

Kortney Abercrombie

A, B, C

From: Kortney Abercrombie
Sent: Thursday, September 19, 2013 10:26 AM
To: 'Grey Parks'; 'Aaron Goldsmith'; 'Alyson young'; 'Amy Rusiloski'; 'Ann McKeighan'; 'Anna Haigler'; 'Asheville Buncombe Tech'; 'Asheville Buncombe Tech Rodney Embler'; 'Ashville Buncomb Tech'; 'Brown Mackie College Hayden Bracknell'; 'Career Center'; 'Career Services'; 'Carol Karnes'; 'Cathy Gowan'; 'Clafin College Shirley Nichols'; 'Coastal Carolina Yvonne Lasane'; 'Col Schrader'; 'Dusty New'; 'Erin Emory'; 'Gary James'; 'Harold Bell'; 'Hispanic Comm Network Patricia Sainz'; 'Ileka Leaks'; 'Jay Eubank'; 'Jennifer Pierce'; 'Johnny Smith'; 'Josh Kelly'; 'Linda Robinson College of Charleston'; 'Linwood Hagin'; 'Margaret Bailey'; 'Minority Media and Telecommunications'; 'President'; 'R. Angel'; 'Regent University Kita Graham'; 'Robert Decker'; 'Sears Shelter James Hallums'; 'Sherry Mack Michael SC State University'; 'Sherry McAdams'; 'Shirley LeGette'; 'Sonja Johnson Benedict College Sonja Johnson'; 'South Carolina State University'; 'Suzanne Schaefer'; 'Travis Ballenger'; 'Urban League Upstate Carol Martin'; 'William Sanders'; 'Witney Fisher'; 'Yvonne Duckett'

Cc: Corporate EEO
Subject: New Positions
Attachments: Greenville Local Sales Manager Job Ad Final.pdf; Greenville Mega Sales Assistant Job Ad Final.pdf; Greenville Sales A.E Job Ad Final.pdf

Email to Recruitment Sources and Entercom website

Dear Recruitment Source:

Exhibit B

2013-2014

As you know, **Entercom Greenville** is an Equal Employment Opportunity employer.

Attached are new positions for you to post.

Your referrals are critical to our recruitment success.

For questions, I may be contacted at 864-271-9200. However, I am requesting that all resumes be directed to www.entercom.com/careers.

Privacy Notice: The Federal Communications Commission (FCC) requires all stations to report the names of community organizations receiving job vacancy information plus the contact person, address and telephone number of each organization in an annual EEO Public File Report that will be made available to the general public in the station's public inspection file and on its website. IF YOU DO NOT CONSENT TO THE PUBLIC DISCLOSURE OF THIS INFORMATION REQUIRED BY THE FCC, PLEASE NOTIFY ME IMMEDIATELY.

Thank you!

Kortney Abercrombie
Receptionist • Entercom Upstate



864.271.9200 (office)

kabercrombie@entercom.com (email)

25 Garlington Road • Greenville SC 29615

Handwritten initials

Click & Listen Online

Kortney Abercrombie

ABC

From: Kortney Abercrombie
Sent: Thursday, September 19, 2013 10:31 AM
To: Angela Fleming; Anne Robards; April Osborne; Ashli Jarrett; Bob McLain; Bonnie Daniel; Brandon Brotherton; Breean Tate; Brooke Maratos; Caitlyn Martin; Caitlynn Moore; Callie Bray; Chris; Chris Daugherty; Chris Evans; Chuck Hamilton; Courtney Allen; Cramer Robinson; Dan Herren; Danielle Burns; David Fultz; Dustin McDaniels; Ed Jenson; Ed McDade; Elyse Melton; Emily Rackley; Erin Casey; Fred Sanders; Gerald Writesel; Greg Abee; Greg McKinney; Harmonie Skipper; Hawk Harrison; Heidi Aiken; James "Nine" McDonald; Jane Pritchard; Jarrett Carter; JDStone JDStone; Jeff Neal; Jenna Kochenauer; Jeremy Ellenburg; Jerry Massey; Jessica Hardin; Jim Neubau; Jodie Abbinante; Jonathan King; Judith Camp; Karen Matthew; Kato Keller; Keaira Huffman; Kortney Abercrombie; Kristen Owens; Kyle Merckle; Larry Wilson; Lauren Lockridge; Lee Rogers; Lindsey Sipe; Lisa Rollins; Mark Hendrix; Mary B. Culbertson; Mary E. McMerty; Matt "Mattman" Harris; Matthew Tomlinson; Michelle Keim; Mike Sharpe; Morgan Smith; Paige Pirtle; Phillip Gentry; Randy Cable; Reggie Jackson; Roy Hummers; Russ Cassell; Ryan Sloan; Sam Church; Sandy McKeel; SharePoint User; Stacie Bartro; Stacy Ransom; Stan Fisher; Stanley Clark; Steve Sinicropi; Thomas "Bo" McDonald; Tias Schuster; Todd "TwistedTodd" Holcombe; Tom Steele; Tommy Springer; Tony "Anthony" Dimsdale; Tracy West; Tyler Winstead; Vivienne Hodgkinson; Zack Adams; Zackary Brown

Subject: New Positions
Attachments: Greenville Local Sales Manager Job Ad Final.pdf; Greenville Mega Sales Assistant Job Ad Final.pdf; Greenville Sales A.E Job Ad Final.pdf

E-mail
 Posting
 to
 Entercom
 Staff

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Thank you!

