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May 17, 2018

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VIA POSTING TO FCC ONLINE PUBLIC INSPECTION FILE

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

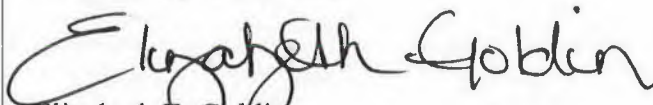
Re: **Response to Broadcast EEO Audit Letter
WYYY(FM), Syracuse, NY, Fac. ID No. 48725**

Dear Mr. Pulley:

On behalf of CC Licenses, LLC, as debtor in possession, licensee of WYYY(FM), Syracuse, NY and the commonly owned stations in the Syracuse, NY station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of February 26, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080.¹ Per your request, this submission consists of a sworn statement by Rick Yacobush, 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

¹ The SEU was granted extensions of time to file its response through May 17, 2018.

DECLARATION OF RICK YACOBUSH, MARKET PRESIDENT

I, Rick Yacobush, hereby declare as follows:

1. I am a Market President for CC Licenses LLC, debtor in possession, the licensee of Station WYYY(FM), Syracuse, New York (Facility ID 48725), which is part of a station employment unit based in Syracuse, New York and which includes WSYR-FM, Solvay, New York (Facility ID 25018), WBBS(FM), Fulton, New York (Facility ID 48730), WSYR(AM), Syracuse, New York (Facility ID 48720), WWHT(FM), Syracuse, New York (Facility ID 57842), and WHEN(AM), Syracuse, New York (Facility ID 7080) (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 February 26, 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: www.power620.com (WHEN(AM)), www.y94.com (WYYY(FM)), www.hot1079.com (WWHT(FM)), www.b104.com (WBBS(FM)), www.wsyр.com (WSYR-FM, WSYR(AM)).

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 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 34 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 a two-year period measured from the date the stations in the SEU are required to file license renewal applications and the second, fourth or sixth anniversary of that date.

7. In response to Question 3(e) of the EEO Audit Letter, the licensee affirms that it is not aware of any complaints alleging unlawful discrimination in the employment practices of the stations in this SEU based on race, color, religion, national origin or sex filed before a body with jurisdiction under federal, state, territorial or local law during the current license term.

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's efforts to comply with the company's Recruitment Plan include maintaining a broad list of recruitment sources and engaging in a variety of recruitment initiatives. Currently, Kenny Dees, our Program Director, is responsible for overseeing this SEU's EEO compliance program under my supervision. This SEU has endeavored to conduct broad outreach in the local community, maintaining an extensive list of recruitment sources that reaches a diverse range of community organizations and educational institutions. This SEU's compliance efforts include identifying iHeartMedia's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

9. In response to Question 3(g) of the EEO Audit Letter, the licensee affirms that the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with a regular opportunity to consult the corporate headquarters about these issues. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU includes language on its station websites encouraging qualified community organizations to contact the

SEU to request its job notices. Not all notifications to certain of these sources on the SEU's extensive list of recruitment sources were successful during the two-year period at issue—the vast majority due to changed contact information and/or email/fax delivery failure. Nevertheless, the SEU strives to keep contact information current and is proud of the widespread outreach it does conduct throughout the Syracuse community on a regular basis. Included in that outreach are the many mentoring and shadow events in which the SEU actively participates to engage local students interested in pursuing employment opportunities in broadcasting.

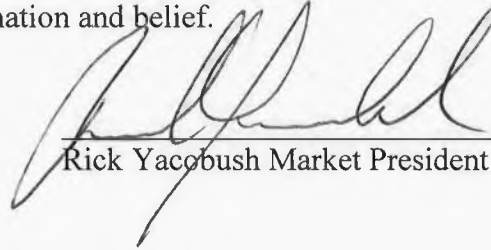
10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the unit provides equal opportunity and does not discriminate against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

Dated: May 17, 2018

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO
DECLARATION OF Rick Yacobush, 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.



Rick Yacobush Market President

A

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
EEO PUBLIC FILE REPORT
February 1, 2016 - January 31, 2017¹

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Sales and Promotions Assistant	1-12, 14, 16-17, 20, 22-24, 26-27, 29, 32-42, 44-45, 47-53	44
Sales Manager	1-12, 14, 16-17, 19-21, 23-24, 26-27, 29, 33, 35-42, 44-53	19
Sales and Promotions Assistant	1-12, 14, 16-18, 20-21, 23-24, 26-27, 29, 33, 35-42, 44-53	44
570 WSYR Morning News Anchor	3-8, 10, 12-13, 16-17, 27, 37, 40, 45- 49, 51-53	13
Account Manager	1-12, 14-18, 20-21, 23-27, 29-30, 33, 35-42, 45-53	18
Account Manager	1-17, 20-21, 23-31, 33, 35-37, 39-43, 45-53	28
Account Manager	1-17, 20-21, 23-31, 33, 35-37, 39-43, 45-53	43
Account Manager	1-17, 20-21, 23-31, 33, 35-37, 39-43, 45-53	13
Account Manager	1-17, 20-21, 23-31, 33, 35-37, 39-43, 45-53	13

¹ This Report was revised in January and May 2018 to address reporting issues.

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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	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0

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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	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : cnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
13	Employee Referral	N	3

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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
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Indeed.com (not directly contacted by SEU)	N	2
19	Internal Transfer/Promotion	N	1
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
21	ITT Technical Institue 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
22	Linked In (via active sourcing, self-referral, and/or job board posting)	N	1
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mountsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
25	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
28	Non-Employee Referral	N	1

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
30	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
31	Onondaga Community College 4585 W. Seneca Tpke Syracuse, New York 13215 Url : www.sunyocc.edu Mandy Avery Manual Posting	Y	0
32	Other Source	N	1
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
34	Post Standard 220 S. Warren St. Syracuse, New York 10202 Shekela Freeman Manual Posting	N	1
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0

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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
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
38	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0
39	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
41	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
43	Station On-Air Advertisement	N	1
44	Station Website (navigation link to company careers website)	N	4
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuse.net@hotmail.com Charlotte Tarbell	Y	0
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0

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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
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			15

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	2/8/2016	Participation in other activities designed by the station employment unit	During February 2016, our SEU worked with Syracuse City School District to partner with local ITC High School's 11th grade media class on a radio and digital campaign project. Our SEU's Creative Director met with 10 students from the class twice a week for four weeks to help the students create the campaign and learn about radio and digital media. The program culminated with our SEU hosting a full-day station tour at our facilities. The students recorded their campaign commercials in our studios and met with our SEU's Market President to talk about different career paths in broadcasting.	2	Creative Director Market President
2	3/16/2016	Participation in Job Fairs	On March 16, 2016, our SEU participated in the Start Up and Grow business networking event for Veteran's. At the fair, our SEU spoke with attendees about career opportunities in broadcasting. Station participants included our Account Manager.	1	Account Manager
3	4/7/2016	Participation in events or programs sponsored by educational institutions	On April 7, 2016, our SEU's Market President gave a lecture to a broadcast sales class at SUNY Oswego. Topics included career paths in broadcasting and talent recruitment strategies.	1	Market President
4	7/1/2016	Establishment of an intern program designed to assist members of the community	During the Summer of 2016, our SEU hosted an intern from Syracuse University for three months. The intern was supervised by our SEU's Newsroom Director and Creative Director and got hands-on experience in our newsroom..	2	Newsroom Director Creative Director
5	10/18/2016	Participation in events sponsored by community groups	On October 18, 2016, our SEU hosted a mentoring day for individuals from ARISE, a community organization that works to provide opportunities to individuals with disabilities. Our SEU's participants spoke with attendees about careers in broadcasting.	3	Market President Account Manager Creative Director

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
6	10/19/2016	Participation in events or programs sponsored by educational institutions	On October 19, 2016, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.	1	Market President
7	10/30/2016	Participation in events or programs sponsored by educational institutions	On October 30, 2016, our SEU participated in a SUNY Oswego Communications Studies networking event. A blend of current students and alumni gathered at the event where students bring resumes to discuss career opportunities. Station participants included our Market President, who collected resumes and spoke with students about career paths in broadcasting.	1	Market President
8	1/23/2017	Establishment of an intern program designed to assist members of the community	During the reporting period, our SEU hosted a graduate student intern from Syracuse University. The intern gained hands-on experience in our newsroom, including on-air presentation skills, producing on-air segments, and research tips.	1	On air personality

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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 Manager	1-18, 20-26, 28-46	13
Account Manager	1-18, 20-26, 28-46	16
Account Manager	4-8, 10, 12, 15-17, 19-20, 23, 25, 27-28, 32, 35, 39-42, 44-46	16
Sales and Promotions Assistant	4-8, 10, 15-17, 20, 23, 25, 27-28, 32, 35, 39-42, 44-46	16
Sales and Promotions Assistant	4-8, 10, 15-17, 20, 23, 25, 27-28, 32, 35, 39-42, 44-46	16
Account Manager	4-8, 10, 15-17, 23, 25, 27-28, 32, 35, 39-42, 44-46	16
570 WSYR Afternoon News Anchor	4-8, 10, 15-17, 23, 25, 27-28, 32, 35, 39-42, 44-46	17

¹ This Report was revised in May 2018 to address reporting issues.

