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Stamp and Return

September 1, 2016

Elizabeth E. Goldin
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VIA HAND DELIVERY

EEO Staff
Policy Division
Media Bureau
Federal Communications Commission
445 12th Street SW
Washington, DC 20554

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SEP - 1 2016

Federal Communications Commission
Bureau / Office

RE: EEO Submission Pursuant to DA 13-2330
Chicago, IL Station Employment Unit
AMFM Broadcasting Licenses, LLC
WEBG(FM), Chicago, IL (Facility ID No. 53971)
WGCI-FM, Chicago, IL (Facility ID No. 51165)
WKSC-FM, Chicago, IL (Facility ID No. 74178)
WGRB(AM), Chicago, IL (Facility ID No. 51162)
WLIT-FM, Chicago, IL (Facility ID No. 70042)
WVAZ(FM), Oak Park, IL (Facility ID No. 6588)
CC Licenses, LLC
WVON(AM), Berwyn, IL (Facility ID No. 87178)

EEO Staff:

On behalf of AMFM Broadcasting Licenses, LLC and CC Licenses, LLC, licensees of the above-referenced stations in the Chicago, Illinois station employment unit (the "SEU"), the undersigned submits the final EEO filing required by the Commission's Notice of Apparent Liability for Forfeiture issued against the SEU for violation of its EEO rules. *See In the Matter of AMFM Broadcasting Licenses, LLC, Licensee of Stations WNUA(FM), Chicago, IL, WGCI-FM, Chicago, IL, WKSC-FM, Chicago, IL, WGRB(AM), Chicago, IL, WLIT-FM, Chicago, IL, WVAZ(FM), Oak Park, IL, Notice of Apparent Liability for Forfeiture, 28 FCC Rcd. 16457 (MB 2013).*

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

Respectfully submitted,

Elizabeth E. Goldin

Counsel to AMFM Broadcasting Licenses, LLC & CC Licenses, LLC

cc: Matt Scarano (Market President)

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
EEO PUBLIC FILE REPORT
August 1, 2015 - July 21, 2016

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Midday Personality	16	16
Afternoon Drive Personality	16	16
Account Executive - Radio	1-15, 17-19, 21-23, 25-28, 30-37, 39, 41-46, 48-49, 51-52, 54-55, 57-70	15
Account Executive - Radio	1-15, 17-19, 21-23, 25-28, 30-37, 39, 41-46, 48-49, 51-52, 54-55, 57-70	11
Local Sales Manager	1-6, 8-10, 12-15, 17, 19-27, 30, 32-38, 40-48, 50-53, 55-56, 58, 60, 62-63, 66-67, 69	56
WVAZ-FM Midday On-Air Host	1-6, 8-10, 12-14, 19-27, 30, 32-38, 40-48, 50-53, 55-56, 58, 60, 62-63, 66-67, 69-70	56
Outside Account Executive	1-6, 8-9, 12-15, 19-27, 30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69	15
Outside Account Executive	1-6, 8-9, 12-15, 19-27, 30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69-70	70
Strategy Manager	1-6, 8-9, 11-14, 19-27, 29-30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69	11
Digital Program Director	1-6, 8-10, 12-15, 19-27, 29-30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69	15
Account Executive	1-6, 8-9, 12-15, 17, 19-27, 30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69	17
Account Executive	1-6, 8-9, 12-15, 19-27, 30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69	15
Digital Sales Supervisor	1-6, 8-9, 12-14, 19-27, 29-30, 32-38, 40-48, 50-53, 55, 58, 60, 62-63, 66-67, 69-70	70

* This Report includes recruitment activity from August 1, 2015 through July 21, 2016.

* Due to an error in the SEU's software, recruitment sources Media Advertising Club of Chicago, Northern Illinois University, and Purdue University - Calumet, and Malcolm X College did not receive an EEO posting during this reporting period. Upon identifying this error, the SEU immediately addressed it with its technology vendor to ensure that the sources received notification of all future vacancies.

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
7	Bradley University 1501 W. Bradley Avenue Peoria, Illinois 61625 Phone : (309) 677-2510 Url : http://explore.bradley.edu/scc/ Email : careers@bradley.edu Fax : 1-309-677-2611 Melissa Poulsen	N	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	8
11	Current Employee - Transfer/Promotion	N	2
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	12
16	Exigent Circumstances	N	2
17	Former Employee	N	3
18	GlassDoor 1 Harbor Dr Ste 300 Sausalito, California 94965 Phone : 415-339-9105 Url : http://www.glassdoor.com Online Source Manual Posting	N	0
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y (as of 8/17/2015)	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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	4
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
28	Indeed 7501 N Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : http://www.indeed.com Online Source Manual Posting	N	0
29	Indeed.com - Not Directly Contacted by SEU	N	7
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
31	Kane County Department of Employment 1 Smoketree Business Park, Suite A N. Aurora, Illinois 60542 Phone : 630-844-6640 x 270 Url : http://www.kcdee.org/naurora.html Email : jessehernandez@kcdec.org Fax : 1-630-966-1172 Jesse Hernandez	N	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
39	Marquette University 1324 W. Wisconsin Avenue P.O. Box 1881 Milwaukee, Wisconsin 53201 Phone : (414)288-5303 Url : http://www.marquette.edu/csc/undergraduate/ Email : career.services@marquette.edu Kristin Finn	N	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
49	Northwestern University 633 Lincoln Street Evanston, Illinois 60208 Phone : (847)491-3741 Url : https://northwestern-csm.symplicity.com/employers/ Dianne Siekmann Manual Posting Prong 2 Ended Date: 12/3/2015	N	0

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II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y (as of 11/20/2015)	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
54	Radio Center for People With Disabilities 230 E. Ohio Street, Suite 101 Chicago, Illinois 60611 Phone : (312) 640-5000 Url : http://www.rcpd.org/ Email : bradsaul@earthlink.net Fax : 1-312-640-5010 Brad Saul Prong 2 Ended Date: 2/1/2016	N	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
56	Re-hire	N	2
57	Recruit.net 2706, The Centrum 61 Wyndham St Central, Hong Kong Phone : 852 2525 0555 Url : http://www.recruit.net Online Source Manual Posting	N	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
59	Roosevelt University 430 S. Michigan Ave Chicago, Illinois 60605 Phone : 312-341-3560 Url : http://roosevelt.erecruiting.com/emp/sblogin Email : careersdt@roosevelt.edu Fax : 1-312-341-3655 Terri Berryman	N	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
61	SimplyHired 2513 Charleston Rd #200 Mountain View, California 94043 Phone : 650-254-9000 Url : http://www.simplyhired.com Online Source Manual Posting	N	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
64	The Freeform Radio Initiative 411 Walnut Street #5561 Green Cove Springs, Florida 32043 Phone : 305-982-7233 Email : leads@freeformradio.org Scott McWilliams	N	0
65	The Write Design Company 1803 W. 95th Street Ste. 270 Chicago, Illinois 60643 Phone : (877)570-5228 Url : http://thewritedesigndco.com/ Email : info@thewritedesigndco.com Marcie Hill	N	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
68	University of Illinois – Chicago 1200 W. Harrison Street Chicago, Illinois 60607 Phone : (312) 996-2300 Url : https://uic-csm.symplicity.com/employers/index.php Kathyy Battee-Freeman Manual Posting Prong 2 Ended Date: 12/3/2015	N	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
70	Word of Mouth Referral	N	5
TOTAL INTERVIEWS OVER REPORTING PERIOD:			45

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	10/17/2015	Participation in events or programs sponsored by educational institutions	On October 17, 2015, our SEU participated in the Midwest Regional High School and College Radio Conference at Columbia College Chicago. SEU participants included our Morning Show Co-Hosts, Evening Show Host and Assistant Program Director, who spoke to participants about on-air, production, and programming careers in radio.	4	Morning Show Co-Host Evening Show Host Morning Co-Show Host Assistant Program Director
2	11/30/2015	Provision of training to management	On November 30, 2015, our Senior Vice President of Communications participated in a training program provided by iHeartMedia corporate entitled "FCC/EEO Compliance – Workday Training," which included information about compliance with the FCC's EEO rules and methods for widely disseminating information concerning vacancies, including various technical platforms provided by iHeartMedia.	1	Senior Vice President, Communications
3	12/1/2015	Participation in events or programs sponsored by educational institutions	On December 1, 2015, our Morning Show Co-Host spoke to students at South Shore International College Prep High School about careers in the music and journalism industries, along with other topics designed to promote future achievement.	1	Morning Show Co-Host
4	3/8/2016	Participation in Job Fairs	On March 8, 2016, our SEU participated in the Professional & Technology Diversity Career Fair at The Congress Hotel. SEU participants included our Senior Vice President of Communications and an Account Executive, who spoke with participants about career opportunities in broadcasting.	3	Senior Vice President, Communications Account Executive Office of Communications

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III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
5	4/4/2016	Participation in events or programs sponsored by educational institutions	On April 4, 2016, our SEU hosted students from Columbia College Chicago for a station tour. SEU participants included our Vice President of Sales, Director of Urban Programming, Business Development Manager and Account Executive, who spoke with the students about the radio industry and career opportunities in broadcasting.	4	Vice President of Sales Director of Urban Programming Business Development Manager Account Executive
6	4/19/2016	Participation in events sponsored by community groups	On April 19, 2016, our SEU hosted high -school aged children from the Chicago Park District for a station tour. SEU participants included our Director of Marketing & Promotions, Morning Show Co-Host and Midday Show Host, who spoke with the students about the radio industry and career opportunities in broadcasting.	3	Director of Marketing and Promotions Morning Show Co-Host Midday Show Host
7	4/20/2016	Participation in events sponsored by community groups	On April 20, 2016, our SEU hosted high -school aged children from the Chicago Park District for a station tour. SEU participants included our Director of Marketing & Promotions, Morning Show Co-Host and Midday Show Host, who spoke with the students about the radio industry and career opportunities in broadcasting.	3	Director of Promotions and Marketing Morning Show Co-Host Midday Show Host
8	5/16/2016	Participation in events sponsored by community groups	Our SEU's WGCi-FM, WVAZ-FM and WGRB-AM developed an ongoing community partnership and in-kind media campaign to support True Star Foundation and Media, which teaches students valuable skills that are transferable to the workplace. As part of this effort, on May 16, 2016, our SEU hosted student participants for a station visit. SEU participants included our Director of Urban Programming, On-Air Talent, Urban Production Director, and Assistant Program Director, who provided a station tour and worked with students to produce public service announcements and provide mentoring and guidance regarding careers in broadcasting.	4	Director, Urban Programming Air Talent Urban Production Director Assistant Program Director