Kortney Abercrombie
 Receptionist • Entercom Upstate



864.271.9200 (office)
kabercrombie@entercom.com (email)
 25 Garlington Road • Greenville SC 29615

97

Caitlynn Moore

ABC

From: Stephanie Gilson
Sent: Wednesday, July 09, 2014 11:43 AM
To: Caitlynn Moore
Subject: FW: Greenville Job Ads To Be Posted
Attachments: Greenville Local Sales Manager Job Ad Final.pdf; Greenville Mega Sales Assistant Job Ad Final.pdf; Greenville Sales A.E Job Ad Final.pdf; Greenville Senior A.E Spoken Word Specialist Job Ad Final.pdf

From: Kortney Abercrombie
Sent: Thursday, September 19, 2013 8:58 AM
To: Stephanie Gilson
Subject: FW: Greenville Job Ads To Be Posted

Note: All 3
positions

Hey Stephanie,

Can you post these to the website? Caitlynn said that you do that! Thank you!

Kortney Abercrombie
Receptionist • Entercom Upstate



864.271.9200 (office)
kabercrombie@entercom.com (email)
25 Garlington Road • Greenville SC 29615

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From: Leslye Schumacher [<mailto:Leslye@TalentQConsulting.com>]
Sent: Wednesday, September 18, 2013 9:18 PM
To: Kortney Abercrombie
Cc: Steve Sinicropi
Subject: Greenville Job Ads To Be Posted

Hi Kortney,

SA

Steve Sinicropi asked me to send you the attached job ads so that you will have them for your files and can post them to the Entercom Careers page of the website. If there are any other

Greenville sales positions listed on the website please delete those and replace with the attached.

ABC

Please let me know if you need anything additionally.

Thank you,
Leslye

--
Leslye Schumacher
Owner, TalentQ Consulting, LLC
www.TalentQConsulting.com
502-414-1499



SA

TalentQ Consulting Posts Your Ad To
The Following 50+ Job Websites:

ABC



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TalentQ Consulting
FIND, HIRE, COACH, AND RETAIN THE RIGHT PEOPLE
www.TalentQConsulting.com

Entercom Greenville Local Sales Manager Job Posting

ABC

LOCAL SALES MANAGER

Entercom Greenville is seeking an exceptional Local Sales Manager who can help lead the largest, most talented sales team - with the largest listening and billing market footprint - to greater heights. You will lead from the field helping our sales team to grow, develop new business, and meet the needs of an expanding customer base. If you are excited about radio, digital assets and on-site activation, if you'd like a career with one of America's best broadcasters, if you'd like to live in beautiful Greenville, South Carolina, this might be for you. Entercom was named one of the Top 500 Technology Innovators in the U.S. Our team in upstate South Carolina is creating and selling innovative, cutting edge marketing and advertising solutions, and we're looking for the Local Sales Manager who has the creativity and expertise to put a bigger gap between us and number two.

Who are we and what can we offer you?

- Entercom Communications is one of the largest radio companies in the country
- We own and operate the largest radio group in Greenville (Market #59), with 5 radio stations, the biggest sports franchises, the biggest live local shows, the largest audience, and a tremendous upside
- We have incredible resources and assets to help our clients including live and local programming, digital advertising, pro, college, and high school sports sponsorships, event marketing and customer focused promotions
- You will have the support and the resources needed to coach and develop a talented sales team
- We are a results oriented environment and believe in rewarding your sales management achievements
- You will be working for a company that offers opportunities for advancement and growth in your career

Responsibilities:

- Executing the sales strategy for the five radio stations that ensures attainment of sales goals
- Developing salespeople through individual weekly meetings and in-field coaching
- Implementing the coaching, training, problem solving, support, motivation or information salespeople need in order to meet their sales objectives
- Establish and grow relationships with high level decision makers in the marketplace, develop depth of contact within all key accounts
- Create and develop new business opportunities and assets to sell
- Keep abreast of current marketing trends and be ready to maximize opportunity from those trends
- Maintain detailed knowledge of station products including digital assets and features as well as corporate capabilities and initiatives
- Recruiting, hiring, training and developing salespeople
- Monitoring accountability as well as recognition and rewards for top performance
- Engage and develop relationships with other departments within the organization to facilitate teamwork and revenue growth.

Qualifications:

- Must have radio sales or sales management experience with a proven record of results
- Excellent ability to solve problems, develop creative solutions, and properly position premium products
- A proven ability to lead, motivate, coach, and train others
- Experience in creating and selling multi-media platforms (digital, web, audio, mobile, text, sports) is preferred

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ABC

If you are ready to come innovate and create the future of radio, we're ready to talk! Please go to www.entercom.com and click on "Careers" or send your resume and cover letter to Greenvillejobs@entercom.com. Entercom Greenville is an Equal Opportunity Employer.