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1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aedeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0

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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
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
13	Employee Referral	N	1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

EEO PUBLIC FILE REPORT

February 1, 2017 - January 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
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	12
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
18	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
19	Ithaca College 953 Danby Road Ithaca, New York 14850 Url : www.ithaca.edu Email : cboyer@ithaca.edu Cheryl Boyer	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
EEO PUBLIC FILE REPORT
February 1, 2017 - January 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
20	ITT Technical Institute 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
21	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
22	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mountsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
24	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
25	New York State Broadcaster Association 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
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February 1, 2017 - January 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
26	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
27	Office of Minority Affairs 201 E. Washington Street City Hall Room 219 Syracuse, New York 13202 Url : www.syracuse.ny.us Email : lmittchell@syrgov.net Lamont Mitchell	Y	0
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
29	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
30	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
31	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
EEO PUBLIC FILE REPORT
February 1, 2017 - January 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	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
33	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0
34	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
36	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0
37	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
EEO PUBLIC FILE REPORT
February 1, 2017 - January 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	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracusenet@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
43	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
EEO PUBLIC FILE REPORT
February 1, 2017 - January 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
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			14

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
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February 1, 2017 - January 31, 2018

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	4/12/2017	Participation in events or programs sponsored by educational institutions	On April 12, 2017, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.	1	Syracuse Market President
2	8/4/2017	Participation in events or programs sponsored by educational institutions	On August 4, 2017, our SEU General Sales Manager participated in a career day at a local community college. At the event, our SEU's General Sales Manager gave a presentation on the power of sound in radio and spoke with attendees about career opportunities in broadcasting. station participants included our General sales Manager.	1	General sales Manager
3	8/18/2017	Participation in events sponsored by community groups	On August 16, 2017, our SEU hosted a student from ARISE, a community organization that helps individuals with disabilities, for a shadow day. The student observed our SEU's daily operations and learned about different career paths in broadcasting.	1	Executive Producer
4	10/18/2017	Participation in events sponsored by community groups	On October 18, 2017, our SEU hosted a mentoring day for individuals from ARISE, a community organization that works to provide opportunities to individuals with disabilities. Our SEU's participants spoke with attendees about careers in broadcasting.	1	Excutive Producer
5	10/18/2017	Participation in events or programs sponsored by educational institutions	On October 18, 2017, a student from a local high school visited to for a shadow day. The student observed our SEU's daily operations and learned about different career paths in broadcasting.	1	Executive Producer
6	10/23/2017	Participation in events or programs sponsored by educational institutions	On October 23, 2017, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.	1	Syracuse Market President
7	1/9/2018	Participation in events or programs sponsored by educational institutions	On January 9, 2018, our SEU hosted a broadcast class from GRB High School for a station tour. Students were given the opportunity to observe how our broadcast studios operate and ask questions about careers in broadcasting.	4	Executive Producer Air Personality Program Director Program director

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WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aedeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales and Promotions Assistant**

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
22	Linked In (via active sourcing, self-referral, and/or job board posting)	N	1
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mountsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
32	Other Source	N	1
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
34	Post Standard 220 S. Warren St. Syracuse, New York 10202 Shekela Freeman Manual Posting	N	1
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	<p>S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger</p>	Y	0
38	<p>Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.</p>	N	0
39	<p>South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan</p>	N	0
40	<p>Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro</p>	Y	0
41	<p>St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti</p>	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales and Promotions Assistant**

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
44	Station Website (navigation link to company careers website)	N	1
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuseenet@hotmail.com Charlotte Tarbell	Y	0
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales and Promotions Assistant**

Recruitment source referring hiree: Station Website

Date of hire: 3/21/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			4

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales and Promotions Assistant

Position: Sales and Promotions Assistant

Hire Date: March 21, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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. Also provides reception responsibilities.

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
- Adapts to shifts in priorities and urgencies

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

- 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

SYRACUSE, NY: 500 PLUM ST, SUITE 100 & 400, 13204

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:

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/SYRACUSE-NY/Sales-and-Promotions-Assistant_Req1791-2

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 2/11/2016 2:49:03 PM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 2/11/2016 2:41:04 PM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 2/11/2016 2:36:13 PM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 2/11/2016 2:36:14 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 2/11/2016 2:36:12 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 2/11/2016 2:36:11 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 2/11/2016 2:36:13 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 2/11/2016 2:36:13 PM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 2/11/2016 3:21:43 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 2/11/2016 2:36:10 PM
11	EFAP New York Fax: 1-212-261-1717	Sent: 2/11/2016 3:01:23 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 2/11/2016 2:36:14 PM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 2/11/2016 3:17:33 PM
20	Ithaca College Fax: 1-607-274-1688	Sent: 2/11/2016 2:53:37 PM
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 2/11/2016 2:46:47 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 2/11/2016 2:43:31 PM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 2/11/2016 2:59:45 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 2/11/2016 2:36:12 PM
30	NYMRAD Fax: 1-646-254-4498	Sent: 2/11/2016 2:55:17 PM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 2/11/2016 2:36:09 PM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 2/11/2016 3:04:31 PM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 2/11/2016 3:08:03 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 2/11/2016 2:36:10 PM
40	Society of Motion Picture & Television Engineers Fax: 1-914-761-3115	Sent: 2/11/2016 3:53:04 PM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 2/11/2016 3:23:58 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 2/11/2016 2:36:12 PM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 2/11/2016 2:36:05 PM
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 2/11/2016 2:57:26 PM
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 2/11/2016 2:36:11 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 2/11/2016 2:36:10 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
50	The Native American JPTA E-mail: syracuse.net@hotmail.com	Sent: 2/11/2016 2:36:10 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 2/11/2016 3:28:39 PM Sent: 2/11/2016 2:36:11 PM
52	Wagner College Fax: 1-718-420-4012	Sent: 2/11/2016 2:52:14 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 2/11/2016 2:36:14 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 2/11/2016 2:36:09 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 2/11/2016 3:26:40 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aedeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
19	Internal Transfer/Promotion	N	1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales Manager****Recruitment source referring hiree: Internal Transfer/Promotion****Date of hire: 8/1/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
21	ITT Technical Institute 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mountsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion
Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
38	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0
39	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
41	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
44	Station Website (navigation link to company careers website)	N	2
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuseenet@hotmail.com Charlotte Tarbell	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales Manager

Recruitment source referring hiree: Internal Transfer/Promotion

Date of hire: 8/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

Position: Sales Manager

Hire Date: August 1, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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:

Oversees sales management activities in one or multiple stations.

Responsibilities

- Manages local Account Executives with goal of meeting/exceeding station revenue, prospecting and new business targets.
- Oversees advertising sales activities in assigned market; is accountable for achieving/ exceeding targeted advertising sales revenues for the market and for controlling sales expenses.
- Drives results through others, manages team performance and holds team accountable against business metrics.
- Translates market and station business strategies into specific actions to generate sales and revenue.
- Directs sales activities and processes that generate new business and deepen existing relationships.
- Sets sales goals and guides subsequent goal-setting processes.
- Prepares budgets and revenue forecasts.
- Obtains, allocates and adjusts operations resources to achieve sales and service goals.
- Oversees management of available advertising inventory to drive most profitable sales.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

- Meets with key accounts.
- Recruits, hires and ensures ongoing training and development of Account Executives.
- Goes on sales calls and conducts in-field coaching to develop Account Executives.
- May review and adjust sales territories, product mix targets and assigned call lists.
- May direct other functions such as marketing, advertising, production, traffic and sales operations.

Qualifications

- Strong understanding of broadcasting, marketing, promotion, and collection standards
- Proven ability to grow new business and find new revenue opportunities
- Excellent leadership and coaching ability; can successfully coach others in sales practices
- Deep understanding of local markets, customers, and competitors in order to target needs and drive sales
- Can create productive, long-term customer relationships.
- Adept as entrepreneurial self-starter
- Excellent ability to organize, prioritize, and multi task
- Can push self and others to achieve and excel in a fast-paced dynamic environment
- Excellent business and people decision-making skills
- Can model positive energy and handle stress in the face of challenges, deadlines and financial pressures
- Flexibility and creativity
- Excellent communication and influencing skills across multiple groups
- Excellent interpersonal skills and collaboration with others

Work Experience

- 3+ years' experience as an Account Executive or Sales Manager in media industry with proven track record of success

Education

- 4-year college degree preferred

Certifications

- None required

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

Location

Syracuse, NY: 500 Plum St, Suite 100 & 400, 13204

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/Syracuse-NY/Sales-Manager_Req2308

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 4/7/2016 5:05:00 PM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 4/7/2016 4:54:31 PM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 4/7/2016 4:37:11 PM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 4/7/2016 4:37:12 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 4/7/2016 4:37:11 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 4/7/2016 4:37:10 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 4/7/2016 4:37:12 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 4/7/2016 4:37:12 PM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 4/7/2016 5:33:48 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 4/7/2016 4:37:09 PM
11	EFAP New York Fax: 1-212-261-1717	Sent: 4/7/2016 5:15:59 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 4/7/2016 4:37:12 PM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 4/7/2016 5:29:43 PM
20	Ithaca College Fax: 1-607-274-1688	Sent: 4/7/2016 5:11:42 PM
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 4/7/2016 4:37:11 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

RS Number	Recruiting Source	Date and Time
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 4/7/2016 5:01:26 PM
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 4/7/2016 4:57:23 PM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 4/7/2016 5:07:24 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 4/7/2016 4:37:11 PM
30	NYMRAD Fax: 1-646-254-4498	Sent: 4/7/2016 5:08:46 PM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 4/7/2016 4:37:07 PM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 4/7/2016 5:17:53 PM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 4/7/2016 5:31:11 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 4/7/2016 4:37:08 PM
40	Society of Motion Picture & Television Engineers Fax: 1-914-761-3115	Sent: 4/7/2016 5:39:43 PM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 4/7/2016 5:37:11 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 4/7/2016 4:37:11 PM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 4/7/2016 4:37:01 PM
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 4/7/2016 5:14:16 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Sales Manager

RS Number	Recruiting Source	Date and Time
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 4/7/2016 4:37:10 PM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 4/7/2016 5:42:58 PM Sent: 4/7/2016 4:37:08 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 4/7/2016 4:37:08 PM
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 4/7/2016 4:37:09 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 4/7/2016 5:46:49 PM Sent: 4/7/2016 4:37:10 PM
52	Wagner College Fax: 1-718-420-4012	Sent: 4/7/2016 5:10:14 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 4/7/2016 4:37:12 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 4/7/2016 4:37:08 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 4/7/2016 5:44:46 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Indeed.com (source not directly contacted by SEU)	N	1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
21	ITT Technical Institute 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mountsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales and Promotions Assistant**

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Sales and Promotions Assistant**

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
38	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0
39	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
41	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
44	Station Website (navigation link to company careers website)	N	1
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuse.net@hotmail.com Charlotte Tarbell	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: Station Website

Date of hire: 5/16/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

Position: Sales and Promotions Assistant

Hire Date: May 16, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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. Also provides reception responsibilities.

