

Exhibit 4

Documentation of Recruitment for Vacancies

Account Executive

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential.

Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you!

We're looking to build out a team of driven individuals to bring our best-in-class marketing solutions to local business in the Twin Falls Market. This team is at the forefront of establishing and maintaining client relationships by leveraging our cross-platform advertising solutions to develop successful marketing campaigns for our clients.

What the role will look like?

- Determine strategy for identifying, connecting and closing new opportunities in your local market
- Prospect and identify potential clients using our proprietary data and analytics
- Build and maintain close working relationships with internal teams to identify upsell and cross sell opportunities
- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local and regional businesses in the Twin Falls market
- Diversifying our clients' solutions through cross-selling a variety of marketing solutions including broadcast, digital (website design, SEO, SEM, Programmatic, Paid Search/Social, etc.), live event sponsorship and much more

Qualifications:

- Proven track record of meeting and exceeding aggressive sales goal
- Strong marketing acumen
- Effective verbal and written communications essential.
- Experience selling or working with digital and or multimedia advertising solutions
- 1+ year of sales or marketing experience is preferred, but not required
- Goal-oriented, strong work ethic and a desire to learn and grow a career in Sales
- Valid Driver's license, auto insurance, and vehicle

Benefits:

- Competitive compensation package with uncapped earning potential
- Tech package for laptop and cell phone
- Monthly car allowance
- 4-week long sales training program

- 3 weeks of PTO + 9 paid holidays
- Medical, Dental, Vision and Pet Insurance
- 401(K) Retirement Plan
- Casual, high-energy work environment
- Unlimited growth opportunities!

About Us

Townsquare is a community-focused digital media, digital marketing solutions, and radio company focused outside the Top 50 markets in the U.S. Our assets include [Townsquare Interactive](#), a digital marketing services subscription business providing websites, search engine optimization, social platforms, and online reputation management for approximately 21,900 SMBs; [Townsquare IGNITE](#), a proprietary digital programmatic advertising technology with an in-house demand and data management platform; and Townsquare Media, our portfolio of 357 local terrestrial radio stations in 76 cities with corresponding local news and entertainment websites and apps including legendary brands such as [WYRK.com](#), [WJON.com](#), and [NJ101.5.com](#), along with a network of national music brands including [XXLmag.com](#), [TasteofCountry.com](#), [UltimateClassicRock.com](#), and [Loudwire.com](#).

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

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#LI-EB1

Greenhouse report for 2021-2022 Account Executive vacancy

Last Name	First Name	Applied For	Source	Application Date
		Account Executive - Twin Falls	Applied through your website's jobs page	08/04/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/04/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/04/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/07/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/09/2020
		Account Executive - Twin Falls	Applied through your website's jobs page	08/11/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/13/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/14/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/14/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/15/2020
		Account Executive - Twin Falls	Applied through your website's jobs page	08/17/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/20/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/22/2020
		Account Executive - Twin Falls	Applied through your website's jobs page	08/29/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/29/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	08/29/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	09/25/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	10/13/2020
		Account Executive - Twin Falls	Applied through your website's jobs page	11/01/2020
		Account Executive - Twin Falls	Applied through your website's jobs page	11/13/2020
		Account Executive - Twin Falls	Responded to an ad on Indeed	01/19/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	02/16/2021
		Account Executive - Twin Falls	Responded to an ad on Indeed	02/18/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	02/28/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	03/24/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	05/25/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	07/07/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	08/09/2021
		Account Executive - Twin Falls	LinkedIn (Ad Posting)	08/17/2021
		Account Executive - Twin Falls	LinkedIn (Ad Posting)	08/17/2021
		Account Executive - Twin Falls	Applied through your website's jobs page	08/20/2021
		Account Executive - Twin Falls	LinkedIn (Ad Posting)	08/20/2021
		Account Executive - Twin Falls	LinkedIn (Ad Posting)	09/25/2021
		Account Executive - Twin Falls	Responded to an ad on Indeed	10/01/2021

Account Executive - Twin Falls

Twin Falls (Sun Valley), ID
Job Status: Closed

< Back

Job setup

Overview

Job Info

Job Kickoff

Job Posts

Forms

Scorecard

Interview Plan

Stage Transitions

Hiring Team

Notifications

Approvals

Activity Feed

Edit your job post

Post details

Job name *

Account Executive

Post to *

Townsquare Media

Location *

Twin Falls, ID

This location will be visible to candidates on the job post.