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Entercom Greenville Sales Account Executive

ABC

SALES ACCOUNT EXECUTIVE:

We are looking for someone who can help us blaze new trails in the world of digital and audio advertising. Our company was named one of the Top 500 Technology Innovators in the U.S. and our growth here in upstate South Carolina means we need more talented people on our team. If you are a sales professional who can create and sell innovative ideas and products that provide cutting edge marketing and advertising solutions, you will fit right in with us!

Who are we and what can we offer you?

- We are Entercom Communications, one of the largest radio companies in the country
- We own and operate the largest radio group here in Greenville, with 5 radio stations
- You would have incredible assets to sell including live and local programming, digital advertising, sports sponsorships, event marketing and promotions
- This is an incredibly exciting time to be working in radio as the industry is continually embracing new technologies and ideas
- We give our sales people the resources and support they need to be successful and earn a great income
- You would be surrounded by other creative, talented, high energy people too

Responsibilities:

- Building strong relationships with advertisers to ensure their success and repeat business
- Proactively developing new business by using all of our advertising and marketing assets
- Closing business and executing the client campaign as agreed upon
- Provide exceptional customer service for your clients
- Achieve sales objectives and goals
- Continually build your knowledge of industry trends, opportunities, and innovations

Qualifications:

- Experienced in B2B sales (media preferred)
- Creative problem solver with marketing as well as sales expertise
- Ability to develop new business and manage sales with a proven track record of exceeding goals
- Thorough understanding of advertising technologies including digital, audio, and interactive
- A creative mind to put together unique advertising campaigns
- Must have a valid driver's license and own a personal car
- A passion for uncovering a client's need, solving it, and closing the deal!

That's our sales pitch to you...What do you think? If you would like to find out more, please go to www.entercom.com and click on "Careers" or send your resume and cover letter to Greenvillejobs@entercom.com. Entercom Greenville is an Equal Opportunity Employer.

Entercom Greenville Job Posting For Mega Sales Assistant

ABC

MEGA SALES ASSISTANT

We have a fast-paced, high energy, driven, sales team that works hard and has fun. We're busy and need someone who feels spinning a lot of plates at once keeps work interesting, loves to solve problems, and is committed to helping our team win. This is a fun place and you will work with fun and driven people.

As a member of our sales support team you should be comfortable creating sales proposals, developing positioning and sales materials, client promotion coordination, client recaps, updating media kits, email marketing, assist in digital and social media marketing, generating reports and multi-tasking in a fast paced environment.

Who are we and what can we offer you?

- We are Entercom Communications, one of the largest radio companies in the country
- We own and operate the largest radio group here in Greenville, with 5 radio stations
- You will work in an exciting industry and a dynamic work environment where we believe it's important to work hard as a team and having fun while we do it
- You will learn and be exposed to constantly evolving technology and marketing innovations
- You will earn a very competitive salary and have excellent health and retirement benefits backed by a strong company
- You will be surrounded by other creative, talented, high energy team members

Responsibilities:

- Support the sales team by taking the initiative to complete tasks correctly, quickly and on time
- Create proposals and other sales materials for the sales team
- Field client phone calls and provide stellar customer service
- Stay organized, calm, and positive in a fast paced, deadline focused environment
- Handle multiple assignments and tasks while meeting deadlines
- Keep sales materials, client lists, and other reports up-to-date
- Various administrative functions to support the sales team as assigned

Qualifications:

- An absolutely positive attitude and someone who thrives on being busy and taking on responsibility
- Ability to stay organized and detail oriented even while multi-tasking
- Outstanding computer skills including data entry and advanced knowledge of MSWord, creating Excel spreadsheets, and PowerPoint presentations
- Ability to quickly learn new software programs and embrace new technologies
- Graphic design ability and website management experience is a plus
- Good command of spelling and grammar
- Excellent eye for detail, data entry, and proofing
- College degree preferred

Are you our next Mega Sales Assistant? Don't wait we need you now. To apply please go to www.entercom.com and click on "Careers" or send your resume and cover letter to Greenvillejobs@entercom.com. Entercom Greenville is an Equal Opportunity Employer.

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Caitlynn Moore

From: Steve Sinicropi
Sent: Monday, July 21, 2014 10:03 AM
To: Caitlynn Moore; Ashli Jarrett
Cc: Danielle Burns; Stephanie Gilson
Subject: RE: EEO question

ABC

We do run ads on air, streaming and on-line (social etc.) for positions frequently. Ashli can check to see if we ran at that time.

Steve Sinicropi VP/GM
[Entercom Upstate](#)
Ssinicropi@entercom.com
864.241.4203

From: Caitlynn Moore
Sent: Monday, July 21, 2014 9:49 AM
To: Jim Neubau; Randy Cable; Steve Sinicropi; Bob McLain; Tias Schuster; Mark Hendrix
Cc: Danielle Burns; Stephanie Gilson
Subject: EEO question
Importance: High

Hello,

I have a question about a senior account executive position that was filled in October 2013...on our EEO report, one of the applicants said that her source was "on air ad" meaning that's how she heard about the position. As far as I know, we usually don't advertise positions on air. Do any of you know whether or not we were running an ad during that time for an Account Executive position? Any feedback would help, thanks!

