

ATTACHMENT B

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU****Date of hire: 9/30/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Art Institute of California - Hollywood 5250 Lankershim Blvd. North Hollywood, California 91601 Phone : 818-299-5219 Url : www.aii.edu Email : nicsmith@aii.edu Nicole Smith	N	0
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termayan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU****Date of hire: 9/30/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
11	GlassDoor - not directly contacted by SEU	N	1
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
13	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x329 Url : www.homeboyindustries.org Email : adelvillar@homeboyindustries.org Angel Del Villar	N	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU

Date of hire: 9/30/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
17	Indeed.com - Not Directly Contacted by SEU	N	1
20	LinkedIn - Not directly contacted by SEU	N	1
21	Non-Employee Referral	N	2
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU****Date of hire: 9/30/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
23	SAE Institute, Los Angeles 6700 Santa Monica Blvd Los Angeles, California 90038 Phone : 323-466-6323 Url : http://usa.sae.edu/campuses/losangeles/ Email : e.hernandez@sae.edu Fax : 1-323-466-6321 Edgar Hernandez	N	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU

Date of hire: 9/30/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			6

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive
Hire Date: September 30, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
- 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

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Work Experience

- 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

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, 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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req16603

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
2	Art Institute of California - Hollywood Prong 2 Ended Date: 3/8/2019 E-mail: nicsmith@aii.edu	Sent: 3/15/2019 8:01:23 PM
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 3/15/2019 8:01:20 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 3/15/2019 8:01:21 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 3/15/2019 8:01:19 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 3/15/2019 8:01:18 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 3/15/2019 8:01:22 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 3/15/2019 8:01:17 PM
13	Homeboy Industries Prong 2 Ended Date: 3/14/2019 E-mail: adelvillar@homeboyindustries.org	Sent: 3/15/2019 8:01:19 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 3/15/2019 8:01:22 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 3/15/2019 8:01:18 PM
23	SAE Institute, Los Angeles Prong 2 Ended Date: 4/1/2019 E-mail: e.hernandez@sae.edu	Sent: 3/15/2019 8:01:21 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 3/15/2019 8:01:21 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 3/15/2019 8:01:17 PM

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Account Executive

iHeartMedia, Inc

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req16603 Work At Home: Not Specified

Posted: 3/15/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com

Job Requirements

HS

Job Properties

Job Description

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.
- 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

Additional Information

Qualifications • Proficient in Microsoft Office suite and social networking platforms • Adept at prospecting and using effective consultative selling principles and practices • Strong client service relationship-building skills • Ability to plan and organize, set priorities and multi task in a fast-paced environment • Negotiation and closing proficiency • Persuasive communication skills: verbal, written and presentation • Independent; self-motivated; competitive; assertive • Strong problem-solving and analytical skills • Understanding of market dynamics including demographics • Stress tolerance especially with tight deadlines and financial pressures • Flexibility and creativity • Professional appearance • Strong interpersonal skills
 Work Experience • 2+ years in media/advertising sales is preferred, but not required • Salesforce experience is a plus
 Education • High school diploma, college degree preferred
 Certifications • None required
 Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505
 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. C

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living:

[View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

#2536014 Account Executive

[Job Details \(/jobs/2536014\)](/jobs/2536014)

[Edit \(/jobs/2536014/edit\)](/jobs/2536014/edit)

[Applicants \(/jobs/2536014/applications\)](/jobs/2536014/applications)

Job [Preview job posting \(/jobs/2536014/edit?initial_page=4\)](/jobs/2536014/edit?initial_page=4)

Applicants

[Edit Details \(/jobs/2536014/edit\)](/jobs/2536014/edit) [Expire Job](#)

[Review 0 Applicants \(/jobs/2536014/applications\)](/jobs/2536014/applications)

[Duplicate job \(/jobs/2536014/duplicate?job_id=2536014\)](/jobs/2536014/duplicate?job_id=2536014)

[View profiles and download application documents.](#)

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Requested a few seconds ago	Pending	None



[\(/employers/10024\)](/employers/10024)

Account Executive

[iHeartMedia \(/employers/10024\)](/employers/10024)

[Favorite Job](#)

About this Job

Job Id:70782

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 targets.

Responsibilities

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and 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.
- 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.

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

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- Salesforce experience is a plus

Education

- 4-year college degree, preferably in a related field

Certifications

- None required

Location

Riverside, CA: 2030 Iowa Avenue, Suite A, 92507

Apply online at www.iheartmediacareers.com

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.

About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio— the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including -- iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Riverside, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iHeartMediaCareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

Attachments (/jobs/2536014/attachments)

[New Attachment \(/jobs/2536014/attachments/new\)](/jobs/2536014/attachments/new)

Posted to 1 School



1 pending posting

This job is live to students until April 30, 2019 at 11:55pm.

[Target More Schools \(/jobs/2536014/edit?initial_page=3\)](/jobs/2536014/edit?initial_page=3)

Labels

No labels have been added.

Job Postings

[Back](#)

Position Information

ID

190239

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

ACCOUNT EXECUTIVE

Job Description

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.
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- Negotiates rates based on iHeartMedia's budgets.
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Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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.

Job Function

Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

March 15, 2019

Expiration Date

April 14, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req16603

Automatic Application Packet Generation

No

Posting Details

Requisition #

16603

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni), USC Annenberg School for Communication and Journalism

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 9/3/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 9/3/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	1
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: Employee Referral

Date of hire: 9/3/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
17	Indeed.com - Not Directly Contacted by SEU	N	1
20	LinkedIn - Not directly contacted by SEU	N	1
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 9/3/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: September 3, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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 targets.

Responsibilities

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and 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.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
- 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.