Pay transparency rules * ?

Select one or more rules to pull in the appropriate pay range fields. [Learn more](#)

Select...

This selection will not be visible to candidates on the job post.

Application language

English

Recently Viewed



Custom description ?



Inclusive job descriptions motivate candidates from all backgrounds to apply, broadening your talent pool and making it more diverse. Consider:

- Listing only the qualifications that are necessary for the role
- Avoiding stereotypically masculine language
- Communicating a growth mindset by using language that emphasizes learning and growth over innate abilities
- Including benefits that appeal to a wide range of demographic groups

Basic application information

Personal information

Hide

Optional

Required





































Recently Viewed



Last name	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Email	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Phone number	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Resume	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cover letter	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Location	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Education	Hide	Optional	Required
School name	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Degree	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Discipline	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
Start month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End year	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
End month	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Recently Viewed

Custom application questions

-  LinkedIn Profile  
-  Website  
-  Is there any reason why you could not perform any of the job duties listed in the job description for which you are applying with or without a reasonable accommodation? (Required)  
-  If yes, please, explain:  
-  Have you ever been disciplined or fired from a job? (Required)  
-  If yes, please, explain:  
-  Have you ever been employed by our company or predecessor? (Required)  
-  If so, please, provide dates and position:  
-  Are you subject to any type of agreement with a current or former employer or entity that would restrict your ability to work for our Company (e.g., non-compete, confidentiality, non-disclosure)? (Required)  
-  If yes, please, explain:  
-  Provide a copy of such agreement:  
-  Do you have a valid driver's license and state minimum required auto insurance? (Required)  

Recently Viewed

If so, please, explain relationship:



Are you legally authorized to work in the U.S.? (Required)



Do you now need or will you need sponsorship in the future? (Required)



How did you hear about this job? (Required)



Add custom question

Copy from another job

Settings

Send confirmation email to candidates

Default Candidate Auto Reply

[Customize](#) your auto-reply templates.

Application confirmation page

Default

Customize

Include EEOC questions

If activated, applicants will be asked optional questions about gender, race, veteran, and disability status to comply with certain EEOC reporting requirements applicable to US government contractors.

PLEASE NOTE: These questions are designed to collect demographic data about applicants in the format that is specifically required for federal contractors with affirmative action obligations to report it to the government. As such,

Recently Viewed

This will only appear for external job boards with a saved SEEK Client ID.

Publish to free job boards

It can take up to 48 hours for new posts or updates to appear on these boards. [Learn more.](#)

- Indeed
- LinkedIn Limited
- ZipRecruiter

Location

- Remote

Back

Preview

Save

Recently Viewed

Account Executive - Twin Falls

Location

For You

Search

Your Activity

Create job alert



Easy Apply only

Salary range

Company rating

Date posted

Canopy Roots

Director of Clinical Operations

Minneapolis, MN

\$140K (Employer est.)

Easy Apply



7d



Townsquare Media 3.1

Account Executive

Twin Falls, ID

Easy Apply



30d+



US Bureau of Land Management 3.7

Wildland Firefighter

Phoenix, AZ

\$16.25 - \$18.24 Per Hour (Employer est.)



21d



US Veterans Health Administration 3.7

Primary Care Outpatient Clinic Rover - Physician (MD/DO)

Maplewood, MN



Townsquare Media 3.1

Account Executive

Twin Falls, ID



Easy Apply

Account Executive - Twin Falls, ID

At Townsquare we are a team of driven individuals who push ourselves and those around us to grow personally and professionally. You can expect a dynamic and competitive work environment that fosters success, training, development and unlimited earning potential. Are you driven by customer success and finding the perfect solution for your clients? Do you want to grow your career with the industry leader in digital space, make money and have fun while doing it? Then we want to talk to you!