Caitlynn Moore
Continuity Manager • Entercom Upstate



864.241.4235 (office)

cmoore@entercom.com (email)

25 Garlington Road • Greenville SC 29615

NOTE: Please send all TRAFFIC instructions and SPOTS to gspspots@entercom.com

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ABC

Reply to: see below

flag : [miscategorized](#) [prohibited](#) [spam](#) [best of](#)

Posted: 2013-09-10, 3:37PM EDT

Senior Level Account Executive (Greenville SC)

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

Successful candidates are experts in:

- Strategic targeting of clients
- Prospecting and relationship building
- Setting face to face appointments
- Thoroughly analyzing customer needs
- Creatively designing marketing campaign
- Strategically selling compelling concepts to key local and regional decision makers

Experience:

- Media or Broadcast sales strongly preferred
- Digital sales background preferred
- Successful track record of new business development
- Proven track record in meeting and exceeding defined sales goals
- Strategic multi-level selling

As an Account Executive with Entercom, you will also represent some of the largest sports teams and talent in the entertainment world. In keeping with the other members of the Entercom Teams, the #1 trait we hire for is "WINNING ATTITUDE". We are looking for driven individuals who refuse to lose or compromise their level of success even in an unsteady economy. If this describes YOU, please forward your resume and career success stories today. To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

- Location: Greenville SC
- Compensation: DOE
- Principals only. Recruiters, please don't contact this job poster.
- Please do not contact job poster about other services, products or commercial interests.

Posting ID: 4058821696

Posted: 2013-09-10, 3:37PM EDT

[email to a friend](#)

No contact info?
 if the poster didn't include a phone number, email, or other contact info, craigslist can notify them via email.

96

FORMAT: [mobile](#) [regular](#)

Sept. 2013
ABC

[CL](#) > [greenville](#) > [all jobs](#) > [tv/film/video/radio jobs](#)

Reply to: see below flag : [miscategorized](#) [prohibited](#) [spam](#) [best of](#) Posted: 2013-09-10, 3:42PM EDT

Sales Assistant (Greenville SC)

Entercom Greenville seeks an organized, energetic sales assistant to support an outstanding sales team for our five station cluster. We are looking for a responsible, highly motivated, creative individual with excellent clerical skills, attention to detail, ability to work independently and prioritize multiple tasks.

Skills:

- Computer/Software Knowledgeable: Ideal candidate should be proficient in Microsoft PowerPoint, Word, Excel. Graphic design and Wide Orbit experience a plus.
- Initiative: The sales assistant must anticipate the needs of Sales Managers, Account Executives and the sales department and be pro-active in addition to reactive.
- Reliable: Candidate should be deadline-oriented and conscious of time management.
- Attitude: The ideal sales assistant will have a consistently positive approach to business even when times are stressful.
- Organized: No clutter! The Sales Assistant desk is the gateway to the sales department. Attention to detail is crucial for this position.
- Multi-task: Ability to multi-task and work under an extreme amount of pressure in a fast paced environment.
- Appearance: The ideal candidate is representative of Entercom's standards and consistent with the image of the brands and sales department.

Job Duties:

- Assist Account Executives with presentations, proposals, and order entry into various software programs, including Wide Orbit and VCreative
- Research and distribute leads to the Integrated Sales Team
- Submit weekly tracker to report activity for the Integrated Sales Team to managers
- Assist with copywriting for various clients
- Research discrepancies within orders placed to run on-air
- Backup various departments, such as Continuity, Traffic, Administrative, and Get My PERKS
- Create weekly reports for managers using Excel

Qualified candidates will have college experience, 3-5 years administrative experience, enjoy solving problems, and working in a fast paced environment. This position will report to the Director of Sales Administration. To apply for this position, please visit www.entercom.com and click on "careers." Entercom is an Equal Opportunity Employer.

- Location: Greenville SC
- Compensation: DOE
- Principals only. Recruiters, please don't contact this job poster.
- Please do not contact job poster about other services, products or commercial interests.

Posting ID: 4058833709 Posted: 2013-09-10, 3:42PM EDT [email to a friend](#)

No contact info?
 if the poster didn't include a phone number, email, or
 other contact info, craigslist can notify them via email.

97

FORMAT: [mobile](#) [regular](#)

ABC

You have 108 unread Net News stories.

search by keyword ...



User Control Panel (0 new messages) - view your posts

Senior Level Account Executive - Greenville SC

Forum rules

You can only post the job opening once in any 24 hour period. Please print your job opening for EOE records. Job openings will remain visible for 14 days. Do not post in this forum if you are looking for work. Please, go to Situations Wanted to post your availability.

No voiceover, voicetracking, or other business plugs, please!

Search this topic...