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
- Adapts to shifts in priorities and urgencies

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

- 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

Syracuse, NY: 500 Plum St, Suite 100 & 400, 13204

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:

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Syracuse-NY/Sales-and-Promotions-Assistant_Req2354

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 4/7/2016 6:33:55 PM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 4/7/2016 6:16:10 PM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 4/7/2016 4:39:15 PM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 4/7/2016 4:39:16 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 4/7/2016 4:39:14 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 4/7/2016 4:39:12 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 4/7/2016 4:39:16 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 4/7/2016 4:39:15 PM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 4/7/2016 6:53:18 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 4/7/2016 4:39:11 PM
11	EFAP New York Fax: 1-212-261-1717	Sent: 4/7/2016 6:46:44 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 4/7/2016 4:39:16 PM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 4/7/2016 6:49:31 PM
20	Ithaca College Fax: 1-607-274-1688	Sent: 4/7/2016 6:37:14 PM
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 4/7/2016 4:39:15 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 4/7/2016 6:21:49 PM
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 4/7/2016 6:19:00 PM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 4/7/2016 6:39:34 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 4/7/2016 4:39:14 PM
30	NYMRAD Fax: 1-646-254-4498	Sent: 4/7/2016 6:40:52 PM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 4/7/2016 4:39:09 PM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 4/7/2016 6:45:06 PM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 4/7/2016 6:51:15 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 4/7/2016 4:39:11 PM
40	Society of Motion Picture & Television Engineers Fax: 1-914-761-3115	Sent: 4/7/2016 7:03:57 PM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 4/7/2016 7:06:10 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 4/7/2016 4:39:14 PM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 4/7/2016 4:39:02 PM
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 4/7/2016 6:43:01 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 4/7/2016 4:39:12 PM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 4/7/2016 7:08:29 PM Sent: 4/7/2016 4:39:10 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 4/7/2016 4:39:10 PM
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 4/7/2016 4:39:11 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 4/7/2016 7:12:12 PM Sent: 4/7/2016 4:39:13 PM
52	Wagner College Fax: 1-718-420-4012	Sent: 4/7/2016 6:35:35 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 4/7/2016 4:39:17 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 4/7/2016 4:39:10 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 4/7/2016 7:10:13 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Morning News Anchor

Recruitment source referring hiree: Employee Referral

Date of hire: 5/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aedeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Morning News Anchor

Recruitment source referring hiree: Employee Referral

Date of hire: 5/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
13	Employee Referral	N	1
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Morning News Anchor

Recruitment source referring hiree: Employee Referral

Date of hire: 5/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Morning News Anchor

Recruitment source referring hiree: Employee Referral

Date of hire: 5/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracusenet@hotmail.com Charlotte Tarbell	Y	0
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Morning News Anchor

Recruitment source referring hiree: Employee Referral

Date of hire: 5/23/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Morning News Anchor

Position: 570 WSYR Morning News Anchor

Hire Date: May 23, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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:

Prepares and broadcasts news coverage.

Responsibilities

- Gathers and verifies factual information through interviews, observation and research.
- Monitors sources for breaking news, e.g., wires and social media.
- Plans, writes, edits, and voices news broadcasts.
- Finalizes content using digital audio editing software.
- Maintains crucial deadlines in order to provide news stories in a timely fashion.
- Repackages content from producers and field reporters for newscasts.
- Identifies technical equipment and resource requirements for recording interviews and other audio material.
- May produce features and interviews as assigned.
- May specialize in a particular field of news broadcasting (e.g. political, traffic, finance or military).
- May prepare written content, visual images, audio material and video footage for websites, blogs or other social-media platforms.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Morning News Anchor

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Knowledgeable and up-to-date with local and national trends and/or specialized knowledge of subjects/events related to on-air topics
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Well-rounded communication skills for conducting interviews
- Ability to work both independently and collaboratively in a team environment
- Excellent writing and editing skills; proficient in grammar
- Strong attention to detail
- Proficient in media production and broadcast systems
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- May require other language proficiency, e.g., Spanish

Work Experience

- 3+ years' experience in on-air journalism in smaller market or college station

Education

- 4-year college degree, preferably in Broadcast Journalism or Communications

Certifications

- None required

Location

Syracuse, NY: 500 Plum St, Suite 100 & 400, 13204

Position Type

Regular

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Morning News Anchor

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/Syracuse-NY/XMLNAME-570-WSYR-Morning-News-AnchordReq2494

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for 570 WSYR Morning News Anchor**

RS Number	Recruiting Source	Date and Time
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 4/20/2016 1:48:05 PM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 4/20/2016 1:48:07 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 4/20/2016 1:48:05 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 4/20/2016 1:48:03 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 4/20/2016 1:48:06 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 4/20/2016 1:48:06 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 4/20/2016 1:48:02 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 4/20/2016 1:48:06 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 4/20/2016 1:48:04 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 4/20/2016 1:48:01 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 4/20/2016 1:48:04 PM
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 4/20/2016 1:48:03 PM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 4/20/2016 2:33:53 PM Sent: 4/20/2016 1:48:01 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 4/20/2016 1:48:00 PM
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 4/20/2016 1:48:01 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 4/20/2016 2:37:35 PM Sent: 4/20/2016 1:48:03 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for 570 WSYR Morning News Anchor**

RS Number	Recruiting Source	Date and Time
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 4/20/2016 1:48:07 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 4/20/2016 1:48:00 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 4/20/2016 2:35:36 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hire: **Indeed.com** (source not directly contacted by SEU)

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager**

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Indeed.com (source not directly contacted by SEU)	N	1
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
21	ITT Technical Institue 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mounthsaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0
30	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
38	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpte.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
41	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuseenet@hotmail.com Charlotte Tarbell	Y	0
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager**

Recruitment source referring hire: Indeed.com

Date of hire: 7/11/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Position: Account Manager

Hire Date: July 11, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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.
- Ensures prompt payments.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- 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

- None required

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Location

Syracuse, NY: 500 Plum St, Suite 100 & 400, 13204

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/Syracuse-NY/Account-Manager_Req3033

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 6/3/2016 10:36:06 AM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 6/3/2016 10:32:14 AM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 6/3/2016 10:28:12 AM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 6/3/2016 10:28:13 AM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 6/3/2016 10:28:12 AM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 6/3/2016 10:28:11 AM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 6/3/2016 10:28:13 AM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 6/3/2016 10:28:13 AM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 6/3/2016 10:54:49 AM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 6/3/2016 10:28:10 AM
11	EFAP New York Fax: 1-212-261-1717	Sent: 6/3/2016 10:40:56 AM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 6/3/2016 10:28:13 AM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 6/3/2016 10:46:25 AM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 6/3/2016 10:28:10 AM
20	Ithaca College Fax: 1-607-274-1688	Sent: 6/3/2016 10:38:51 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 6/3/2016 10:28:12 AM
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 6/3/2016 10:35:12 AM
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 6/3/2016 10:33:30 AM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 6/3/2016 10:28:08 AM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 6/3/2016 10:43:26 AM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 6/3/2016 10:28:12 AM
30	NYMRAD Fax: 1-646-254-4498	Sent: 6/3/2016 10:38:30 AM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 6/3/2016 10:28:11 AM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 6/3/2016 10:28:08 AM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 6/3/2016 10:51:52 AM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 6/3/2016 10:46:31 AM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 6/3/2016 10:28:09 AM
40	Society of Motion Picture & Television Engineers Fax: 1-914-761-3115	Sent: 6/3/2016 10:56:34 AM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 6/3/2016 10:54:42 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 6/3/2016 10:28:11 AM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 6/3/2016 10:28:03 AM
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 6/3/2016 10:41:03 AM
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 6/3/2016 10:28:11 AM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 6/3/2016 10:58:56 AM Sent: 6/3/2016 10:28:09 AM
49	Syracuse University E-mail: careers@syr.edu	Sent: 6/3/2016 10:28:09 AM
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 6/3/2016 10:28:10 AM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 6/3/2016 10:58:44 AM Sent: 6/3/2016 10:28:11 AM
52	Wagner College Fax: 1-718-420-4012	Sent: 6/3/2016 10:37:27 AM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 6/3/2016 10:28:13 AM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 6/3/2016 10:28:09 AM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 6/3/2016 11:00:29 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 8/8/2016****Recruitment source referring hiree: Station On-Air Advertisement****Date of hire: 8/8/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
13	Employee Referral	N	2

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 8/8/2016****Recruitment source referring hiree: Station On-Air Advertisement****Date of hire: 8/8/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
21	ITT Technical Institutue 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
23	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0
24	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mounstaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
26	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
27	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
28	Non-Employee Referral	N	1
29	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
31	Onondaga Community College 4585 W. Seneca Tpke Syracuse, New York 13215 Url : www.sunyocc.edu Mandy Avery Manual Posting	Y	0
33	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
35	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Employee Referral

Date of hire: 10/3/2016

Recruitment source referring hiree: Non-Employee Referral

Date of hire: 8/8/2016

Recruitment source referring hiree: Station On-Air Advertisement

Date of hire: 8/8/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
36	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0
37	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
39	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
40	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 8/8/2016****Recruitment source referring hiree: Station On-Air Advertisement****Date of hire: 8/8/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0
42	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0
43	Station On-Air Advertisement	N	1
45	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
46	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 8/8/2016****Recruitment source referring hiree: Station On-Air Advertisement****Date of hire: 8/8/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
47	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
48	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuse.net@hotmail.com Charlotte Tarbell	Y	0
49	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
50	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Employee Referral****Date of hire: 10/3/2016****Recruitment source referring hiree: Non-Employee Referral****Date of hire: 8/8/2016****Recruitment source referring hiree: Station On-Air Advertisement****Date of hire: 8/8/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
52	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
53	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			4

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Position: Account Manager

Hire Date: August 8, 2016

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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.
- Ensures prompt payments.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- 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

- None required

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Location

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

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/Syracuse-NY/Account-Manager_Req3581

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 Lindsay Ott at lindsayott@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 7/25/2016 4:26:08 PM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 7/25/2016 4:20:29 PM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 7/25/2016 4:17:11 PM
4	Bryant & Stratton College E-mail: aeeveney@bryantstratton.edu	Sent: 7/25/2016 4:17:13 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 7/25/2016 4:17:11 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 7/25/2016 4:17:08 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 7/25/2016 4:17:12 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 7/25/2016 4:17:12 PM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 7/25/2016 4:42:08 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 7/25/2016 4:17:07 PM
11	EFAP New York Fax: 1-212-261-1717	Sent: 7/25/2016 4:38:33 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 7/25/2016 4:17:12 PM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 7/25/2016 4:34:20 PM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 7/25/2016 4:17:06 PM
20	Ithaca College Fax: 1-607-274-1688	Sent: 7/25/2016 4:27:38 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 7/25/2016 4:17:12 PM
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 7/25/2016 4:23:27 PM
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 7/25/2016 4:23:16 PM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 7/25/2016 4:17:03 PM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 7/25/2016 4:29:58 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 7/25/2016 4:17:11 PM
30	NYMRAD Fax: 1-646-254-4498	Sent: 7/25/2016 4:28:04 PM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 7/25/2016 4:17:09 PM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 7/25/2016 4:17:02 PM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 7/25/2016 4:31:47 PM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 7/25/2016 4:33:58 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 7/25/2016 4:17:05 PM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 7/25/2016 4:42:08 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 7/25/2016 4:17:10 PM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 7/25/2016 4:16:53 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 7/25/2016 4:30:15 PM
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 7/25/2016 4:17:09 PM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 7/25/2016 4:45:43 PM Sent: 7/25/2016 4:17:04 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 7/25/2016 4:17:04 PM
50	The Native American JPTA E-mail: syracuse.net@hotmail.com	Sent: 7/25/2016 4:17:06 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 7/25/2016 4:47:37 PM Sent: 7/25/2016 4:17:09 PM
52	Wagner College Fax: 1-718-420-4012	Sent: 7/25/2016 4:26:25 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 7/25/2016 4:17:13 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 7/25/2016 4:17:03 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 7/25/2016 4:45:30 PM