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	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
9	6/29/2016	Participation in Job Fairs	On June 29, 2016, our SEU participated in the Catalyst Career Group Job Fair at the Embassy Suites by Hilton - Chicago Downtown. SEU participants included our Senior Vice President of Communications, who spoke with participants about careers in radio, including available positions at our SEU stations.	2	Senior Vice President, Communications Office of Communications
10	6/30/2016	Participation in events sponsored by community groups	On June 30, 2016, our Assistant Program Director participated in a panel discussion at the Logan Center for the Arts during Black Music Month in which he discussed the influence of music on the Chicagoland community and careers in broadcasting.	1	Assistant Program Director

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON**Vacancy Data Form****Midday Personality****Recruitment source referring hiree: Exigent Circumstances****Date of hire: 10/1/2015**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Exigent Circumstances	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

MEMORANDUM

TO: Station Internal Files
DATE: October 1, 2015
RE: Circumstances concerning Midday Personality and Afternoon Drive hires

To fill the positions of Midday Personality and Afternoon Drive on October 1, 2015, this station employment unit ("SEU") faced exigent circumstances requiring confidentiality and presenting an opportunity to hire unique/exceptional talent from a direct competitor. As a result, the SEU did not widely disseminate the vacancy notices in order to bring on unique talents who are well-known in the market. Further, these hires were part of a confidential on-air restructuring, and public recruitment may have compromised the situation (because the then-existing on-air personalities were not aware of the restructuring).

A handwritten signature in dark ink, appearing to be 'Mall', with a long, sweeping horizontal line extending to the right.

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON**Vacancy Data Form****Afternoon Drive Personality****Recruitment source referring hiree: Exigent Circumstances****Date of hire: 10/1/2015**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Exigent Circumstances	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

MEMORANDUM

TO: Station Internal Files
DATE: October 1, 2015
RE: Circumstances concerning Midday Personality and Afternoon Drive hires

To fill the positions of Midday Personality and Afternoon Drive on October 1, 2015, this station employment unit ("SEU") faced exigent circumstances requiring confidentiality and presenting an opportunity to hire unique/exceptional talent from a direct competitor. As a result, the SEU did not widely disseminate the vacancy notices in order to bring on unique talents who are well-known in the market. Further, these hires were part of a confidential on-air restructuring, and public recruitment may have compromised the situation (because the then-existing on-air personalities were not aware of the restructuring).

A handwritten signature in black ink, appearing to be "Mall", with a long, sweeping horizontal line extending to the right.

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
7	Bradley University 1501 W. Bradley Avenue Peoria, Illinois 61625 Phone : (309) 677-2510 Url : http://explore.bradley.edu/scc/ Email : careers@bradley.edu Fax : 1-309-677-2611 Melissa Poulsen	N	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	2
11	Current Employee - Transfer/Promotion	N	1
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/inde Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	4

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Former Employee	N	1
17	GlassDoor 1 Harbor Dr Ste 300 Sausalito, California 94965 Phone : 415-339-9105 Url : http://www.glassdoor.com Online Source Manual Posting	N	0
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
23	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
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
28	Indeed 7501 N Capital of Texas Hwy Austin, Texas 78731 Phone : 800-462-5842 Url : http://www.indeed.com Online Source Manual Posting	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
31	Kane County Department of Employment 1 Smoketree Business Park, Suite A N. Aurora, Illinois 60542 Phone : 630-844-6640 x 270 Url : http://www.kcdee.org/naurora.html Email : jessehernandez@kcdee.org Fax : 1-630-966-1172 Jesse Hernandez	N	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
39	Marquette University 1324 W. Wisconsin Avenue P.O. Box 1881 Milwaukee, Wisconsin 53201 Phone : (414)288-5303 Url : http://www.marquette.edu/csc/undergraduate/ Email : career.services@marquette.edu Kristin Finn	N	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
49	Northwestern University 633 Lincoln Street Evanston, Illinois 60208 Phone : (847)491-3741 Url : https://northwestern-csm.symplicity.com/employers/ Dianne Siekmann Manual Posting	N	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
54	Radio Center for People With Disabilities 230 E. Ohio Street, Suite 101 Chicago, Illinois 60611 Phone : (312) 640-5000 Url : http://www.rcpd.org/ Email : bradsaul@earthlink.net Fax : 1-312-640-5010 Brad Saul	N	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
57	Recruit.net 2706, The Centrum 61 Wyndham St Central, Hong Kong Phone : 852 2525 0555 Url : http://www.recruit.net Online Source Manual Posting	N	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
59	Roosevelt University 430 S. Michigan Ave Chicago, Illinois 60605 Phone : 312-341-3560 Url : http://roosevelt.erecruiting.com/emp/sblogin Email : careersdt@roosevelt.edu Fax : 1-312-341-3655 Terri Berryman	N	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
61	SimplyHired 2513 Charleston Rd #200 Mountain View, California 94043 Phone : 650-254-9000 Url : http://www.simplyhired.com Online Source Manual Posting	N	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
64	The Freeform Radio Initiative 411 Walnut Street #5561 Green Cove Springs, Florida 32043 Phone : 305-982-7233 Email : leads@freeformradio.org Scott McWilliams	N	0
65	The Write Design Company 1803 W. 95th Street Ste. 270 Chicago, Illinois 60643 Phone : (877)570-5228 Url : http://thewritedesignco.com/ Email : info@thewritedesignco.com Marcie Hill	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive - Radio

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 10/6/2015

Recruitment source referring hiree: Employee Referral

Date of hire: 1/20/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
68	University of Illinois – Chicago 1200 W. Harrison Street Chicago, Illinois 60607 Phone : (312) 996-2300 Url : https://uic-csm.symplicity.com/employers/index.php Kathyy Battee-Freeman Manual Posting	N	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
70	Word of Mouth Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			9

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

Position: Account Executive - Radio

Hire Date: January 20, 2016

This report, generated by Broadcast1Source, verifies that WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON 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:

This job involves more than just selling spots. iHeartMedia Chicago is looking for aggressive and passionate professionals who have the confidence, drive and desire to work among the best and are capable of creating marketing campaigns.

This position is directly responsible for acquiring new clients and advertisers for iHeartMedia Chicago. We are looking for an energetic self-starter who is proactive in driving revenue, increasing client base and selling marketing solutions. On a daily basis you will be expected to use your self-motivation, understanding of marketing principles and enthusiasm to prospect and develop new business leads, manage existing accounts and close deals.

Requirements:

Strong communication skills both written and verbal. Understanding of basic marketing and advertising principles. Must have a strong work ethic, great attitude and a desire for personal betterment.

Experience:

Position requires a minimum of two years sales experience and a bachelor's degree.

Additional Information:

Please e-mail chicagocareers@clearchannel.com or apply at clearcareers.com/jobs Clear Channel is an equal opportunity employer. We believe our creativity and productivity are best when we bring together people of all backgrounds and ethnicities. Therefore, Clear Channel strongly encourages men and women of all races and backgrounds to apply for positions for which they are qualified. Clear Channel hires employees based on their experience, talent, and qualifications for the job. Discrimination or harassment based on race, sex, religion, creed, color, national origin, age, disability, or any other legally protected classification is STRICTLY PROHIBITED.

Contact:

Please visit www.iHeartMediaCareers.com to upload your resume and apply for this job.

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Barbara A. Gueno at barbaragueno@iheartmedia.com

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 6/30/2015 10:10:40 AM Sent: 6/30/2015 10:00:46 AM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 6/30/2015 10:00:46 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 6/30/2015 10:13:31 AM Sent: 6/30/2015 10:00:47 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 6/30/2015 10:12:24 AM Sent: 6/30/2015 10:00:47 AM
5	Benedictine University Fax: 1-630-829-6043 E-mail: career@ben.edu	Sent: 6/30/2015 10:15:20 AM Sent: 6/30/2015 10:00:47 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 6/30/2015 10:00:48 AM
7	Bradley University Fax: 1-309-677-2611	Sent: 6/30/2015 10:17:53 AM
8	Chicago State University Fax: 1-773-995-2329	Sent: 6/30/2015 10:21:39 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 6/30/2015 10:00:49 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 6/30/2015 10:00:50 AM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 6/30/2015 10:20:24 AM Sent: 6/30/2015 10:00:50 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: annettec@elmhurst.edu	Sent: 6/30/2015 10:22:56 AM Sent: 6/30/2015 10:00:52 AM
19	Governors State University	

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
	E-mail: career@govst.edu	Sent: 6/30/2015 10:00:53 AM
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 6/30/2015 10:00:53 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 6/30/2015 10:00:54 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 6/30/2015 10:00:54 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 6/30/2015 10:00:54 AM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 6/30/2015 10:31:12 AM Sent: 6/30/2015 10:00:53 AM
31	Kane County Department of Employment Fax: 1-630-966-1172	Sent: 6/30/2015 10:24:24 AM
32	Kennedy King College E-mail: wlang1@ccc.edu	Sent: 6/30/2015 10:00:55 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 6/30/2015 10:25:39 AM Sent: 6/30/2015 10:00:55 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 6/30/2015 10:00:56 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 6/30/2015 10:00:56 AM
36	Lewis University E-mail: myersma@lewisu.edu	Sent: 6/30/2015 10:00:56 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 6/30/2015 10:00:57 AM
39	Marquette University E-mail: career.services@marquette.edu	Sent: 6/30/2015 10:00:57 AM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044	Sent: 6/30/2015 10:27:43 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 6/30/2015 10:00:57 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 6/30/2015 10:00:58 AM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 6/30/2015 10:00:58 AM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 6/30/2015 10:00:59 AM
46	Northeastern Illinois University Fax: 1-773-442-4690 E-mail: Career-Services@neiu.edu	Sent: 6/30/2015 10:06:49 AM Sent: 6/30/2015 10:00:39 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 6/30/2015 10:00:40 AM
49	Northwestern University E-mail: careerservices@northwestern.edu	Sent: 6/30/2015 10:00:39 AM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 6/30/2015 10:00:39 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 6/30/2015 10:00:40 AM
54	Radio Center for People With Disabilities E-mail: bradsaul@earthlink.net	Sent: 6/30/2015 10:00:41 AM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 6/30/2015 10:00:41 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 6/30/2015 10:00:41 AM
59	Roosevelt University Fax: 1-312-341-3655	Sent: 6/30/2015 10:09:19 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 6/30/2015 10:00:43 AM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 6/30/2015 10:00:42 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 6/30/2015 10:16:46 AM Sent: 6/30/2015 10:00:48 AM
64	The Freeform Radio Initiative E-mail: leads@freeformradio.org	Sent: 6/30/2015 10:00:45 AM
65	The Write Design Company Prong 2 Ended Date: 6/30/2015 E-mail: info@thewritedesignco.com	Sent: 6/30/2015 10:00:45 AM
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 6/30/2015 10:00:43 AM
67	University of Illinois E-mail: careerservices@illinois.edu	Sent: 6/30/2015 10:00:43 AM
68	University of Illinois – Chicago E-mail: uicjobs@gmail.com	Sent: 6/30/2015 10:00:44 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 6/30/2015 10:00:44 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