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

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- Salesforce experience is a plus

Education

- 4-year college degree, preferably in a related field

Certifications

- None required

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req17484

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 5/16/2019 3:47:07 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 5/16/2019 3:47:08 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 5/16/2019 3:47:06 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 5/16/2019 3:47:04 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 5/16/2019 3:47:09 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 5/16/2019 3:47:03 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 5/16/2019 3:47:09 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 5/16/2019 3:47:04 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 5/16/2019 3:47:08 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 5/16/2019 3:47:02 PM

[How to apply](#)[More Like This](#)| [Displaying 2 of 31 Jobs](#) | [Return to list of jobs](#) | [Share](#) | [Print](#)

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req17484 Work At Home: Not Specified

Posted: 5/17/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Requirements

BD

Job Properties

Job Description

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 targets.

Responsibilities

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and 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.
- 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.

Additional Information

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

[How to apply](#)
[More Like This](#)
[| Displaying 2 of 31 Jobs](#) | [Return to list of jobs](#) | [Share](#) | [Print](#)

plus Education • 4-year college degree, preferably in a related field Certifications • None required Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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-Veri

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living:

[View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

This section shows the minimum required work experience requested by employers on job openings advertised online for Advertising Sales Agents in Los Angeles County, CA on May 27, 2019. There were 43 job openings advertised online that did not specify a minimum experience requirement (Jobs De-duplication Level 2).

Rank	Experience	Job Openings	Percentage of Job Openings
1	Not Specified	43	87.76%
2	Entry Level	2	4.08%
3	Less than 1 year	0	N/A
4	1 Year to 2 Years	2	4.08%
5	2 Years to 5 Years	2	4.08%
6	5 Years to 10 Years	0	N/A
7	More than 10 Years	0	N/A

#2738795 Account Executive

[Job Details \(/jobs/2738795\)](/jobs/2738795)[Edit \(/jobs/2738795/edit\)](/jobs/2738795/edit)[Applicants \(/jobs/2738795/applications\)](/jobs/2738795/applications)[Job Preview job posting \(/jobs/2738795/edit?initial_page=4\)](/jobs/2738795/edit?initial_page=4)**Applicants**[Edit Details \(/jobs/2738795/edit\)](/jobs/2738795/edit) [Expire Job](#)[Review 0 Applicants \(/jobs/2738795/applications\)](/jobs/2738795/applications)[Duplicate job \(/jobs/2738795/duplicate?job_id=2738795\)](/jobs/2738795/duplicate?job_id=2738795)

View profiles and download application documents.

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Approved 11 days ago	Approved	None

[\(/employers/10024\)](/employers/10024)**Account Executive**[iHeartMedia \(/employers/10024\)](/employers/10024)

Favorited

About this Job

Job Summary:

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- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- SalesForce experience is a plus

Education

- 4-year college degree, preferably in a related field

About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to

diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio– the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including – iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

Attachments (/jobs/2738795/attachments)

New Attachment (/jobs/2738795/attachments/new)

Posted to 1 School



1 approved posting

This job is live to students until June 28, 2019 at 11:55pm.

Job Postings

[Back](#)

Position Information

ID

193986

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

ACCOUNT EXECUTIVE

Job Description

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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.

Job Function

Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

May 16, 2019

Expiration Date

June 15, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req17484

Automatic Application Packet Generation

No

Posting Details

Requisition #

17484

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni), USC Annenberg School for Communication and Journalism

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: Employee Referral

Date of hire: 8/14/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 8/14/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	1
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 8/14/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
21	Non-Employee Referral	N	1
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 8/14/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: August 14, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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:

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- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
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- 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
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- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Work Experience

- 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

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Position Type

Regular

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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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18556

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 7/22/2019 3:51:39 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 7/22/2019 3:51:40 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 7/22/2019 3:51:39 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 7/22/2019 3:51:38 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 7/22/2019 3:51:40 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 7/22/2019 3:51:38 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 7/22/2019 3:51:41 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 7/22/2019 3:51:38 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 7/22/2019 3:51:40 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 7/22/2019 3:51:38 PM

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Account Executive

iHeartMedia, Inc

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req18556 Work At Home: Not Specified

Posted: 7/23/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Requirements

HS

Job Properties

Job Description

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.
- 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

Additional Information

Qualifications • Proficient in Microsoft Office suite and social networking platforms • Adept at prospecting and using effective consultative selling principles and practices • Strong client service relationship-building skills • Ability to plan and organize, set priorities and multi task in a fast-paced environment • Negotiation and closing proficiency • Persuasive communication skills: verbal, written and presentation • Independent; self-motivated; competitive; assertive • Strong problem-solving and analytical skills • Understanding of market dynamics including demographics • Stress tolerance especially with tight deadlines and financial pressures • Flexibility and creativity • Professional appearance • Strong interpersonal skills Work Experience • 2+ years in media/advertising sales is preferred, but not required • Salesforce experience is a plus Education • High school diploma, college degree preferred Certifications • None required Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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. C

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living: [View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

This section shows the minimum required work experience requested by employers on job openings advertised online for Advertising Sales Agents in Los Angeles County, CA on July 22, 2019. There were 32 job openings advertised online that did not specify a minimum experience requirement (Jobs De-duplication Level 2).

#2902931 Account Executive

[Job Details \(/jobs/2902931\)](/jobs/2902931)[Edit \(/jobs/2902931/edit\)](/jobs/2902931/edit)[Applicants \(/jobs/2902931/applications\)](/jobs/2902931/applications)[Job Preview job posting \(/jobs/2902931/edit?initial_page=4\)](/jobs/2902931/edit?initial_page=4)**Applicants**[Edit Details \(/jobs/2902931/edit\)](/jobs/2902931/edit) [Expire Job](#)[Review 0 Applicants \(/jobs/2902931/applications\)](/jobs/2902931/applications)[Duplicate job \(/jobs/2902931/duplicate?job_id=2902931\)](/jobs/2902931/duplicate?job_id=2902931)

View profiles and download application documents.