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- Using your influencing and relationship-building skills, you provide world class client service, research and market analysis to create a successful campaign for our clients.
- Responsible for bringing our premier marketing and advertising solutions to local



HOME

LOCAL MEDIA

NATIONAL MEDIA

LIVE EVENTS

MARKETING SOLUTIONS

TOWNSQUARE IGNITE

FEATURED BRANDS

EQUITY INVESTORS

YOU MATTER

ADVERTISE

ABOUT

PRESS

CAREERS

OVERVIEW

POSITIONS AVAILABLE

CONTACT

ON FACEBOOK

ON TWITTER

Account Executive

at Townsquare Media

(View all jobs)

Twin Falls, ID

Media and Digital Sales Executive

Townsquare Media Twin Falls is looking for a dynamic sales executive to join our media and digital advertising team! You will be selling local advertising for our innovative stations & all of its platforms, plus programmatic digital advertising and website platforms that include development, SEO and mobilization of sites.

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk to you!

Responsibilities

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.
- Create new relationships with local and regional businesses in our area.
- Work with local and corporate marketing teams to develop campaign support materials.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets.
- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

Qualifications

- Goal oriented, a strong work ethic and a strong desire to learn.

[HOME](#)[LOCAL MEDIA](#)[NATIONAL MEDIA](#)[LIVE EVENTS](#)[MARKETING SOLUTIONS](#)[TOWNSQUARE IGNITE](#)[FEATURED BRANDS](#)[EQUITY INVESTORS](#)[YOU MATTER](#)[ADVERTISE](#)[ABOUT](#)[PRESS](#)[CAREERS](#)[OVERVIEW](#)[POSITIONS AVAILABLE](#)[CONTACT](#)[ON FACEBOOK](#)[ON TWITTER](#)

- ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

Benefits

- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- 3 weeks of Vacation Time
- Company provided Laptop
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- High Energy Work Environment
- Opportunity for Upward Mobility- The growth opportunity is great. TSM is a fast growing public company offering unlimited earning potential to our managers and salespeople.

About Us

Townsquare is a radio, digital media, entertainment and digital marketing solutions company principally focused on being the premier local advertising and marketing solutions platform in small and mid-sized markets across the U.S. Our assets include 321 radio stations and more than 330+ local websites in 67 U.S. markets, a digital marketing solutions company (Townsquare Interactive), a proprietary digital programmatic advertising platform (Townsquare Ignite) and approximately 200 live events. Our brands include local media assets such as WYRK, KLAQ, K2 and NJ101.5; iconic local and regional events such as WYRK's Taste of Country (update link!), the Boise Music Festival, the Red Dirt BBQ & Music Festival and Taste of Fort Collins; and leading tastemaker music and entertainment websites such as XXLmag.com, TasteofCountry.com and Loudwire.com.

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HOME

LOCAL MEDIA

NATIONAL MEDIA

LIVE EVENTS

MARKETING SOLUTIONS

TOWNSQUARE IGNITE

FEATURED BRANDS

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EQUITY INVESTORS

YOU MATTER

ADVERTISE

ABOUT

PRESS

CAREERS

OVERVIEW

POSITIONS AVAILABLE

CONTACT

ON FACEBOOK

ON TWITTER

LOCAL
MEDIA



November 10, 2020

Idaho Department of Employment
420 Falls Avenue
Twin Falls, ID 83301

Ladies and Gentlemen:

Townsquare Media has a position open for **Account Executive**.

Townsquare Media Twin Falls, Idaho includes well-known brands like KEZJ, KLIX-AM, KLIX-FM, and KSNQ.

Townsquare Media Twin Falls is looking for a dynamic sales executive to join our media and digital advertising team! You will be selling local advertising for our innovative stations & all of its platforms, plus programmatic digital advertising and website platforms that include development, SEO and mobilization of sites.