Position: Account Executive - Radio

Hire Date: October 6, 2015

This report, generated by Broadcast1Source, verifies that WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON 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:

This job involves more than just selling spots. iHeartMedia Chicago is looking for aggressive and passionate professionals who have the confidence, drive and desire to work among the best and are capable of creating marketing campaigns.

This position is directly responsible for acquiring new clients and advertisers for iHeartMedia Chicago. We are looking for an energetic self-starter who is proactive in driving revenue, increasing client base and selling marketing solutions. On a daily basis you will be expected to use your self-motivation, understanding of marketing principles and enthusiasm to prospect and develop new business leads, manage existing accounts and close deals.

Requirements:

Strong communication skills both written and verbal. Understanding of basic marketing and advertising principles. Must have a strong work ethic, great attitude and a desire for personal betterment.

Experience:

Position requires a minimum of two years sales experience and a bachelor's degree.

Additional Information:

Please e-mail chicagocareers@clearchannel.com or apply at clearcareers.com/jobs Clear Channel is an equal opportunity employer. We believe our creativity and productivity are best when we bring together people of all backgrounds and ethnicities. Therefore, Clear Channel strongly encourages men and women of all races and backgrounds to apply for positions for which they are qualified. Clear Channel hires employees based on their experience, talent, and qualifications for the job. Discrimination or harassment based on race, sex, religion, creed, color, national origin, age, disability, or any other legally protected classification is STRICTLY PROHIBITED.

Contact:

Please visit www.iHeartMediaCareers.com to upload your resume and apply for this job.

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

WEBG, WGLI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

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

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Barbara A. Gueno at barbaragueno@iheartmedia.com

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 6/30/2015 10:10:40 AM Sent: 6/30/2015 10:00:46 AM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 6/30/2015 10:00:46 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 6/30/2015 10:13:31 AM Sent: 6/30/2015 10:00:47 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 6/30/2015 10:12:24 AM Sent: 6/30/2015 10:00:47 AM
5	Benedictine University Fax: 1-630-829-6043 E-mail: career@ben.edu	Sent: 6/30/2015 10:15:20 AM Sent: 6/30/2015 10:00:47 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 6/30/2015 10:00:48 AM
7	Bradley University Fax: 1-309-677-2611	Sent: 6/30/2015 10:17:53 AM
8	Chicago State University Fax: 1-773-995-2329	Sent: 6/30/2015 10:21:39 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 6/30/2015 10:00:49 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 6/30/2015 10:00:50 AM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 6/30/2015 10:20:24 AM Sent: 6/30/2015 10:00:50 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: annettec@elmhurst.edu	Sent: 6/30/2015 10:22:56 AM Sent: 6/30/2015 10:00:52 AM
19	Governors State University	

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive - Radio

RS Number	Recruiting Source	Date and Time
	E-mail: career@govst.edu	Sent: 6/30/2015 10:00:53 AM
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 6/30/2015 10:00:53 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 6/30/2015 10:00:54 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 6/30/2015 10:00:54 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 6/30/2015 10:00:54 AM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 6/30/2015 10:31:12 AM Sent: 6/30/2015 10:00:53 AM
31	Kane County Department of Employment Fax: 1-630-966-1172	Sent: 6/30/2015 10:24:24 AM
32	Kennedy King College E-mail: wlang1@ccc.edu	Sent: 6/30/2015 10:00:55 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 6/30/2015 10:25:39 AM Sent: 6/30/2015 10:00:55 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 6/30/2015 10:00:56 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 6/30/2015 10:00:56 AM
36	Lewis University E-mail: myersma@lewisu.edu	Sent: 6/30/2015 10:00:56 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 6/30/2015 10:00:57 AM
39	Marquette University E-mail: career.services@marquette.edu	Sent: 6/30/2015 10:00:57 AM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044	Sent: 6/30/2015 10:27:43 AM

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45	North Central College E-mail: career.development@noctrl.edu	Sent: 6/30/2015 10:00:59 AM
46	Northeastern Illinois University Fax: 1-773-442-4690 E-mail: Career-Services@neiu.edu	Sent: 6/30/2015 10:06:49 AM Sent: 6/30/2015 10:00:39 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 6/30/2015 10:00:40 AM
49	Northwestern University E-mail: careerservices@northwestern.edu	Sent: 6/30/2015 10:00:39 AM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 6/30/2015 10:00:39 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 6/30/2015 10:00:40 AM
54	Radio Center for People With Disabilities E-mail: bradsaul@earthlink.net	Sent: 6/30/2015 10:00:41 AM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 6/30/2015 10:00:41 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 6/30/2015 10:00:41 AM
59	Roosevelt University Fax: 1-312-341-3655	Sent: 6/30/2015 10:09:19 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 6/30/2015 10:00:43 AM
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WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
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63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 6/30/2015 10:16:46 AM Sent: 6/30/2015 10:00:48 AM
64	The Freeform Radio Initiative E-mail: leads@freeformradio.org	Sent: 6/30/2015 10:00:45 AM
65	The Write Design Company E-mail: info@thewritedesignco.com	Sent: 6/30/2015 10:00:45 AM
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 6/30/2015 10:00:43 AM
67	University of Illinois E-mail: careerservices@illinois.edu	Sent: 6/30/2015 10:00:43 AM
68	University of Illinois – Chicago E-mail: uicjobs@gmail.com	Sent: 6/30/2015 10:00:44 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 6/30/2015 10:00:44 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	2

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/inde Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	3
17	Former Employee	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashington.ccc.edu/student-services/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	Northwestern University School of Communication 2240 Campus Drive Room 1-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hirer: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
56	Re-hire	N	1
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Local Sales Manager

Recruitment source referring hiree: Re-hire

Date of hire: 3/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			7

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

Position: Local Sales Manager

Hire Date: March 28, 2016

This report, generated by BroadcastSource, verifies that WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Oversees sales management activities in large radio market.

Responsibilities

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

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

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

Qualifications

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

Work Experience

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

Education

- 4-year college degree preferred

Certifications

- None required

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

Location

CHICAGO, IL: 233 N. MICHIGAN AVENUE, SUITE 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/CHICAGO-IL-MICHIGAN--RADIO/Local-Sales-Manager_Req1693

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 2/1/2016 10:22:09 AM Sent: 2/1/2016 10:19:01 AM
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 2/3/2016 3:46:08 PM Sent: 2/3/2016 12:57:04 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 2/3/2016 12:57:05 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 2/1/2016 10:19:01 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 2/3/2016 3:51:31 PM Sent: 2/3/2016 12:57:05 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 2/1/2016 10:24:23 AM Sent: 2/1/2016 10:19:02 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 2/1/2016 10:28:23 AM Sent: 2/1/2016 10:19:02 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 2/3/2016 3:50:04 PM Sent: 2/3/2016 12:57:06 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 2/1/2016 10:19:03 AM
5	Benedictine University E-mail: career@ben.edu	Sent: 2/3/2016 12:57:06 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 2/1/2016 10:19:03 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 2/3/2016 12:57:06 PM
8	Chicago State University Fax: 1-773-995-2329	Sent: 2/3/2016 3:57:33 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
8	Chicago State University Fax: 1-773-995-2329	Sent: 2/1/2016 10:31:45 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 2/1/2016 10:19:05 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 2/3/2016 12:57:07 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 2/1/2016 10:19:05 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 2/3/2016 12:57:08 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 2/3/2016 3:59:41 PM Sent: 2/3/2016 12:57:08 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 2/1/2016 10:37:25 AM Sent: 2/1/2016 10:19:05 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 2/3/2016 4:17:18 PM Sent: 2/3/2016 12:57:09 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 2/1/2016 10:35:16 AM Sent: 2/1/2016 10:19:06 AM
19	Governors State University E-mail: career@govst.edu	Sent: 2/1/2016 10:19:06 AM
19	Governors State University E-mail: career@govst.edu	Sent: 2/3/2016 12:57:09 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 2/1/2016 10:46:13 AM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 2/3/2016 4:51:21 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 2/1/2016 10:19:06 AM
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 2/3/2016 12:57:09 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 2/3/2016 12:57:17 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 2/1/2016 10:19:14 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 2/3/2016 12:57:10 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 2/1/2016 10:19:07 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 2/1/2016 10:19:08 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 2/3/2016 12:57:10 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 2/1/2016 10:19:08 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 2/3/2016 12:57:11 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 2/3/2016 4:19:07 PM Sent: 2/3/2016 12:57:10 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 2/1/2016 10:39:13 AM Sent: 2/1/2016 10:19:07 AM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 2/3/2016 12:57:11 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 2/1/2016 10:19:08 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 2/3/2016 4:20:35 PM Sent: 2/3/2016 12:57:12 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 2/1/2016 10:41:36 AM Sent: 2/1/2016 10:19:09 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 2/1/2016 10:19:09 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 2/3/2016 12:57:12 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 2/1/2016 10:19:09 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 2/3/2016 12:57:12 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 2/3/2016 12:57:13 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 2/1/2016 10:19:10 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 2/3/2016 12:57:13 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 2/1/2016 10:19:10 AM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 2/1/2016 10:19:10 AM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 2/3/2016 12:57:13 PM
40	Media Advertising Club of Chicago E-mail: info@themaschicago.com	Sent: 2/1/2016 10:19:11 AM
40	Media Advertising Club of Chicago E-mail: info@themaschicago.com	Sent: 2/3/2016 12:57:14 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 2/3/2016 4:22:03 PM Sent: 2/3/2016 12:57:14 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 2/1/2016 10:43:05 AM Sent: 2/1/2016 10:19:11 AM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 2/3/2016 12:57:14 PM
42	Millikin University E-mail: career-center@millikin.edu	Sent: 2/1/2016 10:19:11 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 2/1/2016 10:19:12 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 2/3/2016 12:57:15 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 2/1/2016 10:19:12 AM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 2/3/2016 12:57:15 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 2/3/2016 12:57:15 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 2/1/2016 10:19:12 AM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 2/1/2016 10:18:56 AM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 2/3/2016 12:57:01 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 2/3/2016 12:57:16 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 2/1/2016 10:19:13 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 2/3/2016 12:57:01 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 2/1/2016 10:18:56 AM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 2/1/2016 10:19:13 AM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 2/3/2016 12:57:16 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 2/3/2016 12:57:01 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 2/1/2016 10:18:56 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 2/1/2016 10:18:57 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 2/3/2016 12:57:02 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 2/1/2016 10:18:57 AM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 2/3/2016 12:57:02 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 2/3/2016 12:57:02 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 2/1/2016 10:18:58 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 2/3/2016 12:57:03 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 2/1/2016 10:18:58 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 2/1/2016 10:18:59 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 2/3/2016 12:57:03 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 2/1/2016 10:18:58 AM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 2/3/2016 12:57:03 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 2/3/2016 3:54:11 PM Sent: 2/3/2016 12:57:07 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Local Sales Manager