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Requested a few seconds ago	Pending	None

[\(/employers/10024\)](/employers/10024)**Account Executive**[iHeartMedia \(/employers/10024\)](/employers/10024)[Favorite Job](#)

About this Job

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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.

About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio

stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio- the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including - iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

Attachments (/jobs/2902931/attachments)

New Attachment (/jobs/2902931/attachments/new)

Posted to 0 Schools

Job Postings

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Position Information

ID

196820

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

Account Executive

Job Description

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.

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- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

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- Strong client service relationship-building skills
- Ability to plan and organize, set priorities and multi task in a fast-paced environment
- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

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

Education

- High school diploma, college degree preferred

Job Function

Broadcast and Digital Media, Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Graduation Date - Range Start

January 2018

Graduation Date - Range End

January 2018

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

July 22, 2019

Expiration Date

August 21, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18556

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.

Automatic Application Packet Generation

No

Posting Details

Requisition #

18556

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Sales Operations****Recruitment source referring hiree: Employee Referral****Date of hire: 8/26/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Vacancy Data Form

Sales Operations

Recruitment source referring hiree: Employee Referral

Date of hire: 8/26/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	1
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Vacancy Data Form

Sales Operations

Recruitment source referring hiree: Employee Referral

Date of hire: 8/26/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
17	Indeed.com - Not Directly Contacted by SEU	N	1
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Sales Operations****Recruitment source referring hiree: Employee Referral****Date of hire: 8/26/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Sales Operations

Position: Sales Operations

Hire Date: August 26, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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.

Position Overview

The Coordinator, Sales Operations will act as the backbone of every media campaign. This position will provide support on all operational measures to ensure accuracy in client deliverables. This position is Burbank-based and reports to the Director of Sales Operations.

Responsibilities

- Enters orders for Account Executives into Salesforce order entry portal, makes necessary changes when there are revisions to the media flight schedules, and checks contracts for accuracy
- Daily contact with Traffic and Continuity Departments to ensure that campaigns are running as ordered and that all client deliverables will be met within campaign timeframe

Qualifications

- 1-2 years of relevant work experience in data entry, systems input, or other operational role
- Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Sales Operations

to detail; meets deadlines

- Assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; uses professional telephone skills
- Thrives in a fast paced environment
- Strong interpersonal and communication skills
- Excellent organization, planning, multi-tasking and time management skills
- Ability to work independently and with a team in a fast-paced work environment

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Sales-Operations_Req18591

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Fax and E-mail verification summary report for Sales Operations

IMPORTANT

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KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Sales Operations

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 7/26/2019 6:07:43 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 7/26/2019 6:07:44 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 7/26/2019 6:07:43 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 7/26/2019 6:07:42 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 7/26/2019 6:07:44 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 7/26/2019 6:07:42 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 7/26/2019 6:07:44 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 7/26/2019 6:07:42 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 7/26/2019 6:07:44 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 7/26/2019 6:07:42 PM

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Sales Operations

iHeartMedia, Inc

Sales and Related Occupations

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req18591 Work At Home: Not Specified

Posted: 7/26/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Description

Job Summary:

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

Position Overview

The Coordinator, Sales Operations will act as the backbone of every media campaign. This position will provide support on all operational measures to ensure accuracy in client deliverables. This position is Burbank-based and reports to the Director of Sales Operations.

Responsibilities

- Enters orders for Account Executives into Salesforce order entry portal, makes necessary changes when there are revisions to the media flight schedules, and checks contracts for accuracy
- Daily contact with Traffic and Continuity Departments to ensure that campaigns are running as ordered and that all client deliverables will be met within campaign timeframe

Additional Information

Qualifications • 1-2 years of relevant work experience in data entry, systems input, or other operational role • Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention to detail; meets deadlines • Assumes responsibility & accountability for assignments and tasks • Actively listens; clearly and effectively conveys information; uses professional telephone skills • Thrives in a fast paced environment • Strong interpersonal and communication skills • Excellent organization, planning, multi-tasking and time management skills • Ability to work independently and with a team in a fast-paced work environment Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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.

Employer Research

iHeartMedia, Inc

Connect with

iHeartMedia, Inc

#2918807 Sales Operations

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Applicants

[Edit Details \(/jobs/2918807/edit/\)](/jobs/2918807/edit/)[Expire Job](#)

Review 0 Applicants (/jobs/2918807/applications)

[Duplicate job \(/jobs/2918807/duplicate?job_id=2918807/\)](/jobs/2918807/duplicate?job_id=2918807/)

View profiles and download application documents.

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Requested a few seconds ago	Pending	None

[\(/employers/10024/\)](/employers/10024/)

Sales Operations

[iHeartMedia \(/employers/10024/\)](/employers/10024/)[Favorite Job](#)

About this Job

Job Summary:

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

Position Overview

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- Actively listens; clearly and effectively conveys information; uses professional telephone skills
- Thrives in a fast paced environment
- Strong interpersonal and communication skills
- Excellent organization, planning, multi-tasking and time management skills
- Ability to work independently and with a team in a fast-paced work environment

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type: Full-Time, Regular

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About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio- the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including - iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS


Kiyo Knight

Attachments (/jobs/2918807/attachments)

[New Attachment \(/jobs/2918807/attachments/new\)](/jobs/2918807/attachments/new)

Posted to 0 Schools

⌚ This job is live to students until August 31, 2019 at 11:55pm.