1 post • Page 1 of 1

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Senior Level Account Executive - Greenville SC

by sgilson » Tue Sep 10, 2013 12:34 pm

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

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sgilson

Posts: 162

Joined: Thu Apr 21, 2011 9:31 am

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[Top](#)

1 post • Page 1 of 1

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Jump to:

Whether you are
Searching for a new gig
 or
Renegotiating a current gig

Contact
Lee Strasser
 Grand Visions, Inc.
lstrasser@gmail.com
 561-371-0323

a4



The Alan Nathan Show
15 plus years of NATIONAL SYNDICATION
for availability in your market, contact Mike Tyler 214-341-5606



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ABC

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Forums

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Sales Assistant - Greenville SC

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No voiceover, voicetracking, or other business plugs, please!

Search this topic...

1 post • Page 1 of 1

Edit post
Delete post
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Sales Assistant - Greenville SC

Dby sgilson » Tue Sep 10, 2013 12:52 pm

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sgilson

Posts: 163
Joined: Thu Apr 21, 2011 9:31 am
Private message
Top

1 post • Page 1 of 1

ATTENTION
TALENT!



Contact
Lee Strasser
Grand Visions, Inc.

lkstrasser@gmail.com
561-371-0323

99

Kortney Abercrombie

D, E, F

From: Kortney Abercrombie
 Sent: Wednesday, January 08, 2014 9:51 AM
 To: 'Grey Parks'; 'Aaron Goldsmith'; 'Alyson young'; 'Amy Rusiloski'; 'Ann McKeighan'; 'Anna Haigler'; 'Asheville Buncombe Tech'; 'Asheville Buncombe Tech Rodney Emblar'; 'Ashville Buncomb Tech'; 'Brown Mackie College Hayden Bracknell'; 'Career Center'; 'Career Services'; 'Carol Karnes'; 'Cathy Gowan'; 'Claflin College Shirley Nichols'; 'Coastal Carolina Yvonne Lasane'; 'Col Schrader'; 'Dusty New'; 'Erin Emory'; 'Gary James'; 'Harold Bell'; 'Hispanic Comm Network Patricia Sainz'; 'Ileka Leaks'; 'Jay Eubank'; 'Jennifer Pierce'; 'Johnny Smith'; 'Josh Kelly'; 'Linda Robinson College of Charleston'; 'Linwood Hagin'; 'Margaret Bailey'; 'Minority Media and Telecommunications'; 'President'; 'R. Angel'; 'Regent University Kita Graham'; 'Robert Decker'; 'Sears Shelter James Hallums'; 'Sherry Mack Michael SC State University'; 'Sherry McAdams'; 'Shirley LeGette'; 'Sonja Johnson Benedict College Sonja Johnson'; 'South Carolina State University'; 'Suzanne Schaefer'; 'Travis Ballenger'; 'Urban League Upstate Carol Martin'; 'William Sanders'; 'Witney Fisher'; 'Yvonne Duckett'

cc: Corporate EEO
 Subject: New Positions List - January (New Positions Added)
 Attachments: January 2014 Openings.doc

Email to recruitment Sources + ENTERCOM website

D, E, F

Dear Recruitment Source:

As you know, **Entercom Greenville** is an Equal Employment Opportunity employer.

Attached is our current list of job openings for you to post.

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Thank you!

Kortney Abercrombie
 Receptionist • Entercom Upstate



864.271.9200 (office)
 kabercrombie@entercom.com (email)
 25 Garlington Road • Greenville SC 29615

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Kortney Abercrombie

D,E,F

From: Kortney Abercrombie
Sent: Wednesday, January 08, 2014 9:52 AM
To: Angela Fleming; Anne Robards; Ariane Rohr; Ashli Jarrett; Bob McLain; Bonnie Daniel; Breean Tate; Brian Fawcett; Brooke Maratos; Caitlyn Martin; Caitlynn Moore; Chris; Chris Daugherty; Chris Evans; Christin McCrory; Chuck Hamilton; Courtney Allen; Cramer Robinson; Dan Herren; Danielle Burns; Devon Van der Merwe; Dustin McDaniels; Ed Jenson; Ed McDade; Elyse Melton; Emily Rackley; Erin Casey; Fred Sanders; Gerald Writsel; Greg Abee; Greg McKinney; Harmonie Skipper; Hawk Harrison; Heidi Aiken; James "Nine" McDonald; Jane Pritchard; JDStone JDStone; Jeff Neal; Jeffrey Crane; Jenna Kochenauer; Jeremy Ellenburg; Jerry Massey; Jessica Hardin; Jim Neubau; Jodie Abbinante; Judith Camp; Julie Brighton; Justin Lynch; Karen Matthew; Kato Keller; Kortney Abercrombie; Kristen Owens; Kyle Merckle; Larry Wilson; Lauren Cobb; Lauren Lockridge; Lee Rogers; Lisa Rollins; Mark Hendrix; Mary B. Culbertson; Mary E. McMerty; Matt "Mattman" Harris; Matthew Tomlinson; Michelle Kime; Mike Sharpe; Paige Pirtle; Phillip Gentry; Randy Cable; Reggie Jackson; Roy Hummers; Russ Cassell; Ryan Sloan; Sam Church; Sandy McKeel; Sean McGroarty; SharePoint User; Stacie Bartro; Stacy Ransom; Stan Fisher; Stanley Clark; Steve Sinicropi; Thomas "Bo" McDonald; Tias Schuster; Todd "TwistedTodd" Holcombe; Tom Steele; Tommy Springer; Tony "Anthony" Dimsdale; Tracy West; Tyler Winstead; Zack Adams; Zackary Brown
Subject: New Positions List - January (New Positions Added)
Attachments: January 2014 Openings.doc

D,E,F

Dear Greenville User:

As you know, **Entercom Greenville** is an Equal Employment Opportunity employer.