RS Number	Recruiting Source	Date and Time
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 2/1/2016 10:33:37 AM Sent: 2/1/2016 10:19:04 AM
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 2/3/2016 12:57:03 PM
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 2/1/2016 10:18:59 AM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 2/3/2016 12:57:04 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 2/1/2016 10:19:00 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 2/1/2016 10:19:00 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 2/3/2016 12:57:04 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	3

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
56	Re-hire	N	1
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

WVAZ-FM Midday On-Air Host

Recruitment source referring hiree: Re-hire

Date of hire: 3/22/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
70	Word of Mouth Referral	N	2
TOTAL INTERVIEWS OVER REPORTING PERIOD:			6

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

Position: WVAZ-FM Midday On-Air Host

Hire Date: March 22, 2016

This report, generated by Broadcast1Source, verifies that WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

On-Air Talent

Responsibilities

- Performs news, talk, music, comedic or other format shows or program for broadcast entertainment.
- Establishes relationship with listeners by providing entertainment and/or information of interest consistent with format, genre, and targeted demographic audience.
- Interviews guests, moderates debates, converses with callers, and hosts live events.
- Adheres to all guidelines, policies and procedures of the station, iHeartMedia, the FCC and all other federal, state and local laws, including policies and procedures regarding indecency and obscenity.
- Prepares for an air shift using creativity, imagination and exercise of independent professional judgment in writing, producing, interviewing, taping or broadcasting on-air material.
- Ensures logged commercials, promotions and any other programming essential to the stations operation are aired.
- Maintains a website personality page.
- Participates in required station Programming, Promotions, and Sales staff meetings and events.

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

- Makes regular approved appearances at station events; serves as ambassador for the radio station(s) when out in public.
- Executes only the interviews and events on air that are approved by Program Director; follows designated show format.
- Assists with voice over and production of paid and non-paid spots required to run on the station.
- Serves as primary creative voice and directs support staff of show.
- Researches and gains knowledge of subject matter that facilitates speaking extemporaneously and providing immediate non-scripted analysis/commentary.
- Finalizes content using digital audio editing software.
- Prepares written content, visual images, audio material and video footage for websites, blogs, or other social media platforms.
- Checks studio equipment for proper functioning and notifies Engineering of technical malfunctions affecting quality of the broadcast.
- Handles emergency inserts (e.g. news updates and breaking stories, emergencies, alert system tests, etc.); is on call for possible disasters, breaking news, or acts of nature.

Qualifications

- Proficient in Microsoft Office suite and social networking
- Proficient in media production and broadcast systems; familiar with NexGen, Vox Pro, and Pro Tools
- Strong knowledge of all FCC rules and regulations
- Socially informed and perceptive; up-to-date and in tune daily with the local and national trends and/or specialized knowledge of topics/events related to on-air discussions
- Demonstrated upbeat personality, informative, entertaining and engaging on the air; able to relate to station audience
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Excellent verbal and written communication and editing skills; proficient in grammar; ability to make others feel comfortable and open up on air
- Demonstrated creativity and imagination
- Able to maintain composure when faced with difficult situations and personalities
- Can work well in a team environment; collaborative

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

- Able to adapt to changes in schedules and maintain composure in a fast-paced environment with short deadlines
- May require other language proficiency, e.g., Spanish

Work Experience

- 3+ years of on-air radio experience required
- Audio demo of on-air interviews, commentary, announcements, etc.

Education

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

Certifications

- None required

Location

CHICAGO, IL: 233 N. MICHIGAN AVENUE, SUITE 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/CHICAGO-IL-MICHIGAN--RADIO/WVAZ-FM-Midday-On-Air-Host_Req1985

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

Date: 8/15/2016

Page: 4/8

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

IMPORTANT

This fax or email has been sent using the services provided by Broadcast!Source. If you want to change your contact details, please email Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 2/27/2016 3:02:56 AM Sent: 2/26/2016 7:22:22 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 2/26/2016 7:22:22 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 2/27/2016 3:04:29 AM Sent: 2/26/2016 7:22:22 PM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 2/27/2016 3:01:23 AM Sent: 2/26/2016 7:22:23 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 2/26/2016 7:22:23 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 2/26/2016 7:22:23 PM
8	Chicago State University Fax: 1-773-995-2329	Sent: 2/27/2016 3:10:47 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 2/26/2016 7:22:25 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 2/26/2016 7:22:25 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 2/27/2016 3:14:53 AM Sent: 2/26/2016 7:22:25 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 2/27/2016 3:12:34 AM Sent: 2/26/2016 7:22:26 PM
19	Governors State University E-mail: career@govst.edu	Sent: 2/26/2016 7:22:26 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 2/27/2016 3:46:55 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 2/26/2016 7:22:26 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 2/26/2016 7:22:34 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 2/26/2016 7:22:27 PM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 2/26/2016 7:22:27 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 2/26/2016 7:22:28 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 2/27/2016 3:16:51 AM Sent: 2/26/2016 7:22:27 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 2/26/2016 7:22:28 PM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 2/27/2016 3:18:29 AM Sent: 2/26/2016 7:22:28 PM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 2/26/2016 7:22:29 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 2/26/2016 7:22:29 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 2/26/2016 7:22:29 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 2/26/2016 7:22:30 PM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 2/26/2016 7:22:30 PM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 2/26/2016 7:22:30 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 2/27/2016 3:48:38 AM Sent: 2/26/2016 7:22:31 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 2/26/2016 7:22:31 PM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 2/26/2016 7:22:32 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 2/26/2016 7:22:32 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 2/26/2016 7:22:32 PM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 2/26/2016 7:22:18 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 2/26/2016 7:22:33 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 2/26/2016 7:22:19 PM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 2/26/2016 7:22:34 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 2/26/2016 7:22:19 PM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 2/26/2016 7:22:19 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 2/26/2016 7:22:20 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 2/26/2016 7:22:20 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 2/26/2016 7:22:20 PM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 2/26/2016 7:22:21 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 2/26/2016 7:22:21 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 2/27/2016 3:07:25 AM Sent: 2/26/2016 7:22:24 PM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for WVAZ-FM Midday On-Air Host

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 2/26/2016 7:22:21 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 2/26/2016 7:22:21 PM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 2/26/2016 7:22:21 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hirer: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/30/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WEBG, WGLI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: June 30, 2016

This report, generated by BroadcastSource, verifies that WEBG, WGLI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Certifications

- None required

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Outside-Account-Executive_Req2467

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 4/13/2016 7:27:17 PM Sent: 4/13/2016 5:02:03 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 4/13/2016 5:02:03 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 4/13/2016 7:25:55 PM Sent: 4/13/2016 5:02:03 PM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 4/13/2016 7:34:40 PM Sent: 4/13/2016 5:02:04 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 4/13/2016 5:02:04 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 4/13/2016 5:02:04 PM
8	Chicago State University Fax: 1-773-995-2329	Sent: 4/13/2016 7:30:29 PM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 4/13/2016 5:02:05 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 4/13/2016 5:02:05 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 4/13/2016 7:56:21 PM Sent: 4/13/2016 5:02:05 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 4/13/2016 7:59:17 PM Sent: 4/13/2016 5:02:05 PM
19	Governors State University E-mail: career@govst.edu	Sent: 4/13/2016 5:02:05 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 4/13/2016 8:03:50 PM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 4/13/2016 5:02:06 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 4/13/2016 5:02:10 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 4/13/2016 5:02:06 PM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 4/13/2016 5:02:06 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 4/13/2016 5:02:06 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: Irenardo@sertomacentre.org	Sent: 4/13/2016 7:54:12 PM Sent: 4/13/2016 5:02:06 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 4/13/2016 5:02:07 PM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 4/13/2016 7:57:44 PM Sent: 4/13/2016 5:02:07 PM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 4/13/2016 5:02:07 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 4/13/2016 5:02:07 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 4/13/2016 5:02:07 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 4/13/2016 5:02:08 PM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 4/13/2016 5:02:08 PM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 4/13/2016 5:02:08 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 4/13/2016 8:00:45 PM Sent: 4/13/2016 5:02:08 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 4/13/2016 5:02:08 PM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 4/13/2016 5:02:09 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 4/13/2016 5:02:09 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 4/13/2016 5:02:09 PM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 4/13/2016 5:02:01 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 4/13/2016 5:02:09 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 4/13/2016 5:02:01 PM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 4/13/2016 5:02:10 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 4/13/2016 5:02:01 PM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 4/13/2016 5:02:01 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 4/13/2016 5:02:01 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 4/13/2016 5:02:02 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 4/13/2016 5:02:02 PM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 4/13/2016 5:02:02 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 4/13/2016 5:02:02 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 4/13/2016 7:32:12 PM Sent: 4/13/2016 5:02:04 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 4/13/2016 5:02:02 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 4/13/2016 5:02:03 PM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 4/13/2016 5:02:03 PM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral
Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details . Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index . Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hire: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 6/13/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
70	Word of Mouth Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: June 13, 2016