 [Target More Schools \(/jobs/2918807/edit?initial_page=3\)](/jobs/2918807/edit?initial_page=3)

Labels

No labels have been added.

Select a label...

Job Postings

[Back](#)

Position Information

ID

197169

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

Sales Operations

Job Description

Job Summary:

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

Position Overview

The Coordinator, Sales Operations will act as the backbone of every media campaign. This position will provide support on all operational measures to ensure accuracy in client deliverables. This position is Burbank-based and reports to the Director of Sales Operations.

Responsibilities

- Enters orders for Account Executives into Salesforce order entry portal, makes necessary changes when there are revisions to the media flight schedules, and

checks contracts for accuracy

- Daily contact with Traffic and Continuity Departments to ensure that campaigns are running as ordered and that all client deliverables will be met within campaign timeframe

Location:

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type:

Full-Time, 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.

Qualifications

- 1-2 years of relevant work experience in data entry, systems input, or other operational role
- Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention to detail; meets deadlines
- Assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; uses professional telephone skills
- Thrives in a fast paced environment
- Strong interpersonal and communication skills
- Excellent organization, planning, multi-tasking and time management skills
- Ability to work independently and with a team in a fast-paced work environment

Job Function

Administrative/Support Services, Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

July 26, 2019

Expiration Date

August 25, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this position:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Sales-Operations_Req18591

Automatic Application Packet Generation

No

Posting Details

Requisition #

18591

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: Employee Referral

Date of hire: 8/29/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 8/29/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	1
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 8/29/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 8/29/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: August 29, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
- 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

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Work Experience

- 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

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, 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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18653

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 7/29/2019 6:37:25 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 7/29/2019 6:37:26 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 7/29/2019 6:37:25 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 7/29/2019 6:37:24 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 7/29/2019 6:37:26 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 7/29/2019 6:37:24 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 7/29/2019 6:37:26 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 7/29/2019 6:37:24 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 7/29/2019 6:37:25 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 7/29/2019 6:37:23 PM

[How to apply](#)[More Like This](#)[Displaying 1 of 11 Jobs](#) | [Return to list of jobs](#) | [Share](#) | [Print Job Order](#) |

Account Executive

iHeartMedia, Inc

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req18653 Work At Home: Not Specified

Posted: 7/30/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Requirements

HS

Job Properties

Job Description

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.
- 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

Additional Information

Qualifications • Proficient in Microsoft Office suite and social networking platforms • Adept at prospecting and using effective consultative selling principles and practices • Strong client service relationship-building skills • Ability to plan and organize, set priorities and multi task in a fast-paced environment • Negotiation and closing proficiency • Persuasive communication skills: verbal, written and presentation • Independent; self-motivated; competitive; assertive • Strong problem-solving and analytical skills • Understanding of market dynamics including demographics • Stress tolerance especially with tight deadlines and financial pressures • Flexibility and creativity • Professional appearance • Strong interpersonal skills Work Experience • 2+ years in media/advertising sales is preferred, but not required • Salesforce experience is a plus Education • High school diploma, college degree preferred Certifications • None required Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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. C

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living: [View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

This section shows the minimum required work experience requested by employers on job openings advertised online for Advertising Sales Agents in Los Angeles County, CA on July 30, 2019. There were 37 job openings advertised online that did not specify a minimum experience requirement (Jobs De-duplication Level 2).

#2923700 Account Executive

[Job Details \(/jobs/2923700\)](#)[Edit \(/jobs/2923700/edit\)](#)[Applicants \(/jobs/2923700/applications\)](#)[Job Preview job posting \(/jobs/2923700/edit?initial_page=4\)](#)**Applicants**[Edit Details \(/jobs/2923700/edit\)](#)[Expire Job](#)[Review 0 Applicants \(/jobs/2923700/applications\)](#)[Duplicate job \(/jobs/2923700/duplicate?job_id=2923700\)](#)

View profiles and download application documents.

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Requested a few seconds ago	Pending	None

[\(/employers/10024\)](#)**Account Executive**[iHeartMedia \(/employers/10024\)](#)[Favorite Job](#)

About this Job

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

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Qualifications

- Proficient in Microsoft Office suite and social networking platforms
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- Negotiation and closing proficiency
- Persuasive communication skills: verbal, written and presentation
- Independent; self-motivated; competitive; assertive
- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

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

Education

- High school diploma, college degree preferred

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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About iHeartMedia

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Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

Attachments (/jobs/2923700/attachments)

Job Postings

[Back](#)

Position Information

ID

197227

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

Account Executive

Job Description

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

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- 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

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- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

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

Education

- High school diploma, college degree preferred

Job Function

Broadcast and Digital Media, Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Graduation Date - Range Start

January 2018

Graduation Date - Range End

January 2018

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

July 29, 2019

Expiration Date

August 28, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18653

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.

Automatic Application Packet Generation

No

Posting Details

Requisition #

18653

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 10/14/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/14/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	2
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 10/14/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 10/14/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: October 14, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
- 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

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Work Experience

- 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

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, 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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18909

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 8/20/2019 10:30:28 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 8/20/2019 10:30:29 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 8/20/2019 10:30:28 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 8/20/2019 10:30:27 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 8/20/2019 10:30:29 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 8/20/2019 10:30:27 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 8/20/2019 10:30:29 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 8/20/2019 10:30:27 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 8/20/2019 10:30:29 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 8/20/2019 10:30:26 PM

[How to apply](#)[More Like This](#)[| Displaying 3 of 16 Jobs](#) | [Return to list of jobs](#) | [Share](#) | [Print Job Order](#) |

Account Executive

iHeartMedia, Inc

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req18909 Work At Home: Not Specified

Posted: 8/20/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Requirements

HS

Job Properties

Job Description

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.
- 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