WBBS, WHEN, WSYR, WYSR-FM, WWHT, WYYY

VACANCY DATA FORM

Full-Time Job Title: Account Manager	Date Filled: 8/8/2017
Recruitment Source ("RS") Referring Hiree: Station On-Air Advertisement	Total Number of Interviewees: See note below

Note: Please see the Vacancy Data Form for the first Account Manager position filled on 8/8/2017 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WBBS, WHEN, WSYR, WYSR-FM, WWHT, WYYY

VACANCY DATA FORM

Full-Time Job Title: Account Manager	Date Filled: 10/3/2017
Recruitment Source ("RS") Referring Hiree: Employee Referral	Total Number of Interviewees: See note below

Note: Please see the Vacancy Data Form for the Account Manager position filled on 8/8/2017 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WBBS, WHEN, WSYR, WYSR-FM, WWHT, WYYY

VACANCY DATA FORM

Full-Time Job Title: Account Manager	Date Filled: 10/3/2017
Recruitment Source ("RS") Referring Hiree: Employee Referral	Total Number of Interviewees: See note below

Note: Please see the Vacancy Data Form for the Account Manager position filled on 8/8/2017 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Abilities, Inc. 201 I.U. Willets Rd. Albertson, New York 11507 Phone : 516-465-1546 Fax : 1-516-747-2046 Anita Zimmerman	N	0
2	Amsterdam News 2340 Fred Douglas Blvd. New York, New York 10027 Phone : 212-932-7400 Email : amnewspress@aol.com Fax : 1-212-932-7467 Elinor Tatum	N	0
3	Aurora of Central New York 518 James Street #100 Syracuse, New York 13203 Phone : 315-422-7263 Url : www.auroraofcny.org Email : auroraofcny@auroraofcny.org Frieda Heckman	Y	0
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0
9	Corporate Diversity Search, Inc. P.O. Box 1086 Webster, New York 14580 Phone : (585) 787-0537 Url : www.corpdiversitysearch.com Email : oates@corpdiversitysearch.com Fax : (585) 787-1321 Diane Oates	N	0
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
11	EFAP New York c/o New York Institute of Technology 1855 Broadway, Room 304 New York, New York 10023 Phone : 212-261-1707 Email : efap@nyit.edu Fax : 1-212-261-1717 Gabriela Menier	N	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
13	Employee Referral	N	1
14	Flatbush Development Corporation 1616 Newkirk Ave. Brooklyn, New York 11226 Phone : 718-859-4595 Email : redmond@fdconline.org Fax : 1-718-859-4632 Robin Redmond-Tozza	N	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	2
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Ithaca College 1101 Gannett Center Ithaca, New York 14850 Phone : 607-274-1687 Email : jobline@ithaca.edu Fax : 1-607-274-1688 John Fracchia	N	0
20	ITT Technical Institute 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
21	Martin Luther King Multi Purpose Center 110 Bethune Blvd. Spring Valley, New York 10977 Phone : 845-425-8910 Fax : 1-845-425-9629 Stella Marrs	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	Mount Saint Vincent College 6301 Riverdale Ave. Riverdale, New York 10471 Phone : 718-405-3263 Email : dmachado@mounstaintvincent.edu Fax : 1-718-405-3491 Diane Machado	N	0
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenacpyouth@yahoo.com n/a n/a	Y	0
24	New Rochelle Community Action Program 95 Lincoln Ave. New Rochelle, New York 10801 Phone : 914-636-3050 Email : capnr2000@yahoo.com Fax : 1-914-636-7782 Barbara DelVecchio	N	0
25	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
26	NYMRAD 261 Madison Ave. 23rd Floor New York, New York 10016 Phone : 646-254-4493 Email : db@nymrad.org Fax : 1-646-254-4498 Deborah Beagan	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
29	PJ Video Productions 167 Parkside Drive Suffern, New York 10901 Phone : 845-270-0941 Email : quinnsmail@yahoo.com John Quinn	N	0
30	Purchase College, SUNY 735 Anderson Hill Rd. Purchase, New York 10577 Phone : 914-251-6370 Email : career.development@purchase.edu Fax : 1-914-251-7802 Wendy Morosoff	N	0
31	Queens Educational Opportunity 158-29 Archer Ave. Jamaica, New York 11433 Phone : 718-725-3336 Email : n.williams.qns@eoc.cuny.edu Fax : 1-718-658-5604 Nathan Williams	N	0
32	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Society of Motion Picture & Television Engineers 595 West Hartsdale Ave. White Plains, New York 10607 Phone : (888) 491-8833 Url : www.careercentral.smpete.org/post.cfm Fax : 1-914-761-3115 Frederick C.	N	0
34	South Asian Journalists Ass'n 2950 Broadway New York, New York 10027 Phone : 212-854-7837 Email : ss221@columbia.edu Fax : 212-854-7837 S. Sreenivasan	N	0
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
36	St. John's University 8000 Utopia Parkway Jamaica, New York 11439 Phone : 718-990-1327 Email : careers@stjohns.edu Fax : 1-718-969-0446 Julia Tramonti	N	0
37	St. Thomas Aquinas College 125 Route 340 Sparkill, New York 10976 Phone : 845-398-4065 Email : careers@stac.edu Fax : 1-845-398-4151 Rachel Jackiewicz	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	SUNY Oswego, Career Services 7060 State Route 104 145 Campus Center Oswego, New York 13126 Url : www.oswego.edu/student/career Email : Career@oswego.edu n/a n/a	Y	0
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracusenet@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 3/6/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 3/27/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Wagner College 1 Campus Rd. Staten Island, New York 10301 Phone : 718-420-4016 Email : careerdevelopment@wagner.edu Fax : 1-718-420-4012 Career Services	N	0
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Position: Account Manager

Hire Date: March 6, 2017

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- 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

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

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:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Syracuse-NY/Account-Manager_Req4619

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Account Manager

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
1	Abilities, Inc. Fax: 1-516-747-2046	Sent: 10/26/2016 1:36:15 PM
2	Amsterdam News Fax: 1-212-932-7467	Sent: 10/26/2016 1:30:05 PM
3	Aurora of Central New York E-mail: auroraofcny@auroraofcny.org	Sent: 10/26/2016 12:59:15 PM
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 10/26/2016 12:59:19 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 10/26/2016 12:59:15 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 10/26/2016 12:59:11 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 10/26/2016 12:59:18 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 10/26/2016 12:59:17 PM
9	Corporate Diversity Search, Inc. Fax: 585-787-1321	Sent: 10/26/2016 1:55:46 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 10/26/2016 12:59:10 PM
11	EFAP New York Fax: 1-212-261-1717	Sent: 10/26/2016 1:49:32 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 10/26/2016 12:59:18 PM
14	Flatbush Development Corporation Fax: 1-718-859-4632	Sent: 10/26/2016 1:52:49 PM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 10/26/2016 12:59:08 PM
20	Ithaca College Fax: 1-607-274-1688	Sent: 10/26/2016 1:35:33 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 10/26/2016 12:59:16 PM
24	Martin Luther King Multi Purpose Center Fax: 1-845-425-9629	Sent: 10/26/2016 1:33:48 PM
25	Mount Saint Vincent College Fax: 1-718-405-3491	Sent: 10/26/2016 1:33:03 PM
26	NAACP of Syracuse E-mail: Syracuseaacapyouth@yahoo.com	Sent: 10/26/2016 12:59:05 PM
27	New Rochelle Community Action Program Fax: 1-914-636-7782	Sent: 10/26/2016 1:47:38 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 10/26/2016 12:59:14 PM
30	NYMRAD Fax: 1-646-254-4498	Sent: 10/26/2016 2:18:14 PM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 10/26/2016 12:59:13 PM
35	PJ Video Productions E-mail: quinnsmail@yahoo.com	Sent: 10/26/2016 12:59:05 PM
37	Purchase College, SUNY Fax: 1-914-251-7802	Sent: 10/26/2016 1:51:24 PM
38	Queens Educational Opportunity Fax: 1-718-658-5604	Sent: 10/26/2016 1:53:13 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 10/26/2016 12:59:08 PM
40	Society of Motion Picture & Television Engineers Fax: 1-914-761-3115	Sent: 10/26/2016 2:11:42 PM
41	South Asian Journalists Ass'n Fax: 212-854-7837	Sent: 10/26/2016 1:55:38 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 10/26/2016 12:59:14 PM
43	St. John's University E-mail: careers@stjohns.edu	Sent: 10/26/2016 12:58:53 PM
44	St. Thomas Aquinas College Fax: 1-845-398-4151	Sent: 10/26/2016 1:49:32 PM
47	SUNY Oswego, Career Services E-mail: Career@oswego.edu	Sent: 10/26/2016 12:59:12 PM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 10/26/2016 1:58:22 PM Sent: 10/26/2016 12:59:07 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 10/26/2016 12:59:07 PM
50	The Native American JPTA E-mail: syracuse.net@hotmail.com	Sent: 10/26/2016 12:59:09 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 10/26/2016 2:00:11 PM Sent: 10/26/2016 12:59:12 PM
52	Wagner College Fax: 1-718-420-4012	Sent: 10/26/2016 1:37:01 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 10/26/2016 12:59:20 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 10/26/2016 12:59:06 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 10/26/2016 1:57:44 PM

WBBS, WHEN, WSYR, WYSR-FM, WWHT, WYYY

VACANCY DATA FORM

Full-Time Job Title: Account Manager	Date Filled: 3/27/2017
Recruitment Source ("RS") Referring Hiree: iHeartMedia.jobs	Total Number of Interviewees: See note below

Note: Please see the Vacancy Data Form for the Account Manager position filled on 3/6/2017 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
12	Electronic Media Communications Dept 49 4585 West Seneca Turnpike Ste W150 Syracuse, New York 13215 Url : www.sunyocc.edu Email : averym@sunyocc.edu Mandi Avery	Y	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	2
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager**