Attached is our current list of job openings for you to reference.

Your referrals are critical to our recruitment success.

For questions, I may be contacted at 864-271-9200. However, I am requesting that all resumes be directed to www.entercom.com/careers.

Privacy Notice: The Federal Communications Commission (FCC) requires all stations to report the names of community organizations receiving job vacancy information plus the contact person, address and telephone number of each organization in an annual EEO Public File Report that will be made available to the general public in the station's public inspection file and on its website. IF YOU DO NOT CONSENT TO THE PUBLIC DISCLOSURE OF THIS INFORMATION REQUIRED BY THE FCC, PLEASE NOTIFY ME IMMEDIATELY.

Thank you!

Kortney Abercrombie
Receptionist • Entercom Upstate



864.271.9200 (office)

kabercrombie@entercom.com (email)

25 Garlington Road • Greenville SC 29615

101



25 GARLINGTON ROAD
GREENVILLE, SC 29615
Current Open Positions 1/8/2014

DEF

Senior Level Account Executive

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

Successful candidates are experts in:

- Strategic targeting of clients
- Prospecting and relationship building
- Setting face to face appointments
- Thoroughly analyzing customer needs
- Creatively designing marketing campaign
- Strategically selling compelling concepts to key local and regional decision makers

Experience:

- Media or Broadcast sales strongly preferred
- Digital sales background preferred
- Successful track record of new business development
- Proven track record in meeting and exceeding defined sales goals
- Strategic multi-level selling

As an Account Executive with Entercom, you will also represent some of the largest sports teams and talent in the entertainment world. In keeping with the other members of the Entercom Teams, the #1 trait we hire for is "WINNING ATTITUDE". We are looking for driven individuals who refuse to lose or compromise their level of success even in an unsteady economy. If this describes YOU, please forward your resume and career success stories today. **To apply for this position, please go to www.entercom.com and click on "Careers."** Entercom Greenville is an Equal Opportunity Employer.

Promotions Director

The Promotions Director is responsible for creation and execution of programming and sales tactics for advertisers and listeners across all brands and platforms. This position reports to the VP/Market Manager and works closely with the sales and programming departments. The successful applicant will be comfortable supervising a part time staff while planning and executing multiple promotions and events. It is a fast paced environment requiring a flexible and adaptable attitude embracing new ideas and on-air, on-line and on-site delivery channels. This is a demanding position that requires positivity, high energy and a passion for connecting consumers and clients with Entercom Upstate brands.

Successful candidates are experts in:

- Proven organizational skills needed to flawlessly execute concurrent promotions & events
- Patient, communicative, team player that is detail oriented and has outstanding interpersonal skills
- Excellent verbal and written communication skills with an emphasis on tact and diplomacy.
- Ability to create, plan and execute and event from concept to recap.
- Fluency with social media
- Ability to hire, train and motivate a skilled and enthusiastic promotions team
- A tireless advocate for brands, customers service and perfection

Duties include but not limited to:

- Oversee weekly promotions meeting for sales, programming and marketing to identify and prioritize revenue and rating promotions.
- Responsible for the station's image, programs and activities.
- Schedule all station contesting and on-air feature sponsorships.
- Booking/scheduling on site appearances and special events.
- Preparing contesting info for DJs and coordinating all on air materials.
- Acquiring and maintaining a prize inventory and support documents
- Managing contest databases.
- Scheduling on air liners orders and writing promotional and sales copy.
- Creating promotion decks.

102

DEF

- Maintaining station promotional vehicles.
- Communicating with listeners and incentivizing them to participate with our brands.
- Assist with hiring, training and managing part time promotions assistants and street team.
- Work closely with the Program Directors, Marketing Manager and Sales Team to create promotions.
- Work with Programming and Marketing to arrange visibility events and appearances.
- Assist with scheduling talent for appearances.
- Working on-site at all station sales and community events.

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Mega Sales Assistant

We have a fast-paced, high energy, driven, sales team that works hard and has fun. We're busy and need someone who feels spinning a lot of plates at once keeps work interesting, loves to solve problems, and is committed to helping our team win. This is a fun place and you will work with fun and driven people. As a member of our sales support team you should be comfortable creating sales proposals, developing positioning and sales materials, client promotion coordination, client recaps, updating media kits, email marketing, assist in digital and social media marketing, generating reports and multi-tasking in a fast paced environment.