Additional Information

Qualifications • Proficient in Microsoft Office suite and social networking platforms • Adept at prospecting and using effective consultative selling principles and practices • Strong client service relationship-building skills • Ability to plan and organize, set priorities and multi task in a fast-paced environment • Negotiation and closing proficiency • Persuasive communication skills: verbal, written and presentation • Independent; self-motivated; competitive; assertive • Strong problem-solving and analytical skills • Understanding of market dynamics including demographics • Stress tolerance especially with tight deadlines and financial pressures • Flexibility and creativity • Professional appearance • Strong interpersonal skills Work Experience • 2+ years in media/advertising sales is preferred, but not required • Salesforce experience is a plus Education • High school diploma, college degree preferred Certifications • None required Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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. C

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living: [View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

This section shows the minimum required work experience requested by employers on job openings advertised online for Advertising Sales Agents in Los Angeles County, CA on August 20, 2019. There were 23 job openings advertised online that did not specify a minimum experience requirement (Jobs Duplication Level 2).

#3006040 Account Executive

[Job Details \(/jobs/3006040\)](#)

[Edit \(/jobs/3006040/edit\)](#)

[Applicants \(/jobs/3006040/applications\)](#)

Job [Preview job posting \(/jobs/3006040/edit?initial_page=4\)](#)

Applicants

[Edit Details \(/jobs/3006040/edit\)](#)

[Expire Job](#)

[Review 0 Applicants \(/jobs/3006040/applications\)](#)

[Duplicate job \(/jobs/3006040/duplicate?job_id=3006040\)](#)

[View profiles and download application documents.](#)

School	Applicant Count	Last Update	Status	Comment Count
University of California, Riverside		Requested 2 minutes ago	Pending	None



[\(/employers/10024\)](#)

Account Executive

[iHeartMedia \(/employers/10024\)](#)

Favorited

About this Job

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

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.

About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio- the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including -- iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

[Attachments \(/jobs/3006040/attachments\)](/jobs/3006040/attachments)

Job Postings

[Back](#)

Position Information

ID

198735

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

Account Executive

Job Description

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.
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- Steers clients based on market, platform and station information.
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- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Job Function

Broadcast and Digital Media, Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Graduation Date - Range Start

January 2018

Graduation Date - Range End

January 2018

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

August 20, 2019

Expiration Date

September 19, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18909

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.

Automatic Application Packet Generation

No

Posting Details

Requisition #

18909

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: Employee Referral

Date of hire: 9/23/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 9/23/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	<p>CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A</p>	Y	0
8	<p>Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd</p>	Y	0
9	Employee Referral	N	1
10	<p>Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant</p>	Y	0
12	<p>Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete</p>	Y	0
14	<p>Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton</p>	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 9/23/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR**Vacancy Data Form****Account Executive****Recruitment source referring hiree: Employee Referral****Date of hire: 9/23/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Position: Account Executive
Hire Date: September 23, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR 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.

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

- Negotiates rates based on iHeartMedia's budgets.
- 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

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Work Experience

- 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

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

The Company is an equal opportunity employer and will not tolerate discrimination in employment on the basis of race, color, age, 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:

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18968

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 Kiyo Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 8/26/2019 2:33:14 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 8/26/2019 2:33:15 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 8/26/2019 2:33:14 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 8/26/2019 2:33:13 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 8/26/2019 2:33:15 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 8/26/2019 2:33:13 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 8/26/2019 2:33:15 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 8/26/2019 2:33:13 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 8/26/2019 2:33:14 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 8/26/2019 2:33:12 PM

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Account Executive

iHeartMedia, Inc

Advertising Sales Agents

Location: Burbank, CA - 91505 Positions available: 1

Job #: Req18968 Work At Home: Not Specified

Posted: 8/26/2019

Source: iHeartMedia, Inc. Site: www.iheartmedia.com Agency Job ID:

Job Requirements

HS

Job Properties

Job Description

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.
- 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

Additional Information

Qualifications • Proficient in Microsoft Office suite and social networking platforms • Adept at prospecting and using effective consultative selling principles and practices • Strong client service relationship-building skills • Ability to plan and organize, set priorities and multi task in a fast-paced environment • Negotiation and closing proficiency • Persuasive communication skills: verbal, written and presentation • Independent; self-motivated; competitive; assertive • Strong problem-solving and analytical skills • Understanding of market dynamics including demographics • Stress tolerance especially with tight deadlines and financial pressures • Flexibility and creativity • Professional appearance • Strong interpersonal skills Work Experience • 2+ years in media/advertising sales is preferred, but not required • Salesforce experience is a plus Education • High school diploma, college degree preferred Certifications • None required Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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. C

Employer Research

iHeartMedia, Inc
Connect with
iHeartMedia, Inc



See all jobs from iHeartMedia, Inc.

Location/Work Site Information

Cost of Living: [View cost of living information based on this location](#)

Salary Range: Not Available **Other Benefits:** Not Available

[View what local employers are paying Advertising Sales Agents](#)

Minimum Experience Required: None required

This section shows the minimum required work experience requested by employers on job openings advertised online for Sales and Related Occupations (no data available for Advertising Sales Agents) in Los Angeles County, CA on August 26, 2019. There were 5841 job openings advertised online that did not specify a minimum experience requirement (Jobs De-duplication Level 2).