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	Ithaca College 953 Danby Road Ithaca, New York 14850 Url : www.ithaca.edu Email : cboyer@ithaca.edu Cheryl Boyer	Y	0
20	ITT Technical Institue 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
25	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
27	Office of Minority Affairs 201 E. Washington Street City Hall Room 219 Syracuse, New York 13202 Url : www.syracuse.ny.us Email : lmittchell@syrgov.net Lamont Mitchell	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
32	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 5/15/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracusenet@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Position: Account Manager

Hire Date: May 15, 2017

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- 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

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

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

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

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:

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Syracuse-NY/Account-Manager_Req5928-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
4	Bryant & Stratton College E-mail: aeveney@bryantstratton.edu	Sent: 3/23/2017 2:18:36 PM
5	California Chicano News Media Association (CCNMA) E-mail: ccmainfo@ccnma.org	Sent: 3/23/2017 2:18:34 PM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 3/23/2017 2:18:33 PM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 3/23/2017 2:18:36 PM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 3/23/2017 2:18:35 PM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 3/23/2017 2:18:32 PM
12	Electronic Media Communications Dept 49 E-mail: averym@sunyocc.edu	Sent: 3/23/2017 2:18:36 PM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 3/23/2017 2:18:32 PM
21	Ithaca College E-mail: cboyer@ithaca.edu	Sent: 3/23/2017 2:18:35 PM
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 3/23/2017 2:18:35 PM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 3/23/2017 2:18:30 PM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 3/23/2017 2:18:34 PM
31	Office of Minority Affairs E-mail: lmittchell@syr.gov.net	Sent: 3/23/2017 2:18:32 PM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 3/23/2017 2:18:34 PM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 3/23/2017 2:18:32 PM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 3/23/2017 2:18:34 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 3/23/2017 2:22:10 PM Sent: 3/23/2017 2:18:31 PM
49	Syracuse University E-mail: careers@syr.edu	Sent: 3/23/2017 2:18:31 PM
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 3/23/2017 2:18:32 PM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 3/23/2017 2:25:04 PM Sent: 3/23/2017 2:18:34 PM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 3/23/2017 2:18:36 PM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 3/23/2017 2:18:31 PM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 3/23/2017 2:22:17 PM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hire: iHeartMedia.jobs

Date of hire: 6/5/2017

Recruitment source referring hire: iHeartMedia.jobs

Date of hire: 8/28/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 6/5/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 8/28/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	3
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
20	ITT Technical Institue 235 Greenfield Pkwy. Liverpool, New York 13088 Url : www.itt-tech.edu Email : jjoyce@itt-tech.edu Fax : 1-315-461-8008 Jerome Joyce	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 6/5/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 8/28/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0
25	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
27	Office of Minority Affairs 201 E. Washington Street City Hall Room 219 Syracuse, New York 13202 Url : www.syracuse.ny.us Email : lmitchell@syrgov.net Lamont Mitchell	Y	0
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
32	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 6/5/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 8/28/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuseenet@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Sales and Promotions Assistant

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 6/5/2017

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 8/28/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

Position: Sales and Promotions Assistant

Hire Date: June 5, 2017

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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:

Provides support in sales administration, generates sales-related reports , and acts as an extension of the sales team. Also responsible for reception responsibilities.

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

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

- 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

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

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.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for Sales and Promotions Assistant

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/Syracuse-NY/Sales-and-Promotions-Assistant_Req6083

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 Kenneth Dees at kennydees@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 5/31/2017 11:42:54 AM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 5/31/2017 11:42:52 AM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 5/31/2017 11:42:51 AM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 5/31/2017 11:42:53 AM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 5/31/2017 11:42:53 AM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 5/31/2017 11:42:50 AM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 5/31/2017 11:42:49 AM
22	ITT Technical Institue E-mail: jjoyce@itt-tech.edu	Sent: 5/31/2017 11:42:53 AM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 5/31/2017 11:42:48 AM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 5/31/2017 11:42:52 AM
31	Office of Minority Affairs E-mail: lmittchell@syrgov.net	Sent: 5/31/2017 11:42:50 AM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 5/31/2017 11:42:52 AM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 5/31/2017 11:42:49 AM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 5/31/2017 11:42:52 AM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 5/31/2017 11:45:50 AM Sent: 5/31/2017 11:42:49 AM
49	Syracuse University E-mail: careers@syr.edu	Sent: 5/31/2017 11:42:48 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for Sales and Promotions Assistant**

RS Number	Recruiting Source	Date and Time
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 5/31/2017 11:42:50 AM
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 5/31/2017 11:48:15 AM Sent: 5/31/2017 11:42:51 AM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 5/31/2017 11:42:54 AM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 5/31/2017 11:42:48 AM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 5/31/2017 11:45:56 AM

WBBS, WHEN, WSYR, WYSR-FM, WWHT, WYYY

VACANCY DATA FORM

Full-Time Job Title: Sales and Promotions Assistant	Date Filled: 8/28/2017
Recruitment Source ("RS") Referring Hiree: iHeartMedia.jobs	Total Number of Interviewees: See note below

Note: Please see the Vacancy Data Form for the Sales and Promotions Assistant position filled on 6/5/2017 for recruitment source information and related documentation. The recruitment efforts used to fill that position, as well as the same interviewees, also apply to this position.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager**

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	1
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
27	Office of Minority Affairs 201 E. Washington Street City Hall Room 219 Syracuse, New York 13202 Url : www.syracuse.ny.us Email : lmitchell@syrgov.net Lamont Mitchell	Y	0
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
32	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Vacancy Data Form****Account Manager**

Recruitment source referring hire: iHeartMedia.jobs

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracuse.net@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

Account Manager

Recruitment source referring hiree: iHeartMedia.jobs

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

Position: Account Manager

Hire Date: October 23, 2017

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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.

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

- 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

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

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

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

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:

**WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager**

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Syracuse-NY/Account-Manager_Req8073

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 Kenneth Dees at kennydees@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 9/18/2017 9:15:20 AM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 9/18/2017 9:15:18 AM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 9/18/2017 9:15:17 AM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 9/18/2017 9:15:19 AM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 9/18/2017 9:15:19 AM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 9/18/2017 9:15:16 AM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 9/18/2017 9:15:15 AM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 9/18/2017 9:15:13 AM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 9/18/2017 9:15:18 AM
31	Office of Minority Affairs E-mail: lmitchell@syrgov.net	Sent: 9/18/2017 9:15:16 AM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 9/18/2017 9:15:18 AM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 9/18/2017 9:15:15 AM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 9/18/2017 9:15:18 AM
48		
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 9/18/2017 9:23:11 AM Sent: 9/18/2017 9:15:15 AM
49	Syracuse University E-mail: careers@syr.edu	Sent: 9/18/2017 9:15:14 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
Fax and E-mail verification summary report for Account Manager

RS Number	Recruiting Source	Date and Time
50	The Native American JPTA E-mail: syracuseenet@hotmail.com	Sent: 9/18/2017 9:15:15 AM
51		
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 9/18/2017 9:26:05 AM Sent: 9/18/2017 9:15:17 AM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 9/18/2017 9:15:20 AM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 9/18/2017 9:15:14 AM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 9/18/2017 9:23:33 AM
56		

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Afternoon News Anchor

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Bryant & Stratton College 8687 Carling Rd. Liverpool, New York 13090 Phone : 315-652-6500x271 Email : aeveney@bryantstratton.edu Alex Deveney	Y	0
5	California Chicano News Media Association (CCNMA) 727 West 27th St., Room 201 Los Angeles, California 90071 Phone : 213-821-0075 Url : www.ccnma.org Email : ccnmainfo@ccnma.org Sylvia Wells	Y	0
6	Cayuga Community College 197 Franklin Street Auburn, New York 13021 Url : www.cayuga-cc.edu Email : merritt@cayuga-cc.edu Karen Merritt	Y	0
7	Center for Community Alternatives 115 Jefferson Street Suite 300 Syracuse, New York 13202 Url : www.communityalternatives.org Email : cca@communityalternatives.org n/a n/a	Y	0
8	Cornell University 203 Barnes Hall Ithaca, New York 14850 Url : www.cornell.edu Email : ccnet@cornell.edu Career Services	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Afternoon News Anchor

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
10	Dunbar Association Inc 1453 S State Street Syracuse, New York 13205 Phone : (315) 760-3155 Url : n/a Email : thenewdunbar@gmail.com n/a n/a	Y	0
15	Howard University 525 Bryant St.NW Washington, District of Columbia 20059 Url : www.gs.howard.edu Email : cedarrecruiting@howard.edu Career Services	Y	0
16	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	4
17	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
23	NAACP of Syracuse PO Box 397 Colvin Elmwood Station Syracuse, New York 13205 Url : www.NAACP.org Email : Syracusenaacpyouth@yahoo.com n/a n/a	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Afternoon News Anchor

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	New York State Broadcaster Assciation 1805 Western Ave Albany, New York 12203 Url : www.nysbroadcasters.org Email : cjung@nysbroadcasters.org Carolyn Jung	Y	0
27	Office of Minority Affairs 201 E. Washington Street City Hall Room 219 Syracuse, New York 13202 Url : www.syracuse.ny.us Email : lmitchell@syr.gov Lamont Mitchell	Y	0
28	Onondaga -Madison Board of Cooperative Educational Services (BOCES) PO Box 4754 Syracuse, New York 13290 Url : www.ocmboces.org Email : mukleya@ocmboces.org Mari Ukleya	Y	0
32	S I Newhouse School of Public Comm. 313 Newhouse Three 215 University Place Syracuse, New York 13244 Url : www.newhouse.syr.edu Email : belichti@syr.edu Bridget Lichtinger	Y	0
35	Spanish Action League 700 Oswego Street Syracuse, New York 13204 Phone : (315) 475-6153 ext. 213 Url : www.spanishactionleague.com Email : careers@laligaupstateny.org Idaliz Pizarro	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Afternoon News Anchor

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	Syracuse Model Neighborhood Facility 401 South Ave. Syracuse, New York 13204 Url : www.swccsyr.org Email : info@swccsyr.org Fax : 1-315-479-8023 n/a n/a	Y	0
40	Syracuse University 235 Schine Student Center Syracuse, New York 13244 Url : www.syr.edu Email : careers@syr.edu Career Services	Y	0
41	The Native American JPTA 312 Gifford Street Syracuse, New York 13204 Url : www.userinstinct.com Email : syracusenet@hotmail.com Charlotte Tarbell	Y	0
42	Tompkins-Cortland Community College 170 North Street PO Box 139 Dryden, New York 13053 Url : www.tc3.edu Email : evenert@tc3.edu Fax : 1-607-844-6539 Teri Evener	Y	0
44	WISE Center The Tech Garden, Box 44 Syracuse, New York 13202 Phone : (315) 443-8634 Url : http://wisecenter.org/ Email : alwaterb@syr.edu Alexandra Waterbury	Y	0

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Vacancy Data Form

570 WSYR Afternoon News Anchor

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 1/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	Women's Information Center 601 Allen Street #1 Syracuse, New York 13210 Url : www.womensinfo.org Email : womensinfocenter@gmail.com n/a n/a	Y	0
46	Women's Opportunity Center 901 James Street Syracuse, New York 13203 Url : www.labor.state.ny.us Fax : 1-315-446-5869 Peggy Woods	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			5

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Afternoon News Anchor

Position: 570 WSYR Afternoon News Anchor

Hire Date: January 2, 2018

This report, generated by Broadcast1Source, verifies that WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY 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:

Prepares and broadcasts news coverage.