This report, generated by Broadcast | Source, verifies that WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used Broadcast | Source 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 Broadcast | Source

From: contact@broadcast | source.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Certifications

- None required

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Outside-Account-Executive_Req2583

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast Source. If you want to change your contact details, please email Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 4/25/2016 12:53:45 PM Sent: 4/25/2016 12:28:50 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 4/25/2016 12:28:50 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 4/25/2016 12:55:12 PM Sent: 4/25/2016 12:28:50 PM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 4/25/2016 1:34:07 PM Sent: 4/25/2016 12:28:51 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 4/25/2016 12:28:51 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 4/25/2016 12:28:51 PM
8	Chicago State University Fax: 1-773-995-2329	Sent: 4/25/2016 1:03:55 PM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 4/25/2016 12:28:52 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 4/25/2016 12:28:53 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 4/25/2016 1:06:03 PM Sent: 4/25/2016 12:28:53 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 4/25/2016 1:07:31 PM Sent: 4/25/2016 12:28:54 PM
19	Governors State University E-mail: career@govst.edu	Sent: 4/25/2016 12:28:54 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 4/25/2016 1:15:54 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 4/25/2016 12:28:55 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 4/25/2016 12:29:00 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 4/25/2016 12:28:55 PM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 4/25/2016 12:28:56 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 4/25/2016 12:28:56 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 4/25/2016 1:09:15 PM Sent: 4/25/2016 12:28:55 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 4/25/2016 12:28:57 PM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 4/25/2016 1:10:43 PM Sent: 4/25/2016 12:28:57 PM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 4/25/2016 12:28:57 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 4/25/2016 12:28:58 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 4/25/2016 12:28:58 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 4/25/2016 12:28:58 PM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 4/25/2016 12:28:58 PM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 4/25/2016 12:28:59 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 4/25/2016 1:13:38 PM Sent: 4/25/2016 12:28:59 PM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 4/25/2016 12:28:59 PM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 4/25/2016 12:28:59 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 4/25/2016 12:28:59 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 4/25/2016 12:29:00 PM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 4/25/2016 12:28:46 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 4/25/2016 12:29:00 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 4/25/2016 12:28:47 PM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 4/25/2016 12:29:00 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 4/25/2016 12:28:46 PM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 4/25/2016 12:28:47 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 4/25/2016 12:28:47 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 4/25/2016 12:28:47 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 4/25/2016 12:28:48 PM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 4/25/2016 12:28:48 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 4/25/2016 12:28:48 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 4/25/2016 1:00:52 PM Sent: 4/25/2016 12:28:52 PM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 4/25/2016 12:28:49 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 4/25/2016 12:28:49 PM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 4/25/2016 12:28:50 PM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
11	Current Employee - Transfer/Promotion	N	1

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
11	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/inde Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
29	Indeed.com - Not Directly Contacted by SEU	N	5
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Strategy Manager

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			7

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

Position: Strategy Manager

Hire Date: July 1, 2016

This report, generated by BroadcastSource, verifies that WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

The Strategy Manager will have the opportunity to think strategically and develop key processes, procedures and communications that facilitate operational planning and execution. This position requires extensive cross-group coordination at all levels, excellent communication skills, compelling presentations and comprehensive business review materials that span all the various functions. The position will participate in overall strategy discussions and facilitate business execution.

Responsibilities:

- Conduct research, analyze and interpret information, problems and proposals to ensure objective and complete information is provided for decision making
- Lead cross-functional organizational planning activities to move forward the vision, strategic and operational plans. Provide oversight and guidance to projects critical to the division, including maintaining relationships with key partners
- Oversee and manage a wide variety of highly prioritized projects, as well as complete ad-hoc projects and requests
- Participate in strategic business meetings and conference calls
- Create executive communications and presentations for a number of internal and external forums
- Provide information and advice in regards to key strategic issues, and is accountable for implementing decisions made by the Division President
- Provide organizational support and ensure action items, deadlines, and deliverables are completed
- Innovative, analytical thinker with demonstrated ability to perform root cause analysis, prepare and implement action plans, and lead improvement initiatives

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

Qualifications:

- Strong project management experience
- Superior organizational and project/time management skills
- Must have media industry experience; and marketing experience
- Strong visionary with proven leadership qualities and an entrepreneurial mindset
- Demonstrated business acumen; ability to understand and apply key financial, and operational drivers affecting business
- Ability to facilitate alignment of cross-functional objectives.
- Excellent interpersonal skills and a collaborative management style
- Demonstrated ability to problem solve and resolve conflict

Education:

Bachelors Degree preferred

Certification:

None Required

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Fax and E-mail verification summary report for Strategy Manager

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Strategy-Manager_Req2609

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 4/26/2016 12:14:40 PM Sent: 4/26/2016 10:41:02 AM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 4/26/2016 10:41:02 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 4/26/2016 12:16:55 PM Sent: 4/26/2016 10:41:03 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 4/26/2016 12:20:45 PM Sent: 4/26/2016 10:41:03 AM
5	Benedictine University E-mail: career@ben.edu	Sent: 4/26/2016 10:41:03 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 4/26/2016 10:41:04 AM
8	Chicago State University Fax: 1-773-995-2329	Sent: 4/26/2016 12:24:00 PM
8	Columbia College E-mail: columbiaworks@colum.edu	Sent: 4/26/2016 10:41:05 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 4/26/2016 10:41:05 AM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 4/26/2016 12:26:14 PM Sent: 4/26/2016 10:41:06 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 4/26/2016 12:28:03 PM Sent: 4/26/2016 10:41:06 AM
19	Governors State University E-mail: career@govst.edu	Sent: 4/26/2016 10:41:06 AM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 4/26/2016 12:53:39 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 4/26/2016 10:41:06 AM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 4/26/2016 10:41:12 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 4/26/2016 10:41:07 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 4/26/2016 10:41:07 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 4/26/2016 10:41:07 AM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 4/26/2016 12:47:46 PM Sent: 4/26/2016 10:41:07 AM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 4/26/2016 10:41:08 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 4/26/2016 12:49:09 PM Sent: 4/26/2016 10:41:08 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 4/26/2016 10:41:08 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 4/26/2016 10:41:09 AM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 4/26/2016 10:41:09 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 4/26/2016 10:41:09 AM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 4/26/2016 10:41:09 AM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 4/26/2016 10:41:10 AM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 4/26/2016 12:50:38 PM Sent: 4/26/2016 10:41:10 AM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 4/26/2016 10:41:10 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 4/26/2016 10:41:11 AM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 4/26/2016 10:41:10 AM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 4/26/2016 10:41:11 AM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 4/26/2016 10:40:56 AM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 4/26/2016 10:41:11 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 4/26/2016 10:40:57 AM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 4/26/2016 10:41:12 AM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 4/26/2016 10:40:56 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 4/26/2016 10:40:57 AM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 4/26/2016 10:40:58 AM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 4/26/2016 10:40:58 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 4/26/2016 10:40:59 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 4/26/2016 10:41:00 AM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 4/26/2016 10:40:59 AM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 4/26/2016 12:22:33 PM Sent: 4/26/2016 10:41:04 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Strategy Manager

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 4/26/2016 10:41:00 AM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 4/26/2016 10:41:01 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 4/26/2016 10:41:01 AM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	1

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/inde Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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	2
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
29	Indeed.com - Not Directly Contacted by SEU	N	1
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Program Director

Recruitment source referring hiree: Employee Referral

Date of hire: 7/18/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			5

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

Position: Digital Program Director

Hire Date: July 18, 2016

This report, generated by BroadcastSource, verifies that WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Oversees online content activities for assigned area.

Responsibilities

- Oversees the planning, development and acquisition of content for online sites, a discrete portion of online sites, or an assigned market segment.
- Creates, enhances, and sets the direction and tone of online content.
- Identifies additional markets.
- Creates measurable demand generation campaigns that drive traffic to iHeartMedia's websites.
- Owns all aspects of demand generation, acquisition and online marketing, including landing pages, advertising (display, retargeting, mobile, in-app and other advertising); ensures quality.
- Collaborates with Marketing, Operations, Sales, support and senior management team members to shape goals, strategies and tactics.
- Devises unique, creative ideas for new features, content and enhancements that advance objectives and strategic plan.
- Evaluates, selects and manages outside vendors as appropriate, including direct marketing agencies, email

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

providers, list brokers, etc.