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Responsibilities

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- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas consistently.
- Provide insight and value to executive management to shape the future of our organization.

Qualifications

- Goal oriented, a strong work ethic and a strong desire to learn.
- Previous sales experience- A history of success with customers and a proven ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

Benefits

- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- 3 weeks of Vacation Time

- Company provided Laptop
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- High Energy Work Environment
- Opportunity for Upward Mobility- The growth opportunity is great. TSM is a fast growing public company offering unlimited earning potential to our managers and salespeople.

Persons interested in submitting an application for the position identified above please see our website at: <http://www.townsquaremedia.com/careers/openings>

Sincerely,

Business Manager, Townsquare Media, 415 Park Avenue, Twin Falls, ID 83301, 208-733-7512

About us:

Townsquare is a media, entertainment and digital marketing solutions company principally focused on small and mid-sized markets across the U.S. Our assets include 318 radio stations and more than 325 local websites in 67 U.S. markets, a digital marketing solutions company serving thousands of small to medium sized businesses, approximately 550 live events with nearly 18 million attendees each year in the U.S. and Canada, and one of the largest digital advertising networks focused on music and entertainment reaching more than 60 million unique visitors each month. Our brands include iconic local media assets such as KEZJFM, KLIXAM, KLIXFM, KSNQFM; acclaimed music festivals such as Mountain Jam, WE Fest and the Taste of Country Music Festival; unique touring lifestyle and entertainment events such as the America on Tap craft beer festival series, the Insane Inflatable 5K obstacle race series and North American Midway Entertainment, North America's largest mobile amusement company; and leading tastemaker music and entertainment owned and affiliated websites such as XXLmag.com, TasteofCountry.com, Loudwire.com, JustJared.com and BrooklynVegan.com.

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November 10, 2020

Center for New Directions
PO Box 1238
Twin Falls, ID 83303

Ladies and Gentlemen:

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- Associates/Bachelor's business/marketing-related degree or equivalent experience.
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Benefits

- Weekly, Monthly, and Quarterly contests
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November 10, 2020

College of Southern Idaho Career Placement
PO Box 1238
Twin Falls, ID 83303-1238

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Benefits

- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- 3 weeks of Vacation Time

- Company provided Laptop
- Medical, Dental, and Vision Insurance
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- High Energy Work Environment
- Opportunity for Upward Mobility- The growth opportunity is great. TSM is a fast growing public company offering unlimited earning potential to our managers and salespeople.

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Sincerely,

Business Manager, Townsquare Media, 415 Park Avenue, Twin Falls, ID 83301, 208-733-7512

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November 10, 2020

College of Southern Idaho International & Multicultural Students Club
PO Box 1238
Twin Falls, ID 83303-1238

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- Provide insight and value to executive management to shape the future of our organization.

Qualifications

- Goal oriented, a strong work ethic and a strong desire to learn.
- Previous sales experience- A history of success with customers and a proven ability to develop and grow revenue.
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- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
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November 10, 2020

Idaho Migrant Council
1139 Falls Avenue East Ste B.
Twin Falls, ID 83301

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November 10, 2020

Idaho State Broadcasters Association
1674 W Hill Rd. #3
Boise, ID 83702

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November 10, 2020

Idaho Commission on Hispanic Affairs
304 W Jefferson St. #235
Boise, ID 83720

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921 S 8th Stop 8108
Pocatello, ID 83209

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Qualifications

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Benefits

- Weekly, Monthly, and Quarterly contests
- Uncapped commission potential
- 3 weeks of Vacation Time

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November 10, 2020

Easter Seals-Goodwill
510 Arthur St Ste B
Caldwell, ID 83605

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LDS JOBS.ORG
726 Cheney Drive
Twin Falls, ID 83301

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University of Idaho - Career Services
322 E. Front Street, Suite 190
Boise, ID 83702

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Colorado Media School
404 S Upham Street
Lakewood, CO 80226

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