#3029890 Account Executive

[Job Details \(/jobs/3029890\)](#)

[Edit \(/jobs/3029890/edit\)](#)

[Applicants \(/jobs/3029890/applications\)](#)

Job [Preview job posting \(/jobs/3029890/edit?initial_page=4\)](#)

Applicants

[Edit Details \(/jobs/3029890/edit\)](#)

[Review 0 Applicants \(/jobs/3029890/applications\)](#)

[Duplicate job \(/jobs/3029890/duplicate?job_id=3029890\)](#)

[View profiles and download application documents.](#)



[\(/employers/10024\)](#)

Account Executive

[iHeartMedia \(/employers/10024\)](#)

[Favorite Job](#)

About this Job

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- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

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- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Location

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About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc.

iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing

and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio– the free all-in-one, industry-leading digital radio service. The company’s operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including -- iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE
Paid
PAY RATE
Not Specified
DURATION
Permanent

Company Details

COMPANY SIZE
5,000 - 10,000 employees
INDUSTRY
Advertising, PR & Marketing industry
COMPANY TYPE
Public company
HEADQUARTERS
20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States
WEBSITE
<http://iheartmediacareers.com>
SOCIAL MEDIA
<https://www.facebook.com/iHeartMedia>
<https://twitter.com/iheartmedia>
<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS
All school years and graduation dates allowed
ALLOWED MAJORS
All majors allowed
WORK AUTHORIZATION REQUIREMENTS
US work authorization is required

Contact Information

CONTACTS
Kiyoo Knight

Attachments (/jobs/3029890/attachments)

New Attachment (/jobs/3029890/attachments/new)
Posted to 0 Schools

Job Postings

[Back](#)

Position Information

ID

199224

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

Account Executive

Job Description

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.

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- Strong problem-solving and analytical skills
- Understanding of market dynamics including demographics
- Stress tolerance especially with tight deadlines and financial pressures
- Flexibility and creativity
- Professional appearance
- Strong interpersonal skills

Work Experience

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

Education

- High school diploma, college degree preferred

Job Function

Broadcast and Digital Media, Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Graduation Date - Range Start

January 2018

Graduation Date - Range End

January 2018

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

August 26, 2019

Expiration Date

September 25, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Account-Executive_Req18968

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.

Automatic Application Packet Generation

No

Posting Details

Requisition #

18968

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Client Solutions Manager**

Recruitment source referring hiree: Employee Referral

Date of hire: 11/18/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	Burbank Employment Student Training (BEST) Burbank City Hall 275 East Olive Ave Burbank, California 91502 Phone : 818-238-5021 Url : www.burbankca.gov Email : burbankworkforceconnection@burbankca.gov Fax : 1-818-238-5199 Lidia Termanyan	Y	0
4	Cal State University, Los Angeles 5151 State University Drive Los Angeles, California 90032 Phone : 323-343-3280 Url : www.calstatela.edu/careers Email : careers@cslanet.calstatela.edu Christopher Lenz	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University - Northridge 18111 Nordhoff Street University Hall, Suite 105 Northridge, California 91330 Phone : 818-677-2878 Url : www.csun.edu Email : career.center@csun.edu Fax : 1-818-677-4593 Career Services	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Client Solutions Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 11/18/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	CalJobs Employment Development Dept 800 Capitol Mall, Suite 5000 Sacramento, California 95814 Phone : (916) 654-8210 Url : http://www.caljobs.ca.gov/ Email : wsbaru048imperialvalley@edd.ca.gov Patty N/A	Y	0
8	Colorado Media School 404 S. Upham Street Lakewood, Colorado 80226 Phone : 303-479-4908 Url : http://beonair.com/denver Email : dbyrd@beonair.com Debbie Byrd	Y	0
9	Employee Referral	N	2
10	Fullerton College 321 E. Chapman Avenue Fullerton, California 92832 Phone : 714-992-7121 Url : http://www.fullcoll.edu/ Email : jmerchant@fullcoll.edu Jennifer Merchant	Y	0
12	Glendale Community College 1500 N Verdugo Rd SR 236 Glendale, California 91208 Phone : 818-240-1000 ext. 5405 Url : www.glendale.edu Email : andrav@glendale.edu Andra Verstraete	Y	0
14	Homeboy Industries 130 Bruno St Los Angeles, California 90012-1815 Phone : 323-526-1254 x342 Url : www.homeboyindustries.org Email : mburton@homeboyindustries.org Mary Ellen Burton	Y	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRY, KVVS, KYSR

Vacancy Data Form

Client Solutions Manager

Recruitment source referring hiree: Employee Referral

Date of hire: 11/18/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
16	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
17	Indeed.com - Not Directly Contacted by SEU	N	1
20	LinkedIn - Not directly contacted by SEU	N	1
22	Ohio Center for Broadcasting-Cleveland 9885 Rockside Rd. #160 Valley View, Ohio Phone : 216-503-5900 x1104 Url : http://beonair.com/cleveland Email : jhardy@beonair.com Janice Hannah-Hardy	Y	0
24	SCBA (So Cal Broadcasters Assn) 1849 Sawtelle Blvd. Ste 543 Los Angeles, California 90025 Phone : 323-930-5599 Url : www.scba.com Liz Fancher Manual Posting	N	0

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR**Vacancy Data Form****Client Solutions Manager****Recruitment source referring hiree: Employee Referral****Date of hire: 11/18/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	SELA Worksource Center 3965 S Vermont Ave Los Angeles, California 90037 Phone : 323.730.7900 x227 Url : www.letc.com Email : aguerrero@letc.com Arthur Guerrero	Y	0
26	University of California, Riverside 900 University Avenue Riverside, California 92521 Phone : 951-827-2736 Email : linda.latendresse@ucr.edu Linda LaTendresse	Y	0
27	USC Career Planning & Placement Ctr 3601 Trousdale Pkwy Student Union Bldg 110 Los Angeles, California 90089-4897 Phone : 213-740-9538 Url : www.careers.usc.edu Email : recruit@usc.edu Elizabeth Jordan	Y	0
28	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			4

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVU, KYRS
Fax and E-mail verification summary report for Client Solutions Manager

Position: Client Solutions Manager

Hire Date: November 18, 2019

This report, generated by Broadcast1Source, verifies that KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVU, KYRS 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:

Client Solutions Manager will utilize understanding of multi-media assets to create large-scale and compelling local and regional programs that win business. This position will lead collaboration, ideation and development of strategic marketing programs for local and regional advertising clients supporting iHeartMedia sales team. This position is Burbank-based and reports to the Director of Sales Operations.