Qualifications

- Proficient in Microsoft Office suite, social networking platforms, Google Analytics, Hubspot and Salesforce or similar tools
- Ability to learn news systems quickly
- Highly proficient in digital content including websites, social media, blogs and mobile/tablet applications, video, etc.
- Experience with serving and supporting a sales team
- Demonstrated excellence in demand generation marketing
- Excellent oral and written communication skills; proven writing, editing, proofreading and copywriting skills
- Excellent project management skills; strong attention to detail, and high work standards
- Ability to work independently and collaboratively with a matrixed team

Work Experience

- 5-8 years of work experience in Marketing
- Samples of demand generation marketing and/or online sites
- Media experience preferred

Education

- Bachelor's degree preferably in Marketing, Journalism or Communications

Certifications

- None required

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Digital-Program-Director_Req2746

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 5/6/2016 5:32:25 PM Sent: 5/6/2016 5:26:10 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 5/6/2016 5:26:10 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 5/6/2016 5:30:55 PM Sent: 5/6/2016 5:26:10 PM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 5/6/2016 5:35:37 PM Sent: 5/6/2016 5:26:11 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 5/6/2016 5:26:11 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 5/6/2016 5:26:11 PM
8	Chicago State University E-mail: careercenter@csu.edu	Sent: 5/11/2016 11:34:03 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 5/6/2016 5:26:12 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 5/6/2016 5:26:12 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 5/6/2016 5:37:49 PM Sent: 5/6/2016 5:26:12 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 5/6/2016 5:45:03 PM Sent: 5/6/2016 5:26:13 PM
19	Governors State University E-mail: career@govst.edu	Sent: 5/6/2016 5:26:13 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 5/6/2016 5:52:05 PM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 5/6/2016 5:26:13 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 5/6/2016 5:26:20 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 5/6/2016 5:26:14 PM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 5/6/2016 5:26:14 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 5/6/2016 5:26:15 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 5/6/2016 5:39:33 PM Sent: 5/6/2016 5:26:13 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 5/6/2016 5:26:15 PM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 5/6/2016 5:46:29 PM Sent: 5/6/2016 5:26:16 PM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 5/6/2016 5:26:16 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 5/6/2016 5:26:17 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 5/6/2016 5:26:17 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 5/6/2016 5:26:17 PM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 5/6/2016 5:26:18 PM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 5/6/2016 5:26:18 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 5/6/2016 5:47:52 PM Sent: 5/6/2016 5:26:19 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 5/6/2016 5:26:18 PM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 5/6/2016 5:26:19 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 5/6/2016 5:26:19 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 5/6/2016 5:26:19 PM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 5/6/2016 5:26:07 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 5/6/2016 5:26:20 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 5/6/2016 5:26:07 PM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 5/6/2016 5:26:20 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 5/6/2016 5:26:07 PM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 5/6/2016 5:26:08 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 5/6/2016 5:26:08 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 5/6/2016 5:26:08 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 5/6/2016 5:26:08 PM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 5/6/2016 5:26:09 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 5/6/2016 5:26:09 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 5/6/2016 5:42:38 PM Sent: 5/6/2016 5:26:11 PM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Program Director

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 5/6/2016 5:26:09 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 5/6/2016 5:26:09 PM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 5/6/2016 5:26:10 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form**Account Executive**

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
10	Current Employee	N	2

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/inde Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	1
17	Former Employee	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	1
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Former Employee

Date of hire: 5/31/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			5

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: May 31, 2016

This report, generated by Broadcast1Source, verifies that WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Certifications

- None required

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Account-Executive_Req2823

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 5/12/2016 3:38:18 PM Sent: 5/12/2016 1:04:56 PM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 5/12/2016 1:04:56 PM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 5/12/2016 3:37:46 PM Sent: 5/12/2016 1:04:56 PM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 5/12/2016 3:42:07 PM Sent: 5/12/2016 1:04:56 PM
5	Benedictine University E-mail: career@ben.edu	Sent: 5/12/2016 1:04:57 PM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 5/12/2016 1:04:57 PM
8	Chicago State University E-mail: careercenter@csu.edu	Sent: 5/12/2016 1:04:58 PM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 5/12/2016 1:04:58 PM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 5/12/2016 1:04:58 PM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 5/12/2016 3:44:16 PM Sent: 5/12/2016 1:04:58 PM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 5/12/2016 3:43:35 PM Sent: 5/12/2016 1:04:59 PM
19	Governors State University E-mail: career@govst.edu	Sent: 5/12/2016 1:04:59 PM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 5/12/2016 3:56:03 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 5/12/2016 1:04:59 PM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 5/12/2016 1:05:04 PM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 5/12/2016 1:05:00 PM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 5/12/2016 1:05:00 PM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 5/12/2016 1:05:00 PM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 5/12/2016 3:52:39 PM Sent: 5/12/2016 1:04:59 PM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 5/12/2016 1:05:00 PM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 5/12/2016 3:53:00 PM Sent: 5/12/2016 1:05:00 PM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 5/12/2016 1:05:01 PM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 5/12/2016 1:05:01 PM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 5/12/2016 1:05:01 PM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 5/12/2016 1:05:01 PM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 5/12/2016 1:05:02 PM
40	Media Advertising Club of Chicago E-mail: info@thetacchicago.com	Sent: 5/12/2016 1:05:02 PM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 5/12/2016 3:54:04 PM Sent: 5/12/2016 1:05:02 PM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 5/12/2016 1:05:02 PM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 5/12/2016 1:05:03 PM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 5/12/2016 1:05:02 PM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 5/12/2016 1:05:03 PM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 5/12/2016 1:04:53 PM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 5/12/2016 1:05:03 PM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 5/12/2016 1:04:53 PM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 5/12/2016 1:05:03 PM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 5/12/2016 1:04:53 PM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 5/12/2016 1:04:53 PM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 5/12/2016 1:04:54 PM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 5/12/2016 1:04:54 PM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 5/12/2016 1:04:54 PM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 5/12/2016 1:04:55 PM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 5/12/2016 1:04:54 PM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 5/12/2016 3:40:17 PM Sent: 5/12/2016 1:04:57 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 5/12/2016 1:04:55 PM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 5/12/2016 1:04:55 PM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 5/12/2016 1:04:55 PM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
8	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
15	Employee Referral	N	1
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career . Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details . Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index . Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	1
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiپر	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 7/5/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: July 5, 2016

This report, generated by BroadcastSource, verifies that WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

Certifications

- None required

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Account-Executive_Req2932

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 5/23/2016 11:41:18 AM Sent: 5/23/2016 11:39:15 AM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 5/23/2016 11:39:15 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 5/23/2016 11:43:03 AM Sent: 5/23/2016 11:39:16 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 5/23/2016 7:58:01 PM Sent: 5/23/2016 11:39:16 AM
5	Benedictine University E-mail: career@ben.edu	Sent: 5/23/2016 11:39:17 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 5/23/2016 11:39:17 AM
8	Chicago State University E-mail: careercenter@csu.edu	Sent: 5/23/2016 11:39:18 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 5/23/2016 11:39:18 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 5/23/2016 11:39:19 AM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 5/23/2016 11:47:47 AM Sent: 5/23/2016 11:39:19 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 5/23/2016 11:47:58 AM Sent: 5/23/2016 11:39:20 AM
19	Governors State University E-mail: career@govst.edu	Sent: 5/23/2016 11:39:20 AM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 5/23/2016 11:53:12 AM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 5/23/2016 11:39:21 AM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 5/23/2016 11:39:33 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 5/23/2016 11:39:22 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 5/23/2016 11:39:23 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 5/23/2016 11:39:23 AM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 5/23/2016 11:49:36 AM Sent: 5/23/2016 11:39:22 AM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 5/23/2016 11:39:24 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 5/23/2016 11:50:06 AM Sent: 5/23/2016 11:39:24 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 5/23/2016 11:39:25 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 5/23/2016 11:39:25 AM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 5/23/2016 11:39:26 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 5/23/2016 11:39:26 AM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 5/23/2016 11:39:27 AM
40	Media Advertising Club of Chicago E-mail: info@thetacchicago.com	Sent: 5/23/2016 11:39:28 AM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 5/23/2016 11:51:10 AM Sent: 5/23/2016 11:39:29 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 5/23/2016 11:39:28 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 5/23/2016 11:39:30 AM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 5/23/2016 11:39:30 AM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 5/23/2016 11:39:31 AM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 5/23/2016 11:39:08 AM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 5/23/2016 11:39:32 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 5/23/2016 11:39:09 AM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 5/23/2016 11:39:33 AM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 5/23/2016 11:39:09 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 5/23/2016 11:39:10 AM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 5/23/2016 11:39:11 AM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 5/23/2016 11:39:11 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 5/23/2016 11:39:12 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 5/23/2016 11:39:13 AM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 5/23/2016 11:39:12 AM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 5/23/2016 11:44:50 AM Sent: 5/23/2016 11:39:18 AM

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON**Fax and E-mail verification summary report for Account Executive**