Responsibilities

- Gathers and verifies factual information through interviews, observation and research.
- Monitors sources for breaking news, e.g., wires and social media.
- Plans, writes, edits, and voices news broadcasts.
- Finalizes content using digital audio editing software.
- Maintains crucial deadlines in order to provide news stories in a timely fashion.
- Repackages content from producers and field reporters for newscasts.
- Identifies technical equipment and resource requirements for recording interviews and other audio material.
- May produce features and interviews as assigned.
- May specialize in a particular field of news broadcasting (e.g. political, traffic, finance or military).

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Afternoon News Anchor

- May prepare written content, visual images, audio material and video footage for websites, blogs or other social-media platforms.

Qualifications

- Proficient in Microsoft Office suite and social networking platforms
- Knowledgeable and up-to-date with local and national trends and/or specialized knowledge of subjects/events related to on-air topics
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Well-rounded communication skills for conducting interviews
- Ability to work both independently and collaboratively in a team environment
- Excellent writing and editing skills; proficient in grammar
- Strong attention to detail
- Proficient in media production and broadcast systems
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- May require other language proficiency, e.g., Spanish

Work Experience

- 3+ years' experience in on-air journalism in smaller market or college station

Education

- 4-year college degree, preferably in Broadcast Journalism or Communications

Certifications

- None required

Location

Syracuse, NY: 500 Plum St, Suite 100 and 400, 13204

Position Type

Regular

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY

Fax and E-mail verification summary report for 570 WSYR Afternoon News Anchor

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/Syracuse-NY/XMLNAME-570-WSYR-Afternoon-News-Anchor_Req8348-1

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 Kenneth Dees at kennydees@iheartmedia.com

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for 570 WSYR Afternoon News Anchor**

RS Number	Recruiting Source	Date and Time
4	Bryant & Stratton College E-mail: aedeveney@bryantstratton.edu	Sent: 9/18/2017 9:12:49 AM
5	California Chicano News Media Association (CCNMA) E-mail: ccnmainfo@ccnma.org	Sent: 9/18/2017 9:12:47 AM
6	Cayuga Community College E-mail: merritt@cayuga-cc.edu	Sent: 9/18/2017 9:12:45 AM
7	Center for Community Alternatives E-mail: cca@communityalternatives.org	Sent: 9/18/2017 9:12:48 AM
8	Cornell University E-mail: ccnet@cornell.edu	Sent: 9/18/2017 9:12:48 AM
10	Dunbar Association Inc E-mail: thenewdunbar@gmail.com	Sent: 9/18/2017 9:12:45 AM
15	Howard University E-mail: cedarrecruiting@howard.edu	Sent: 9/18/2017 9:12:44 AM
26	NAACP of Syracuse E-mail: Syracusenaacpyouth@yahoo.com	Sent: 9/18/2017 9:12:42 AM
28	New York State Broadcaster Assciation E-mail: cjung@nysbroadcasters.org	Sent: 9/18/2017 9:12:47 AM
31	Office of Minority Affairs E-mail: lmittchell@syrgov.net	Sent: 9/18/2017 9:12:44 AM
32	Onondaga -Madison Board of Cooperative Educational Services (BOCES) E-mail: mukleya@ocmboces.org	Sent: 9/18/2017 9:12:46 AM
39	S I Newhouse School of Public Comm. E-mail: belichti@syr.edu	Sent: 9/18/2017 9:12:43 AM
42	Spanish Action League E-mail: careers@laligaupstateny.org	Sent: 9/18/2017 9:12:47 AM
48	Syracuse Model Neighborhood Facility Fax: 1-315-479-8023 E-mail: info@swccsyr.org	Sent: 9/18/2017 9:57:38 AM Sent: 9/18/2017 9:12:43 AM
49	Syracuse University E-mail: careers@syr.edu	Sent: 9/18/2017 9:12:43 AM
50	The Native American JPTA E-mail: syracusenet@hotmail.com	Sent: 9/18/2017 9:12:44 AM

WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY**Fax and E-mail verification summary report for 570 WSYR Afternoon News Anchor**

RS Number	Recruiting Source	Date and Time
51	Tompkins-Cortland Community College Fax: 1-607-844-6539 E-mail: evenert@tc3.edu	Sent: 9/18/2017 9:59:58 AM Sent: 9/18/2017 9:12:46 AM
54	WISE Center E-mail: alwaterb@syr.edu	Sent: 9/18/2017 9:12:49 AM
55	Women's Information Center E-mail: womensinfocenter@gmail.com	Sent: 9/18/2017 9:12:42 AM
56	Women's Opportunity Center Fax: 1-315-446-5869	Sent: 9/18/2017 9:57:44 AM

C

**WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
RECRUITMENT INITIATIVES FORM**

February 1, 2016 – January 31, 2017

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in other activities designed by the station employment unit	2/8/2016	During February 2016, our SEU worked with Syracuse City School District to partner with local ITC High School's 11th grade media class on a radio and digital campaign project. Our SEU's Creative Director met with 10 students from the class twice a week for four weeks to help the students create the campaign and learn about radio and digital media. The program culminated with our SEU hosting a full-day station tour at our facilities. The students recorded their campaign commercials in our studios and met with our SEU's Market President to talk about different career paths in broadcasting.
2.	Participation in Job Fairs	3/16/2016	On March 16, 2016, our SEU participated in the Start Up and Grow business networking event for Veteran's. At the fair, our SEU spoke with attendees about career opportunities in broadcasting. Station participants included our Account Manager.
3.	Participation in events or programs sponsored by educational institutions	4/7/2016	On April 7, 2016, our SEU's Market President gave a lecture to a broadcast sales class at SUNY Oswego. Topics included career paths in broadcasting and talent recruitment strategies.
4.	Establishment of an intern program designed to assist members of the community	7/1/2016	During the Summer of 2016, our SEU hosted an intern from Syracuse University for three months. The intern was supervised by our SEU's Newsroom Director and Creative Director and got hands-on experience in our newsroom.
5.	Participation in events sponsored by community groups	10/18/2016	On October 18, 2016, our SEU hosted a mentoring day for individuals from ARISE, a community organization that works to provide opportunities to individuals with disabilities. Our SEU's participants spoke with attendees about careers in broadcasting.
6.	Participation in events or programs sponsored by educational institutions	10/19/2016	On October 19, 2016, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.
7.	Participation in events or programs sponsored by educational institutions	10/30/2016	On October 30, 2016, our SEU participated in a SUNY Oswego Communications Studies networking event. A blend of current students and alumni gathered at the event where students bring resumes to discuss career opportunities. Station participants included our Market President, who collected resumes and spoke with students about career paths in broadcasting.
8.	Establishment of an intern program designed to assist members of the community	1/23/2017	During the reporting period, our SEU hosted a graduate student intern from Syracuse University. The intern gained hands-on experience in our newsroom, including on-air presentation skills, producing on-air segments, and research tips.

Campaign Overview



1.29

CAMPAIGN OBJECTIVE

The ITC Media 11th grade class is creating a public awareness campaign for the Code of Conduct that focuses on the restorative power of this program to provide hope, help, and resources to students who are facing challenges. The campaign elements will showcase SCSD's vibrant educational environment where rigorous learning and self development can thrive. *NOTE: The campaign will NOT mention the "Code of Conduct" by name. However, the students have been briefed on why it's important to focus on the positive aspects of this new system of supports.*

CAMPAIGN OUTLINE

The campaign involves 3 tiers of commercials so that students understand three major forms of radio commercials.

- 1) Testimonials (3)
- 2) Theater of Mind (2)
- 3) Interview Format (2)

1) Testimonials

LAZARIA + NOVEMBER (ALREADY RECORDED)

Hi I'm November Keene, in a Syracuse City School District high school. S C S D means opportunity to me. I've jump started my career as a forensic photographer. Career focused learning, it's why I'm my best me in the S C S D. I'm Lazaria and I care about a quality education. At S C S D, I'm bond with my peers AND my teachers. I'm able to learn and be productive EVERY day. It's why I'm my best me in the S C S D. Discover your best "me" in the S C S D.

LAZARIA+KADEER (ALREADY RECORDED)

I'm Lazaria in a Syracuse City School District high school. Knowing there is someone to talk to in EVERY school matters to me. My friend who's having trouble at home can talk to that person, get support, and be her best "me" in the S C S D. I'm Kadeer, and at S C S D, I can focus on what I REALLY want to do – which is be an engineer. Career focused learning: It's why I'm my best me in the S C S D. Discover your best "me" in the S C S D.

MAKAYLA (TO BE RECORDED 2/4)

I'm Mykayla, an 11th grader in a Syracuse City School District high school. One thing that's really important to me is feeling like I belong. Because I'm in the S C S D, I'm part of a community that values respect, and being the best "you" you can be. Nobody is picked on because of who they are, or what they want to be. You can feel safe, being yourself. Community. It's why I'm my best me in the S C S D. Discover YOUR best me in the S C S D!

IN-CLASS INSTRUCTION

Class #1 Tuesday

Marketing Quiz

Get to Know You / Get to Know iHeartMedia

Business Behavior Basics: From Classroom to Boardroom

Class #2 Thursday

Introduce Marketing Basics

Marketing Model

Interactive Marketing Model Workshop

Class #3 Tuesday

Apply Marketing Model to CTE

Brainstorm Positioning Statement for CTE

Class #4 Thursday

Select Positioning Statement

Introduce Radio Scripts (Theater of Mind, Endorsements, Testimonials, Informational)

Radio Script Interactive Workshop

Class #5 Tuesday

Divide Into Small Groups: Work on Radio Scripts

Class #6 Thursday

Continue Work on Radio Scripts

Class #7 Tuesday

Introduce Graphic Design Basics

Graphic Design Interactive Workshop

Brainstorm Photoshoot/Graphic Elements for Campaign

Class #8 Thursday

Photoshoot

Begin Layout of Graphic Elements

Class #9 Tuesday

Finalize Graphic Elements

Practice Radio Commercials

TBD: Field Day Trip to iHeartMedia!