Responsibilities:

- Support the sales team by taking the initiative to complete tasks correctly, quickly and on time
- Create proposals and other sales materials for the sales team
- Field client phone calls and provide stellar customer service
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- Keep sales materials, client lists, and other reports up-to-date
- Various administrative functions to support the sales team as assigned
- Assist in facilitating inter-department communication between the Digital Content Manager, Programming, Promotions and Sales staff to ensure all digital/online media assets and campaigns are delivered successfully to all clients as promised
- Assists in all phases of the digital campaign process including but not limited to digital proposal development, implementation and fulfillment, reporting on usage analytics, mobile marketing (texting) implementation

Qualifications:

- An absolutely positive attitude and someone who thrives on being busy and taking on responsibility
- Ability to stay organized and detail oriented even while multi-tasking
- Outstanding computer skills including data entry and advanced knowledge of MSWord, creating Excel spreadsheets, and PowerPoint presentations
- Ability to quickly learn new software programs and embrace new technologies
- Graphic design ability and website management experience is a plus
- Good command of spelling and grammar
- Excellent eye for detail, data entry, and proofing
- Experience in advertising/media field is a plus
- College degree preferred

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Digital Marketing Consultant

Entercom is creating an exciting new digital division focused on providing local and regional businesses best-in-breed solutions designed to help our clients aggressively compete across the web. Candidates must have sales experience in the digital space and be able to step in and drive the company's revenue. Initially, this position will be almost exclusively focused on the generation of new sales. The candidate must be able to demonstrate a strong understanding and history of new business development; lead generation and pipeline management. This individual will work with the Digital Sales Manager to establish plans and strategies to achieve objectives. Compensation accelerators kick in once revenue targets have been attained which provide very attractive earnings opportunities for money motivated and performance-driven individuals.

Responsibilities:

- Establish, develop and manage a prospect list that reflects the segmentation strategies established by the company (segmentation strategy will be provided)
- Spend at least 90% of time prospecting leads or presenting to clients
- Consults local and regional businesses to understand their needs and aspirations so that tailored solutions can be designed, implemented and executed

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- Execute a business plan and sales strategy, established with the Digital Sales Manager, that ensures attainment of digital revenue goals
- Provide feedback to the internal Digital Agency regarding opportunities to improve the overall product offering and general positioning of the company's product suite
- On-going consultation with sold clients regarding the performance of their purchased campaigns
- Adhere to all company policies, procedures and business ethics codes

DEF

Duties:

- Maintain contact with advertisers to ensure high levels of client satisfaction.
- Communicate and integrate the corporate digital environment
- Demonstrate ability to interact and cooperate with all company employees.

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Division Sales Manager - Digital Sales

Entercom is creating an exciting new digital division focused on providing local and regional businesses best-in-breed solutions designed to help our clients aggressively compete across the web. Candidates for the Division Sales Manager – Digital Sales must have sales experience in the digital space and be able to step in and drive the company's revenue by managing a team of Marketing Consultants. Initially, the Digital Marketing Consultants reporting to this individual will be focused almost exclusively on the generation of new sales. The Division Sales Manager will be responsible for the development and sales results of the Marketing Consultants as well as the engagement, training and quarterly revenue attainment of the core/existing radio sales organization. Further, the Division Sales Manager will be expected to contribute individual sales as well.

The candidate must be able to demonstrate a strong understanding and history of new business development; lead generation, pipeline management and management of teams. This individual will work with the Digital Marketing Consultants to establish plans, strategies and tactics to achieve revenue objectives. This candidate must have very strong influence skills to successfully coach, train and develop the core sales force, which is a critical success factor for this position. Compensation accelerators kick in once revenue targets have been attained which provide very attractive earnings opportunities for money motivated and performance-driven individuals.

Responsibilities:

- Establish, develop and manage a prospect list that reflects the segmentation strategies established by the company (segmentation strategy will be provided) for this individual and their team.
- Spend at least 90% of time prospecting leads or presenting to clients.
- Participate on client calls with direct reports and the existing/core sales organization.
- Personally consult local and regional businesses to understand their needs and aspirations so tailored solutions can be designed, implemented and executed.
- Execute an overall business plan and sales strategy, established with Marketing Consultants, that ensures attainment of digital revenue goals.
- Provide feedback to the internal Digital Agency regarding opportunities to improve the overall product offering and general positioning of the company's product suite.
- On-going consultation with sold clients regarding the performance of their purchased campaigns
- Adhere to all company policies, procedures and business ethics codes.

Relationships and Roles:

Internal / External Cooperation

- Maintain contact with advertisers to ensure high levels of client satisfaction.
- Communicate and integrate the corporate digital environment
- Set examples for Marketing Consultants in areas of personal character, commitment, organizational and selling skills, and work habits.
- Conduct regular coaching and counseling with Marketing Consultants and existing/core sales organization to build motivation and selling skills.
- Demonstrate ability to interact and cooperate with all company employees.

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer

Digital Traffic and Control Manager

This is the ideal role for a high caliber marketing professional with significant success in campaign management and fulfillment who is looking to join a growing digital business. As a Campaign Manager, you will be responsible for managing the creation and successful implementation of campaign activities across a wide range of platforms, including email, mail, SMS and web. Responsibilities include optimizing marketing campaigns across multiple products and systems, processing digital sales orders, uploading creative, and monitoring programs to make sure campaigns are running properly.