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 5/23/2016 11:39:13 AM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 5/23/2016 11:39:14 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 5/23/2016 11:39:14 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	AACF Computer Learning Center 6707 North Ave. Oak Park, Illinois 60302 Phone : (708) 848-1700 Url : http://www.aacfworks.org/ Email : info@aacfworks.org Fax : 1-708-848-3701 Tami Yarbrough	Y	0
2	Augustana College 639 38th Street Rock Island, Illinois 61201 Phone : (309) 794-7339 Url : http://www.augustana.edu/x649.xml Email : jamiemckenzie@augustana.edu Fax : 1-309-794-3369 Jamie McKenzie	Y	0
3	Aurora University 347 S. Gladstone Avenue Aurora, Illinois 60506 Phone : 630-844-6870 Url : http://www.collegecentral.com/aurora/Employer.cfm Email : career@aurora.edu Fax : 1-630-844-7813 Carlton Brown	Y	0
4	Ball State University 2000 W. University Ave Lucina Hall 22 Muncie, Indiana 47306 Phone : (765) 285-1522 Url : http://cms.bsu.edu/About/AdministrativeOffices/Car Email : kdrunyon2@bsu.edu Fax : 1-765-285-3757 Karen Runyon	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	Benedictine University 5700 College Drive Lisle, Illinois 60532 Phone : (630) 829-6037 Url : http://www.ben.edu/resources/careerdevelopment/bul Email : career@ben.edu Fax : 1-630-829-6043 Julie Cosimo	Y	0
6	Black College Radio Organization P.O. Box 3191 Atlanta, Georgia 30302 Phone : (404) 523-6136 Url : http://www.blackcollegeradio.com/ Email : BCRMail@aol.com Career Services	Y	0
7	Chicago State University 9501 S. King Drive Chicago, Illinois 60628 Phone : (773) 995-2327 Url : http://www.csu.edu/careerdevelopment/ Email : careercenter@csu.edu Penny Bailey	Y	0
9	Columbia College 600 S. Michigan Avenue chicago, Illinois 60605 Phone : 312.369.8660 Url : http://www.colum.edu/Students/Career/index.php Email : columbiaworks@colum.edu Fax : 1-312-369-8439 Columbia College	Y	0
12	DePaul University 1 E. Jackson chicago, Illinois 60604 Phone : (312) 362-5874 Url : http://careercenter.depaul.edu/employer/hire/post_ Email : kmccoy9@depaul.edu Karyn McCoy	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral
Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Eastern Illinois University 1301 Human Services Center 600 Lincoln Avenue Charleston, Illinois 61920 Phone : (217) 581-2412 Url : http://www.eiu.edu/careers/ Email : jastevens2@eiu.edu Fax : 1-217-581-2222 Janice Stevens	Y	0
14	Elmhurst College 190 Prospect Avenue Elmhurst, Illinois 60126 Phone : (630) 617-3440 Url : https://elmhurst-csm.symplicity.com/employers/index Email : julien@elmhurst.edu Fax : 1-630-617-3393 Julie Nosal	Y	0
19	Governors State University 1 University Parkway University Park, Illinois 60466 Phone : 708.235.3974 Url : http://www.govst.edu/sas/t_career.aspx?id=1000 Email : career@govst.edu Darcie Campos	Y	0
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce 10615 South Halsted Street Chicago, Illinois 60628 Phone : 518-556-1641 Email : greaterfarsouthhalstedcc@gmail.com Fax : 1-773-941-4019 Linda Clarke	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hirer: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Harold Washington College 30 E. Lake Street Chicago, Illinois 60601 Phone : (312) 553-3000 Url : http://hwashtington.ccc.edu/studentservices/career Email : kbowens3@ccc.edu Kim Bowens	Y	0
22	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
23	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
24	Illinois Broadcasters Association 200 Missouri Avenue Carterville, Illinois 62918 Phone : (618) 985-5555 Url : www.ilba.org Email : dgray@ilba.org Debra Gray	N	0
25	Illinois Center for Broadcasting 455 Eisenhower Ln S Lombard, Illinois 60148 Phone : (630) 916-1700 Url : http://www.beonair.com Email : cjackson@beonair.com Carl Jackson	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Illinois State University 185 Student Services Building Normal, Illinois 61790 Phone : (309) 438-5754 Url : http://www.careercenter.ilstu.edu/employers/ Email : paheck@ilstu.edu Pat Heck	Y	0
27	Illinois Wesleyan University 1312 Park Street Bloomington, Illinois 61701 Phone : (309) 556-1000 Url : http://www.iwu.edu/ccenter/ Email : wkistner@iwu.edu Warren Kistner	Y	0
29	Indeed.com - Not Directly Contacted by SEU	N	1
30	Insite Training Systems 4343 W. 123rd Street Alsip, Illinois 60803 Phone : (708) 371-9700 Url : http://www.sertomacentre.org/ Email : lrenardo@sertomacentre.org Fax : 1-708-371-9747 Linda Renardo	Y	0
32	Kennedy King College 6800 S. Wentworth, 2E49 Chicago, Illinois 60621 Phone : (773) 602-5307 Url : http://kennedyking.ccc.edu/current_students.asp Email : mhyland1@ccc.edu Marjorie Hyland	N	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
33	Knox College 2 E. South Street Galesburg, Illinois 61401 Phone : 309-341-7436 Url : http://www.knox.edu/Offices-and-Services/Center-fo Email : careers@knox.edu Fax : 1-309-341-7708 Terrie Saline	Y	0
34	Lake Forest College 555 N. Sheridan Rd. Lake Forest, Illinois 60045 Phone : (847) 234-3100 Url : http://www.lakeforest.edu/life/cac/default.asp Email : degross@lakeforest.edu Helene Degross	Y	0
35	LDS Employment Resource Services 4951 Indiana Ave Lisle, Illinois 60532 Phone : (630) 369-0785 Url : https://www.ldsjobs.org/ers/center/center_details Email : WEL-EC-Chicago@ldschurch.org Sally Morrison	Y	0
36	Lewis University 1 University Parkway Romeoville, Illinois 60466 Phone : (815) 836-5282 Url : https://lewisu-csm.symplicity.com/employers/index Email : careerservices@lewisu.edu Mary M. Myers	Y	0
37	Loyola University 6439 N. Sheridan Road Chicago, Illinois 60626 Phone : 773.508.2895 Url : http://luc.erecruiting.com/emp/sblogin Email : mgahbauer@luc.edu Martin Gahbauer	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	Malcolm X College 1900 W. VanBuren Chicago, Illinois 60612 Phone : (313) 553-3381 Url : http://malcolmx.ccc.edu/ Email : awissmann@ccc.edu Aaron Wissmann	Y	0
40	Media Advertising Club of Chicago 315 New Salem Park Forest, Illinois 60466 Phone : 773-892-7217 Email : info@themacchicago.com Kelsey Del Monico	Y	0
41	Miller Broadcast Management, Inc. 616 W. Fulton Street, Suite 516 Chicago, Illinois 60661 Phone : (312) 454-1111 Url : http://www.millerbroadcast.com/ Email : info@millerbroadcast.com Fax : 1-312-454-0044 Matt Miller	Y	0
42	Millikin University 1184 W. Main Street Decatur, Illinois 62522 Phone : 217-424-6294 Url : http://www.millikin.edu/career/Pages/default.aspx Email : career-center@millikin.edu Pam Folger	Y	0
43	Moody Bible Institute 820 N. LaSalle Chicago, Illinois 60610 Phone : 312-329-4414 Url : http://www.moody.edu/edu_mainpage.aspx?id=5340 Email : careerdev@moody.edu Patrick Friedline	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	Moraine Valley Community College 9000 College Parkway Palos Hills, Illinois 60465 Phone : (708) 974-5722 Url : http://www.morainevalley.edu/counseling/Default.ht Email : taylor@morainevalley.edu Fax : 1-708-974-0561 David Taylor	Y	0
45	North Central College 30 N. Brainerd Street Naperville, Illinois 60563 Phone : (630) 637-5141 Url : http://northcentralcollege.edu/x3708.xml Email : career.development@noctrl.edu Marlene Staryzk	Y	0
46	Northeastern Illinois University 5500 N. St. Louis Avenue Chicago, Illinois 60625 Phone : (773) 442-4680 Url : http://www.neiu.edu/~deptpoff/employers/index.htm Email : Career-Services@neiu.edu Fax : 1-773-442-4690 Career Services	Y	0
47	Northern Illinois University Campus Life Building, Room 220 DeKalb, Illinois 60115 Phone : 319-841-4309 Email : edusil@hrgreen.com Erin Dusil	Y	0
48	Northwestern Business College 4839 Milwaukee Ave Chicago, Illinois 60630 Phone : 773-777-4220 Ext. 2203 Url : http://www.northwesterncollege.edu/career-placemen Email : gnorton@nc.edu Greg Norton	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
50	Northwestern University School of Communication 2240 Campus Drive Room I-254 Evanston, Illinois 60208 Phone : (847) 467-7185 Url : https://www.communication.northwestern.edu Email : colin.dekuiper@northwestern.edu Colin DeKuiper	Y	0
51	Northwestern University-School of Continuing Education 339 E. Chicago Ave. Chicago, Illinois 60611 Phone : 3125031416 Url : http://www.scs.northwestern.edu/student/ Email : v-carpenter@northwestern.edu Fax : 1-312-503-4942 Vanessa Carpenter	Y	0
52	Olivet Nazarene University One University Avenue Bourbonnais, Illinois 60914 Phone : 815-939-5243 Url : http://oodb.olivet.edu/forms/career/JobPosting/job Email : careers@olivet.edu Fax : 1-815-939-5094 Mary Anderson	Y	0
53	Purdue University – Calumet 2200 169th Street Hammond, Indiana 46323 Phone : (219) 989-2600 Url : http://webs.calumet.purdue.edu/careerservices/ Email : careerservices@purduecal.edu Jeffrey Allen	Y	0
55	Rainbow/Operation Push 930 E. 50th Street Chicago, Illinois 60615 Phone : (773) 373-3366 Url : http://rainbowpush.org/ Email : info@rainbowpush.org Candice Brown	Y	0

WEBG, WGGI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
58	Robert Morris College 401 S. State Street Chicago, Illinois 60605 Phone : 312-935-4422 Url : http://www.robertmorris.edu/careerservices/ Email : bboersma@robertmorris.edu Bonnie Boersma	Y	0
60	Saint Xavier University 3700 West 103rd Street Chicago, Illinois 60655 Phone : (773) 298-3132 Url : http://www.sxu.edu/Administrative/Counsel_Career_S Email : fitzpatrick@sxu.edu Mary Fitzpatrick	Y	0
62	Southern Illinois University 1263 Lincoln Drive Suite 179, MC 4703 Carbondale, Illinois 62901 Phone : (618) 453-2391 Url : http://careerservices.siu.edu/ Email : careerservices@siu.edu Mathew Purdy	Y	0
63	The Chicago Lighthouse 1850 W. Roosevelt Rd. Chicago, Illinois 60608 Phone : (312) 997-3647 Url : http://chicagolighthouse.org/ Email : careers@csu.edu Fax : 1-312-243-8539 Sheila Perkins	Y	0
66	Trinity Christian College 6601 W. College Drive Palos Heights, Illinois 60463 Phone : 708-239-4853 Url : http://www.trnty.edu/Cooper-Center/career.html Email : coopercenter@trnty.edu Cooper Center	Y	0

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON

Vacancy Data Form

Digital Sales Supervisor

Recruitment source referring hiree: Word of Mouth Referral

Date of hire: 7/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
67	University of Illinois Student Services Arcade Building, MC-383 715 South Wright Street Champaign, Illinois 61820 Phone : (217) 333-0820 Url : http://www.hireillini.com/ Email : bneig2@illinois.edu Brian Neighbors	Y	0
69	Wilbur Wright College 4300 N. Narragansett chicago, Illinois 60634 Phone : (773) 481-8527 Url : http://wright.ccc.edu/services/job_placement/ Email : wrightcareercenter@ccc.edu Irene Home	Y	0
70	Word of Mouth Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

Position: Digital Sales Supervisor

Hire Date: July 1, 2016

This report, generated by BroadcastSource, verifies that WEBG, WICI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON used BroadcastSource 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 BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

The Digital Sales Supervisor (DSS) is responsible for traffic, campaign fulfillment and monitoring of our digital network. In addition, the DSS assists in the expansion and support of our advertiser base by helping develop innovative ads, presentations and collateral materials that highlight the features of our digital products. The DSS also assists in day to day digital activities and provides support to the sales department.