Record the Commercials in Studio

Tour the Station / Meet with Management

Sean

12/8/16

Intern Evaluation

During my time at WSYR I've learned many valuable skills that I will take into the field post-graduation. Although my second internship, it was my first experience as a radio intern. While I am certain that I have a passion for broadcast, I wanted to diversify myself as best as possible and WSYR has done that and more.

WSYR thank you for my time here at the station. I can't begin to express my gratitude for the skills I've learned and the people I've met. I hope to continue these personal/professional relationships while I finish my degree here in Syracuse and extend them into the field.

Syracuse University Internship Proposal/Agreement

Complete this two-page form to earn credit (recorded on the academic transcript as Experience Credit) for an internship. This form must be submitted and approved before the start of the internship.

Student intern, please complete ALL information on this page:

Student Name Ashley SUID # _____

College(s) Newhouse Major(s) Broadcast and Digital Journalism Level Fr So Jr Sr
(during int'p) Grad Non-matric

E-mail _____ Phone _____

Semester or Summer Session (choose one)

Fall Spring Summer Sess I (6 wks) Summer Sess II (6 wks) Summer Comb Sess (12 wks)

Is this internship being done through SUAbroad? Yes No

Year 2017 Internship Start Date _____ Internship End Date _____

Course Dept/Coll 3-Letter Prefix Com Course Number 270 470 670
Number of credits 1 x 45 hours = 45 (minimum number of internship-related hours to be worked)

Title Experience Credit Grading Basis letter grade A-F or pass/fail (undergrads only)

Class number (to be assigned by Registrar's Office --student, do not fill in) 42347

SU Faculty Sponsor Name (printed) Donald C. Torrance Coll & Dept PC

E-mail _____ Last 4 digits of SUID _____ (Faculty member please provide)

Student is responsible for checking with academic department and/or college for rules on number of credits and grading basis

- Internships must be registered for the academic term in which the internship work is begun
- Internships which extend over two terms (but not two summer sessions) must be registered as two separate internships
- Minimum 45 total hours of internship work required per credit. More than the minimum may be worked without registering for additional credits, and all hours worked under faculty oversight during the stated term are considered part of the internship
- Registration for credit-bearing Experience Credit cannot be done retroactively for an internship performed without faculty oversight

RECEIVED
FEB 9 2017

Internship Site Information

Organization name & physical address IHeartMedia Syracuse Office of the Registrar

Organization contact's (E.g., Intern Coordinator or Human Resources) Name Dr. Rick Wright

Title, e-mail, phone number Host, rooseveltwright@iheartmedia.com

Intern's site (work) supervisor Name Dr. Rick Wright Title Intern Coordinator/Producer/Host

E-mail _____ Phone _____

Does the organization require credit registration as a condition of doing this internship? YES or NO

I understand that tuition will be charged for internship credits on the same basis as it is charged for other credits during the same academic term (fall, spring, or summer)

I understand that internships that do not extend over the entire semester or summer session are considered "flexible format" and have deadlines unique to that internship (Please contact internship or registrar staff for deadlines specific to your internship)

Ashley Signed (student) _____ Date 1-25-17

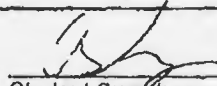
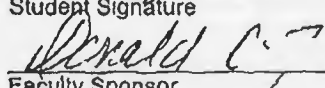
PROCESSED
FEB 07 2017

INTERNSHIP LEARNING AGREEMENT


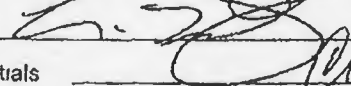
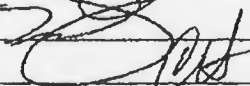
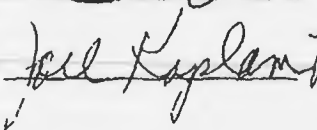
Faculty sponsor and/or student, please fill in clearly and completely

<p>1 Objectives / learning goals What does the student want to learn from this internship?</p> <p>The show is 6 hours long so I plan to learn how to properly generate content/news gathering and interviewing skills</p>
<p>2 Anticipated activities and tasks of internship How does student expect to accomplish the learning?</p> <p>Dr Wright is going to allow me to conduct interviews during his show, also he's allowing me to gain knowledge in the production aspect as well</p>
<p>3 Required supplemental assignments and communication with faculty sponsor</p> <ul style="list-style-type: none"> - WEEKLY COMMUNICATIONS - DAILY LOG OF WORK PERFORMED - PORTFOLIO OF CONTENT CREATED.
<p>4 Criteria for assessing student's academic performance</p> <ul style="list-style-type: none"> - SITE SUPERVISOR REPORT - ASSESSMENT OF WORK PERFORMED

Agreed.

	<u>1/24/17</u> Date
	<u>1/25/17</u> Date

Internship Proposal/Agreement Approved

	<u>1/26/17</u> Date
	<u>1/26/17</u> Date
	<u>2/3/17</u> Date
	<u>1/26/17</u> Date

HJ EN

FOO EN

**WBBS, WHEN, WSYR, WSYR-FM, WWHT, WYYY
RECRUITMENT INITIATIVES FORM**

February 1, 2017 – January 31, 2018

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in events or programs sponsored by educational institutions	4/12/2017	On April 12, 2017, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.
2.	Participation in events or programs sponsored by educational institutions	8/15/2017	On August 15, 2017, our SEU General Sales Manager participated in a Career Day at a local community college. At the event, our SEU's General Sales Manager gave a presentation on the power of sound in radio and spoke with attendees about career opportunities in broadcasting. Station participants included our General Sales Manager.
3.	Participation in events sponsored by community groups	8/18/2017	On August 16, 2017, our SEU hosted a student from ARISE, a community organization that helps individuals with disabilities, for a shadow day. The student observed our SEU's daily operations and learned about different career paths in broadcasting.
4.	Participation in events sponsored by community groups	10/18/2017	On October 18, 2017, our SEU hosted a mentoring day for individuals from ARISE, a community organization that works to provide opportunities to individuals with disabilities. Our SEU's participants spoke with attendees about careers in broadcasting.
5.	Participation in events or programs sponsored by educational institutions	10/18/2017	On October 18, 2017, a student from a local high school visited to for a shadow day. The student observed our SEU's daily operations and learned about different career paths in broadcasting.
6.	Participation in events or programs sponsored by educational institutions	10/23/2017	On October 23, 2017, our SEU's Market President lectured a broadcast sales class at SUNY Oswego about career opportunities in broadcasting. The lecture promoted different careers in broadcast sales.
7.	Participation in events or programs sponsored by educational institutions	1/9/2018	On January 9, 2018, our SEU hosted a broadcast class from GRB High School for a station tour. Students were given the opportunity to observe how our broadcast studios operate and ask questions about careers in broadcasting.

From: Vecchio, Sam
Sent: Wednesday, May 9, 2018 2:49 PM
To: Dees, Kenneth
Subject: FW: Power of Sound OCC.pptx
Attachments: Power of Sound OCC.pptx

Sam Vecchio

Vice President, Sales | Syracuse
iHeartMedia Markets Group
o 315.362.7208 | m 315.952.8322
Reaching a quarter billion consumers every month
Radio/Digital/Outdoor/Mobile/Social/Events

From: Troubetaris, Todd
Sent: Friday, August 4, 2017 12:25 PM
To: Vecchio, Sam
Subject: Power of Sound OCC.pptx

Consider the Power of Sound

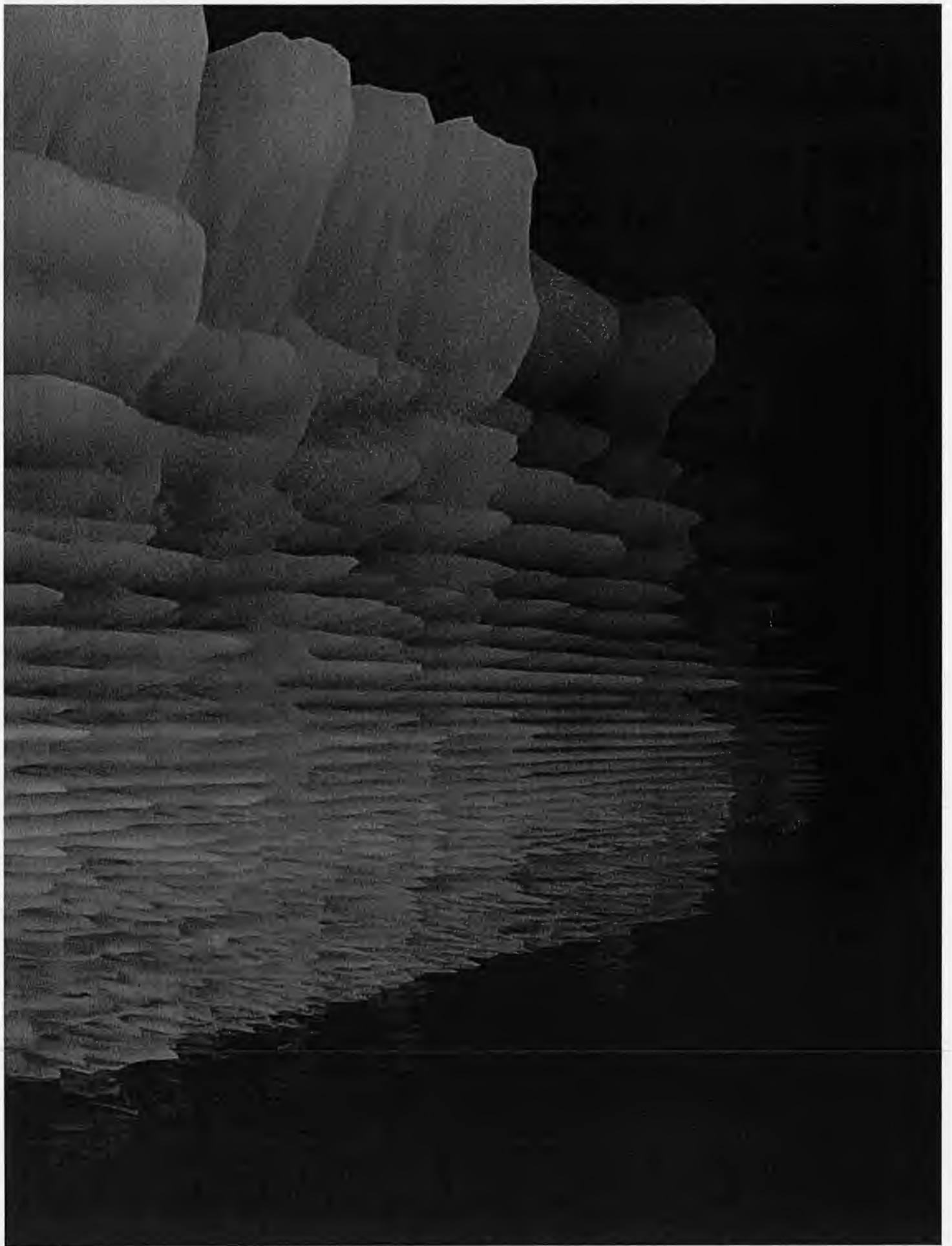
SOUND is invasive, intrusive, and Irresistible!

