0
27	Morgan State University 1700 East Cold Spring Lane Baltimore, Maryland 21251 Phone : 443-885-3333 x3110 Email : careers@morgan.edu Fax : 1-443-885-8267 Earlene Goodson	N	0
28	National Association of Broadcasters 1771 N Street NW Washington, District of Columbia 20036 Phone : 202-429-5498 Email : nmann@nab.org Fax : 1-202-429-5343 Career Services	N	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 9/11/2017

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/8/2018

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	Notre Dame of Maryland University 4701 North Charles Street Baltimore, Maryland 21210 Phone : 410-532-5387 Url : <a href="http://www.ndm.edu/offices-and-services/career-cen">http://www.ndm.edu/offices-and-services/career-cen</a> Email : <a href="mailto:career@ndm.edu">career@ndm.edu</a> Tia Lewis	N	0
30	Omega Studios' School of Applied Recording Arts & Sciences 5609 Fishers Lane Rockville, Maryland 20852 Phone : 301-230-9100 Url : <a href="http://www.omegastudios.com">www.omegastudios.com</a> Email : <a href="mailto:robert@omegastudios.com">robert@omegastudios.com</a> Robert Adams	Y	0
31	Organization of Chinese American Women 4641 Montgomery Avenue Suite 208 Bethesda, Maryland 20814 Phone : 301-907-3898 Url : <a href="http://www.ocawwomen.org">http://www.ocawwomen.org</a> Email : <a href="mailto:Maryland@ocawwomen.org">Maryland@ocawwomen.org</a> Fax : 1-301-907-3899 Christina Wong Poy	N	0
32	Salisbury University 1101 Camden Avenue Salisbury, Maryland 21801 Phone : 410-543-6000 Email : <a href="mailto:swcareer4@salisbury.edu">swcareer4@salisbury.edu</a> Fax : 1-410-546-6910 Daquan Mincy	N	0

## WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

## Account Executive

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 9/11/2017

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/8/2018

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 9/11/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Silver Spring Vet Center 10411 Motor City Dr. 5th Floor Bethesda, Maryland 20817 Phone : 240-395-1428 Email : Wayne.Miller3@va.gov Wayne Miller	N	0
34	Stevenson University 1525 Greenspring Valley Road Stevenson, Maryland 21153 Phone : 443-352-4477 Email : careerservices@stevenson.edu Fax : 1-443-352-4475 n/a na	N	0
35	Towson University Career Center 7800 York Road Suite 206 Towson, Maryland 21252 Phone : 410-704-3459 Url : <a href="http://www.towson.edu/careercenter">http://www.towson.edu/careercenter</a> Email : careercenter@towson.edu Fax : 1-410-704-3459 Corey Dunning	N	0
36	United Black Fund 2500 Martin Luther King Jr. Avenue SE Washington DC, Washington 20020 Url : <a href="http://www.ubfinc.org">http://www.ubfinc.org</a> Email : UnitedBlackFund@ubfinc.org Career Services	Y	0

# WCAO, WPOC, WQSR, WZFT

## Vacancy Data Form

### Account Executive

**Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU**

**Date of hire: 9/11/2017**

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)**

**Date of hire: 1/8/2018**

**Recruitment source referring hiree: Word of Mouth Referral**

**Date of hire: 9/11/2017**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	University of District of Columbia 4200 Connecticut Ave NW Washington DC, Washington 20008 Phone : 202-274-5800 Url : <a href="http://www.udc.edu">http://www.udc.edu</a> Email : <a href="mailto:ljwilliams@udc.edu">ljwilliams@udc.edu</a> Lydia Williams	N	0
38	University of Maryland Baltimore County 1000 Hilltop Circle Baltimore, Maryland 21250 Phone : 410-455-3906 Email : <a href="mailto:jallen@umbc.edu">jallen@umbc.edu</a> Fax : 1-410-455-1075 Joan Allen	N	0
39	Unknown (source not adequately identified upon inquiry by SEU)	N	2
41	Word of Mouth Referral	N	6
<b>TOTAL INTERVIEWS OVER REPORTING PERIOD:</b>			<b>13</b>