Responsibilities:

- Develop, communicate and implement digital sales strategy and action plans for the Chicago Region.
- Traffic owned digital assets (Google DFP), monitoring performance and optimizing campaigns.
- Weekly sales calls to assist Account Executives in pitching digital assets to new and/or existing clients.
- Expand the digital acumen and digital marketing expertise of local sales staff through on-going training on pitching and activating digital assets.
- Oversee inventory, pricing, activation and reporting.
- Assist Sales leadership with integrated sales efforts by reviewing client proposals, attending client appointments addressing internal roadblocks to success on a local and national scale.
- Demonstrate digital and marketing expertise on sales calls to help close large deals.
- Point third-party digital partnerships; working to integrate partner assets with our own to develop optimized campaign strategies.
- Optimize and bid on Facebook/Instagram and Twitter ad campaigns to promote clients' social content through our iHeartRadio brands.
- Coordinates receipt of artwork and traffic instructions from clients to meet scheduling deadlines.
- Schedules and uploads incoming creative messages to the digital network.

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

- Develops duration and scheduling plan for specific locations or times for relevancy and engagement.
- Assists in creative idea generation and, in some cases, design of collateral material for clients (in conjunction with sales and creative) that deliver effective copy for desired messages
- Updates and revises marketing materials.
- Completes all Digital related WEB Proof of Performance (POP) procedures for customers.
- Reports to VP, Sales and entire market on occupancy and rate attainment levels on an ongoing basis.
- Performs other duties as required.

Qualifications:

- Ability to manage production workflow, timelines and schedules.
- Knowledge of graphic design is a plus, including a solid understanding of design, color, layout and type usage.
- Knowledge of research tools to inform proposal development.
- Strong organizational skills.
- Ability to handle multiple projects simultaneously and meet deadlines in a fast-paced environment.
- Skilled at written and verbal communication.
- Skilled at analytics and reporting (e.g., preparing performance reports for digital products).
- Knowledge of social and online media (e.g., how to utilize to engage with online audiences).
- Knowledge of Google DoubleClick for Publishers (DFP) is a plus,
- Proficiency in Microsoft Excel, Word & PowerPoint.
- Knowledge of placing Facebook advertising is a plus.
- Strong Digital advertising acumen.
- Knowledge of Adobe Photoshop.
- Proficient with Excel, Adobe Creative Suite and Power Point.

CRITICAL COMPETENCIES:

- **Flexibility:** Adapting to changing demands and circumstances without difficulty and maintaining composure and effectiveness under demanding circumstances.
- **Self-Management:** Using personal management skills to effectively complete tasks necessary to the success of the organization in an orderly manner. Organizing details and bringing order to complex and competing demands.
- **Interpersonal Effectiveness:** Interacting well with others to achieve goals with minimal conflict and confrontation.
- **Technical Expertise:** Synthesizing knowledge of the field and presenting it in an appropriate manner. Handling collection, analysis, and presentation of organizational data that enhances decision making. Having a technical impact beyond the immediate department or group.
- **Communication:** Interacting with others through verbal and non-verbal means to present information in an engaging and understandable manner. The use of listening and other attending behaviors to gain a shared understanding of the topic at hand.

Education:

Bachelor's degree in Advertising, Marketing or Communications and/or combination of 2-4 years of relevant Advertising or Marketing professional and educational experience.

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

Location

Chicago, IL: 233 N. Michigan Avenue, Suite 2800, 60601

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Chicago-IL-Michigan--Radio/Digital-Sales-Supervisor_Req3081

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 Angela Ingram at angelaingram@iheartmedia.com

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

RS Number	Recruiting Source	Date and Time
1	AACF Computer Learning Center Fax: 1-708-848-3701 E-mail: info@aacfworks.org	Sent: 6/3/2016 9:47:08 AM Sent: 6/3/2016 9:41:39 AM
2	Augustana College E-mail: jamiemckenzie@augustana.edu	Sent: 6/3/2016 9:41:39 AM
3	Aurora University Fax: 1-630-844-7813 E-mail: career@aurora.edu	Sent: 6/3/2016 9:47:26 AM Sent: 6/3/2016 9:41:40 AM
4	Ball State University Fax: 1-765-285-3757 E-mail: kdrunyon2@bsu.edu	Sent: 6/3/2016 9:52:01 AM Sent: 6/3/2016 9:41:40 AM
5	Benedictine University E-mail: career@ben.edu	Sent: 6/3/2016 9:41:40 AM
6	Black College Radio Organization E-mail: BCRMail@aol.com	Sent: 6/3/2016 9:41:41 AM
8	Chicago State University E-mail: careercenter@csu.edu	Sent: 6/3/2016 9:41:41 AM
9	Columbia College E-mail: columbiaworks@colum.edu	Sent: 6/3/2016 9:41:41 AM
12	DePaul University E-mail: kmccoy9@depaul.edu	Sent: 6/3/2016 9:41:42 AM
13	Eastern Illinois University Fax: 1-217-581-2222 E-mail: llmoore@eiu.edu	Sent: 6/3/2016 9:54:27 AM Sent: 6/3/2016 9:41:42 AM
14	Elmhurst College Fax: 1-630-617-3393 E-mail: julien@elmhurst.edu	Sent: 6/3/2016 9:53:12 AM Sent: 6/3/2016 9:41:42 AM
19	Governors State University E-mail: career@govst.edu	Sent: 6/3/2016 9:41:43 AM
20	Greater Far South Halsted (IL Route 1) Chamber of Commerce Fax: 1-773-941-4019	Sent: 6/3/2016 9:59:28 AM

WEBG, WGCJ-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

RS Number	Recruiting Source	Date and Time
21	Harold Washington College E-mail: kbowens3@ccc.edu	Sent: 6/3/2016 9:41:43 AM
24	Illinois Broadcasters Association E-mail: dgray@ilba.org	Sent: 6/3/2016 9:41:48 AM
25	Illinois Center for Broadcasting E-mail: cjackson@beonair.com	Sent: 6/3/2016 9:41:44 AM
26	Illinois State University E-mail: paheck@ilstu.edu	Sent: 6/3/2016 9:41:44 AM
27	Illinois Wesleyan University E-mail: wkistner@iwu.edu	Sent: 6/3/2016 9:41:44 AM
30	Insite Training Systems Fax: 1-708-371-9747 E-mail: lrenardo@sertomacentre.org	Sent: 6/3/2016 9:56:05 AM Sent: 6/3/2016 9:41:43 AM
32	Kennedy King College E-mail: cash3@ccc.edu	Sent: 6/3/2016 9:41:44 AM
33	Knox College Fax: 1-309-341-7708 E-mail: careers@knox.edu	Sent: 6/3/2016 9:56:15 AM Sent: 6/3/2016 9:41:45 AM
34	Lake Forest College E-mail: degross@lakeforest.edu	Sent: 6/3/2016 9:41:45 AM
35	LDS Employment Resource Services E-mail: WEL-EC-Chicago@ldschurch.org	Sent: 6/3/2016 9:41:45 AM
36	Lewis University E-mail: careerservices@lewisu.edu	Sent: 6/3/2016 9:41:45 AM
37	Loyola University E-mail: mgahbauer@luc.edu	Sent: 6/3/2016 9:41:45 AM
38	Malcolm X College E-mail: awissmann@ccc.edu	Sent: 6/3/2016 9:41:46 AM
40	Media Advertising Club of Chicago E-mail: info@themacchicago.com	Sent: 6/3/2016 9:41:46 AM
41	Miller Broadcast Management, Inc. Fax: 1-312-454-0044 E-mail: info@millerbroadcast.com	Sent: 6/3/2016 9:58:05 AM Sent: 6/3/2016 9:41:46 AM

WEBG, WGCi-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

RS Number	Recruiting Source	Date and Time
42	Millikin University E-mail: career-center@millikin.edu	Sent: 6/3/2016 9:41:46 AM
43	Moody Bible Institute E-mail: careerdev@moody.edu	Sent: 6/3/2016 9:41:47 AM
44	Moraine Valley Community College E-mail: taylor@morainevalley.edu	Sent: 6/3/2016 9:41:47 AM
45	North Central College E-mail: career.development@noctrl.edu	Sent: 6/3/2016 9:41:47 AM
46	Northeastern Illinois University E-mail: Career-Services@neiu.edu	Sent: 6/3/2016 9:41:36 AM
47	Northern Illinois University E-mail: edusil@hrgreen.com	Sent: 6/3/2016 9:41:47 AM
48	Northwestern Business College E-mail: gnorton@nc.edu	Sent: 6/3/2016 9:41:37 AM
50	Northwestern University School of Communication E-mail: colin.dekuiper@northwestern.edu	Sent: 6/3/2016 9:41:48 AM
51	Northwestern University-School of Continuing Education E-mail: v-carpenter@northwestern.edu	Sent: 6/3/2016 9:41:37 AM
52	Olivet Nazarene University E-mail: careers@olivet.edu	Sent: 6/3/2016 9:41:37 AM
53	Purdue University – Calumet E-mail: careerservices@purduecal.edu	Sent: 6/3/2016 9:41:37 AM
55	Rainbow/Operation Push E-mail: info@rainbowpush.org	Sent: 6/3/2016 9:41:38 AM
58	Robert Morris College E-mail: bboersma@robertmorris.edu	Sent: 6/3/2016 9:41:38 AM
60	Saint Xavier University E-mail: fitzpatrick@sxu.edu	Sent: 6/3/2016 9:41:38 AM
62	Southern Illinois University E-mail: careerservices@siu.edu	Sent: 6/3/2016 9:41:38 AM
63	The Chicago Lighthouse Fax: 1-312-243-8539 E-mail: careers@csu.edu	Sent: 6/3/2016 9:50:22 AM Sent: 6/3/2016 9:41:41 AM

WEBG, WGCI-FM, WGRB, WKSC-FM, WLIT-FM, WVAZ, WVON
Fax and E-mail verification summary report for Digital Sales Supervisor

RS Number	Recruiting Source	Date and Time
66	Trinity Christian College E-mail: coopercenter@trnty.edu	Sent: 6/3/2016 9:41:38 AM
67	University of Illinois E-mail: bneig2@illinois.edu	Sent: 6/3/2016 9:41:39 AM
69	Wilbur Wright College E-mail: wrightcareercenter@ccc.edu	Sent: 6/3/2016 9:41:39 AM