Why is it ...



Sound Is Effective

because we're all hard-wired to hear everything, even when we're not listening.



Theatre of the Mind Delivers the Right Message Every Time

- ❖ Sound engages consumers to use the minds eye to see what is said.
- ❖ Sound allows consumers to place their own lives into an ad.
- ❖ Product features and benefits are enhanced when each listener can visualize a product based on their own preference filters.



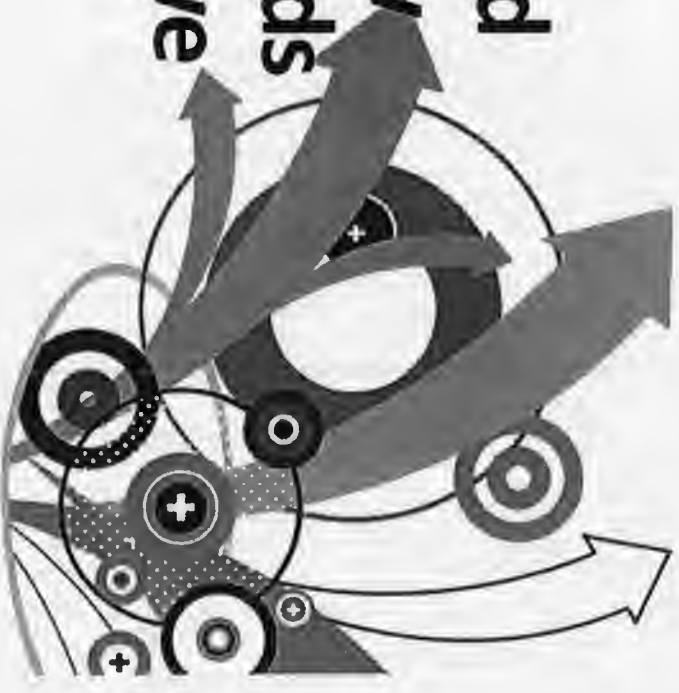
the **ear** eye
is superior to the **eye**

We Remember What We Hear

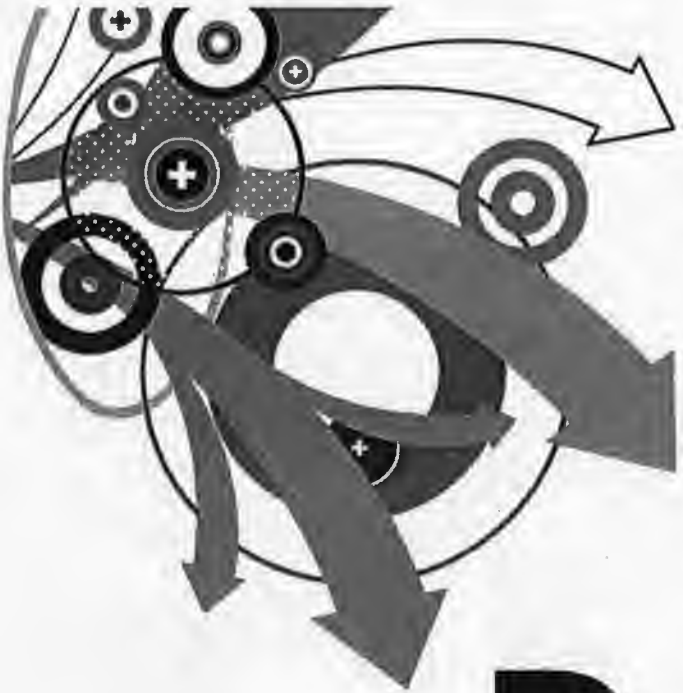
“ Evidence from controlled laboratory studies show we remember more words if we hear them than if we see them.”

— Dr. Elizabeth Loftus
Author

the **ear** eye
is superior to the



We Hear Faster Than We See



**“ We respond to light
in 180 milliseconds.**

**We respond to sound
in 140 milliseconds.”**

— Dr. Elizabeth Loftus
Author

the **ear**
is superior to the **eye**

“ Since the mind works by manipulating sounds rather than visuals, radio is the best way to directly influence the minds of consumers.”

— Jack Trout
Author of *Marketing Warfare*

the **ear** is superior to the **eye**



Questions?



From: Jennifer Schiebler <jschiebler@ariseinc.org>
Sent: Tuesday, August 15, 2017 11:42:06 AM
To: Miller, Justin
Subject: RE: Re[2]: DMD Plan 2017

Hi Justin!

Thank you so much for being flexible. Keith is going to meet me at your office at 9:30am tomorrow morning and I will introduce you guys before I go. He's a great kid and I really appreciate you giving him a chance to come in and see what you guys do!

I'm looking forward to meeting you!

Jennifer

From: Miller, Justin [<mailto:JustinMiller2@iheartmedia.com>]
Sent: Tuesday, August 1, 2017 8:33 AM
To: Sleeper, Eric <EricSleeper2@iheartmedia.com>; Jennifer Schiebler <jschiebler@ariseinc.org>
Subject: Re: DMD Plan 2017

Good morning Jennifer!

I look forward to planning something with you for this, and having a student who's really interested in radio come in to watch what I do.

Please let me know what you're thinking. Any day should work for me as long as I have at least a week's notice of when the student would like to come in.

Then, I'll put together an agenda for us for that specific day.

I look forward to hearing from you!

Justin

Justin R. Miller
Executive Producer
iHeartMedia Syracuse
500 Plum Street | Suite 400 | Syracuse, NY 13204
Office: 315.362.7203 | Cell: 315.530.5341
Reaching a quarter billion consumers every month
Radio/Digital/Outdoor/Mobile/Social/Events

From: Sleeper, Eric
Sent: Tuesday, August 1, 2017 8:27:42 AM
To: Jennifer Schiebler
Cc: Miller, Justin
Subject: RE: DMD Plan 2017

Hi Jennifer,

The contact for the tour is Justin Miller. He can be reached at JustinMiller2@iheartmedia.com.

Talk with you soon!

Eric Sleeper
Account Executive
iHeartMedia
o 315.362.7209 | c 315.415.2220
Reaching a quarter billion consumers every month
Radio/Digital/Outdoor/Mobile/Social/Events

From: Miller, Justin
Sent: Tuesday, October 17, 2017 4:00 PM
To: Clear Channel Syracuse
Subject: Disability Mentoring Day - Tomorrow

Hi everyone,

iHeartMedia is participating in a program run by ARISE called Disability Mentoring Day, tomorrow, Oct. 18th.

Telesha will be accompanying me and a few others with some daily tasks throughout the day.

Please give her a warm iHeartMedia welcome if we see you anywhere.

Thanks!
Justin

Justin R. Miller

Executive Producer

iHeartMedia Syracuse

500 Plum Street | Suite 400 | Syracuse, NY 13204

Office: 315.362.7203 | Cell: 315.530.5341

Reaching a quarter billion consumers every month

Radio/Digital/Outdoor/Mobile/Social/Events

From: Miller, Justin [<mailto:JustinMiller2@iheartmedia.com>]
Sent: Sunday, January 07, 2018 1:58 AM
To: Thompson, Gracia; Gill-Williams, Meredith; Nylan, Justine
Cc: Miller, Justin
Subject: IMPORTANT: FINAL Details For GRB High School Visit
Importance: High

Hi everyone,

We've solidified a final plan for the GRB High School visit on Tuesday.

Our address is 500 Plum Street, Syracuse, NY 13204. It is a 7-story industrial-style building with a circle in the front. The bus is welcome to pull into the circle to drop off students and staff. Not sure if it's sticking around or not, but if it is, it can park far back on the right side of the building in that parking area.

You'll meet Matt and Zak in the front lobby of the building, and they will escort you to the studios.

You will need to divide the students into 4 groups of 5-6 students. For 8am to 9am:

- 1 group will be in the Control Room of WSYR with producer Nick Russo.
- 1 group will be in the news room watching the live WSYR broadcast.
- 1 group will be in the Y94 studio with morning show host Pat McMahon
- 1 group will be in the Power620 studio with Program Director Kenny Dees (he only has a half hour he can spend with students).

At 8:25am, Zak and Matt will rotate the groups of students to different studios.

The group that was with Kenny will go upstairs (or another group of your choosing) and will spend some time with receptionist Lauren Pallas,

Then everyone goes upstairs at 8:55am.

From 9am to 9:15am, Cole Jarvis our Digital Director will speak to all groups of students about the Digital end, maintenance of websites, social media pages, etc.

From 9:15am to 9:30am, Becky Palmer from B104.7 will share her experiences with the students.

From 9:30am to 10am, I will show the students the automation side of radio, and what is involved with producing elements that go into a playlist for HOT 107.9, and how vital producers are to the success of radio.

We may have some time to visit with Production Director Dave Anthony, and/or Traffic Director Cathy Miller. We will play that by ear.

Are you all okay with this plan? Please let me know.

Justin

Justin R. Miller

Executive Producer

iHeartMedia Syracuse

500 Plum Street | Suite 400 | Syracuse, NY 13204

Office: 315.362.7203 | Cell: 315.530.5341

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

From: "Thompson, Gracia" <GTHOMPSON@fulton.cnyric.org>

Date: Thursday, January 4, 2018 at 2:38 PM

To: Justin Miller <justinmiller2@iheartmedia.com>, "Gill-Williams, Meredith" <MWILLIAMS@fulton.cnyric.org>

Cc: "Nylon, Justine" <JNYLEN@Fulton.cnyric.org>

Subject: RE: G.R.B school visit

8 am to 10 am will work fine-
Thanks again for having us!

→

PM

Cc:

Subject:

Re: G.R.B

From: Justin Miller

Sent: Thursday, January 4, 2018 2:38 PM

To: 'Gill-Williams, Meredith'; 'Nylon, Justine'; 'Thompson, Gracia'

Subject: RE: G.R.B school visit