Responsibilities

- Create marketing programs using iHeartMedia assets- broadcast, streaming, podcasts, digital media, influencers, sports and more- to highlight the consumer journey and achieve client's KPIs
- Collaborate with the research team to develop unique insights for advertisers and top industries
- Organize and lead brainstorming sessions to ideate around advertisers' marketing challenges
- Manage the local Client Solutions Team including project workflow, enforcement of guidelines, and supervision of all assigned Client Solutions Team projects
- Delegates projects to two or more Client Solutions Coordinators and provides guidance to team members to keep projects on schedule
- Accompany Account Executives on sales calls to assess client's objectives and help formulate innovative marketing strategies and promotional campaigns

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR

Fax and E-mail verification summary report for Client Solutions Manager

- Develop and manage relationships with internal departments
- Learn about and stay up to date on all iHeartMedia events, activations and offerings
- Use a variety of sales management tools and software to track and provide timely updates on pending revenue

Qualifications

- At least 3-5 years of relevant work experience in either Media, Marketing, and/or Advertising
- Preferred experience including radio planning or sales marketing, account strategy or media agency experience

- Experience managing a small team or delegating workload to a team and tracking teams progress
- Strong understanding of both the digital and social media landscape
- Understanding of brand story telling through the lens of strategic partnerships and media
- Proficient in PowerPoint and Adobe Photoshop design
- Knowledge of marketing strategies, concepts and practices
- Experience with developing and managing successful, large-scale marketing strategies, programs or campaigns
- Understanding of research metrics and ability to apply them to strengthen client proposals
- Outstanding project management and performance measurement skills
- Strong interpersonal and communication skills
- Excellent organization, planning, multi-tasking and time management skills
- Ability to work independently and with a team in a fast-paced work environment
- Strong Microsoft Office skills

**This is a Full-Time Position

Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular

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KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
Fax and E-mail verification summary report for Client Solutions Manager

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/Burbank-CA-Olive/Client-Solutions-Manager_Req18995

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 Kiyoko Knight at kiyoknight@iheartmedia.com

KBIG, KEIB, KFI, KIIS-FM, KLAC, KOST, KRRL, KSRV, KVVS, KYSR
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RS Number	Recruiting Source	Date and Time
3	Burbank Employment Student Training (BEST) E-mail: burbankworkforceconnection@burbankca.gov	Sent: 9/16/2019 9:02:37 PM
4	Cal State University, Los Angeles E-mail: careers@cslanet.calstatela.edu	Sent: 9/16/2019 9:02:38 PM
6	California State University - Northridge E-mail: career.center@csun.edu	Sent: 9/16/2019 9:02:37 PM
8	Colorado Media School E-mail: dbyrd@beonair.com	Sent: 9/16/2019 9:02:36 PM
10	Fullerton College E-mail: jmerchant@fullcoll.edu	Sent: 9/16/2019 9:02:38 PM
12	Glendale Community College E-mail: andrav@glendale.edu	Sent: 9/16/2019 9:02:36 PM
14	Homeboy Industries E-mail: mburton@homeboyindustries.org	Sent: 9/16/2019 9:02:38 PM
22	Ohio Center for Broadcasting-Cleveland E-mail: jhardy@beonair.com	Sent: 9/16/2019 9:02:36 PM
25	SELA Worksource Center E-mail: aguerrero@letc.com	Sent: 9/16/2019 9:02:38 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 9/16/2019 9:02:36 PM

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Client Solutions Manager

(Not Available)

Management Occupations

Location: Burbank, CA - 91505 Positions available: 1

Job #: 76931 Work At Home: Not Specified

Posted: 9/16/2019 Expires: 12/15/2019

Source: Broadcast1 Source Site: www.broadcast1source.com Agency Job ID:

Job Description

Details:

Current employees and contingent workers click here to apply and search by the Job Posting Title.

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- Organize and lead brainstorming sessions to ideate around advertisers' marketing challenges
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- Delegates projects to two or more Client Solutions Coordinators and provides guidance to team members to keep projects on schedule
- Accompany Account Executives on sales calls to assess client's objectives and help formulate innovative marketing strategies and promotional campaigns
- Develop and manage relationships with internal departments
- Learn about and stay up to date on all iHeartMedia events, activations and offerings
- Use a variety of sales management tools and software to track and provide timely updates on pending revenue

Additional Information

Qualifications • At least 3-5 years of relevant work experience in either Media, Marketing, and/or Advertising • Preferred experience including radio planning or sales marketing, account strategy or media agency experience • Experience managing a small team or delegating workload to a team and tracking teams

progress • Strong understanding of both the digital and social media landscape • Understanding of brand story telling through the lens of strategic partnerships and media • Proficient in PowerPoint and Adobe Photoshop design • Knowledge of marketing strategies, concepts and practices • Experience with developing and managing successful, large-scale marketing strategies, programs or campaigns • Understanding of research metrics and ability to apply them to strengthen client proposals • Outstanding project management and performance measurement skills • Strong interpersonal and communication skills • Excellent organization, planning, multi-tasking and time management skills • Ability to work independently and with a team in a fast-paced work environment • Strong Microsoft Office skills **This is a Full-Time Position Location Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505 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 st

Location/Work Site Information

Cost of Living: [View cost of living information based on this location](#)

This job was posted at <https://www.broadcast1source.com/> on 9/16/2019.

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#3114231 Client Solutions Manager

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Client Solutions Manager

[iHeartMedia \(/employers/10024\)](#)

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About this Job

Job Summary:

Client Solutions Manager will utilize understanding of multi-media assets to create large-scale and compelling local and regional programs that win business. This position will lead collaboration, ideation and development of strategic marketing programs for local and regional advertising clients supporting iHeartMedia sales team. This position is Burbank-based and reports to the Director of Sales Operations.

Responsibilities

- Create marketing programs using iHeartMedia assets- broadcast, streaming, podcasts, digital media, influencers, sports and more- to highlight the consumer journey and achieve client's KPIs
- Collaborate with the research team to develop unique insights for advertisers and top industries
- Organize and lead brainstorming sessions to ideate around advertisers' marketing challenges
- Manage the local Client Solutions Team including project workflow, enforcement of guidelines, and supervision of all assigned Client Solutions Team projects
- Delegates projects to two or more Client Solutions Coordinators and provides guidance to team members to keep projects on schedule
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Location

Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type

Regular, Full-time

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About iHeartMedia

Gain hands-on experience in a range of radio, business and/or technology operations. We're looking for talented, energetic, curious problem-solvers who will fit into our fast moving culture.

iHeartCommunications, Inc. was founded in San Antonio, TX under the name Clear Channel Communications, Inc. with the purchase of a single radio station in 1972. After decades of growing media assets globally, the company has become one of the world's leading media and entertainment companies, operating as iHeartMedia, Inc. iHeartMedia is a leading global media and entertainment company specializing in radio, digital, outdoor, mobile, social, live events and on-demand entertainment. The company owns and operates 858 broadcast radio stations, serving more than 150 markets throughout the U.S. With over a quarter of a billion monthly listeners in the U.S., iHeartMedia has the largest reach of any radio and television outlet in America.

Our mission is to create products and services that excite and engage our consumers, communities, advertisers and business partners. We must keep our products growing and evolving, reflecting new technologies and new consumer behaviors and tastes. As the leading media company in America, iHeartMedia delivers music, news, talk, sports and other content to diverse audiences across multiple platforms, including: broadcast stations; online, via iHeartRadio- the free all-in-one, industry-leading digital radio service. The company's operations also include program syndication; real-time traffic services; music research services; podcasts; and independent media representation; HD digital radio channels; satellite; smartphones; iPads and other tablets; in-vehicle entertainment and navigation systems. iHeartMedia leverages its multi-platform assets, as well as its vast infrastructure and relationships, to create one-of-a-kind events like the iHeartRadio Music Festival, innovative national and local promotions, and ground-breaking technology and products.

We are always on the lookout for innovative people to help grow our brands, including -- iHeartMedia, Katz Media Group, Total Traffic & Weather Network (TTWN), Premiere Networks and RCS. We move fast, have fun, are passionate about solving complex challenges, and encourage creativity in all that we do. We strive for excellence, and we get excited about the transformational work we are a part of. Our website is <http://iHeartMediaCareers.com>. With the advent of new properties, platforms and opportunities, iHeartMedia, Inc. looks forward to continuing along the path towards a creative, dynamic and innovative future.

Location

Burbank, California, United States of America

Compensation

TYPE

Paid

PAY RATE

Not Specified

DURATION

Permanent

Company Details

COMPANY SIZE

5,000 - 10,000 employees

INDUSTRY

Advertising, PR & Marketing industry

COMPANY TYPE

Public company

HEADQUARTERS

20880 Stone Oak Pkwy, San Antonio, Texas 78258, United States

WEBSITE

<http://iheartmediacareers.com>

SOCIAL MEDIA

<https://www.facebook.com/iHeartMedia>

<https://twitter.com/iheartmedia>

<https://www.linkedin.com/company/iheartmedia>

Employer Preferences

ALLOWED SCHOOL YEARS

All school years and graduation dates allowed

ALLOWED MAJORS

All majors allowed

WORK AUTHORIZATION REQUIREMENTS

US work authorization is required

Contact Information

CONTACTS

Kiyo Knight

Attachments (/jobs/3114231/attachments)

Job Postings

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Position Information

ID

200541

Position Type

Full Time Experienced

Division

iHeartMedia - Los Angeles

Title

CLIENT SOLUTIONS MGR

Job Description

Job Summary:

Client Solutions Manager will utilize understanding of multi-media assets to create large-scale and compelling local and regional programs that win business. This position will lead collaboration, ideation and development of strategic marketing programs for local and regional advertising clients supporting iHeartMedia sales team. This position is Burbank-based and reports to the Director of Sales Operations.

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Location: Burbank, CA: 3400 West Olive Avenue, Suite 550, 91505

Position Type: Regular, Full-time

Job Function

Sales

Location

Burbank, California United States

Startup

No

Trojans Hiring Trojans

No

Applicants

Class Level

Alumni

Restrict Applications

No

Desired Major(s)

All Majors

Degree Level

Bachelors

Graduation Date - Range Start

July 2016

Graduation Date - Range End

July 2016

Desired Work Authorization

No, will not require employment visa sponsorship

How to Apply

Posting Date

September 16, 2019

Expiration Date

October 16, 2019

Resume Receipt

Other (enter below)

How to Apply

Please visit the iHeartMedia Careers website to apply for this job:

https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_iHM/job/Burbank-CA-Olive/Client-Solutions-Manager_Req18995

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.

Automatic Application Packet Generation

No

Posting Details

Requisition #

18995

Policy Affirmation

yes

School Affiliations

USC Career Center - all majors (current students + alumni)

[Back](#)