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Duties:

- Understand, customize and optimize the entire campaign management process, to include new campaign requirements, development test, production execution and quality control
 - Verify Account Executive Paperwork: Double check all orders have been coded correctly various billing and fulfillment systems. Make any necessary changes or fixes to the orders then ready them for approval.
 - Continuity with Visual & Audio Production: ensure all online ads are being worked on and deadlines are met so the client schedule can run on time
 - Upload creative to Digital Traffic Systems: Work with Ando Webcast Metrics, 24/7, Rovion, Stickyfish and Vortal to load all digital ad campaigns
 - Maintain working knowledge of digital inventory: Understand the current and projected sellout levels of the four ETM sites
 - Monitor Campaigns to ensure all campaigns are hitting the promised impressions goals and spots during their flights. Adjust priority levels as appropriate. Alert Digital DOS of any anticipated problems.
 - Monitor Sites for Streaming Fill: ensure all sites have proper amount of 'fill' spots to cover any unsold streaming ads
 - Campaign Reports: At month end and/or campaign end, run affidavits of performance for digital campaigns and give to Account Executives for delivery to clients. Affidavits will now also be given to the business office.
 - Train and be proficient with online vendors: 24/7, Ando Webcast Metrics, Wide Orbit, Stickyfish, Vortal, Everyzing, Brightcove.
- To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.**

DET

On Air Personality

Entercom Greenville is always accepting applications for future on air talent for WTPT, WFBC, WORD, WROQ, and WSPA radio stations. If you are interested in pursuing a career in radio and have what it takes to be on air, please submit your resume and cover letter for consideration in future job openings. **To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.**

Internships

Internships are available for all stations in many departments: Promotions, Programming, Production, Sales and Web Development. Entercom Greenville offers an opportunity for students to apply classroom theory to practical work experience. Our internship program allows students to experience firsthand the reality of working in the radio broadcasting industry. Interns can test their creative talent, exercise their analytical skills and increase their understanding of broadcasting operations and trends. Internships are available year-round, and are 12-15 hours per week, with specific days and times agreed upon in advance. All interns must be enrolled in a College or University and receiving college credit. Students are expected to obtain and complete any forms necessary to receive credit for the internship experience. **INTERNS ARE NON-PAID POSITIONS.** To apply for this position, please go to www.Entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Legislation passed in 2008 requires all companies in South Carolina to only employ individuals who may legally work in the United States. Companies are required to use the federal government's E-Verify program to verify the work authorization of newly hired employees. Entercom Greenville uses E-Verify, which is an Internet-based system that allows businesses to determine the eligibility of their employees to work in the United States.

E-Verify



105

Sun City Café

HOSTED BY: JOE KELLY KATE WEST ENGINEER BILL

HALL-OF-FAME CLASSIC ROCK!
CLASSIC COMEDY! POP CULTURE FLASHBACKS!
BROADCAST BEFORE A LIVE STUDIO AUDIENCE!

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Home > All Forums > Job Market > Job Openings

Forums

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TRAFFIC DIRECTOR -Greenville, SC

Forum rules

You can only post the job opening once in any 24 hour period. Please print your job opening for EOE records. Job openings will remain visible for 14 days. Do not post in this forum if you are looking for work. Please, go to Situations Wanted to post your availability.

No voiceover, voicetracking, or other business plugs, please!

Search this topic...

1 post • Page 1 of 1
Edit post
Delete post
Report this post

TRAFFIC DIRECTOR -Greenville, SC

by sgilson » Mon Feb 10, 2014 9:10 am

Entercom Upstate has an immediate opening for Traffic Manager. If you are hyper-organized, detail oriented, computer savvy and enjoy a fast paced, dynamic environment, working with our radio stations might be a great fit for you. The Traffic Manager position schedules commercials daily into our traffic software system, manages commercial inventory for our sales department and, generates daily commercial logs and inventory reports. This position works with sales, and other departments on all traffic related issues.

Responsibilities:

- Scheduling advertiser commercials creating a daily commercial log
- Reconciliation of completed and aired commercial logs
- Preparing and submitting affidavits
- Provide accurate and timely inventory reports to sales managers

Required Skills

- Strong Computer Skills
- Strong analytical and problem solving skills
- Ability to juggle multiple tasks and keep cool under pressure
- Must be able to adhere to strict deadlines
- Must be detail oriented with an eye for accuracy
- Exceptional organizational skills
- Strong computer skills
- Ability to working independently as well as with a team, in a fast paced, rapidly-changing environment.
- Solid customer service skills; proven track record that demonstrates an ability to work well with senior management, direct supervisors, and co-workers
- Desire to do whatever it takes to get the job done right!
- High School graduate, college degree preferred
- Previous broadcast traffic or continuity experience preferred
- Knowledge of the Wide Orbit Traffic System preferred
- Great Benefits! Great work environment!

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

sgilson

Posts: 186
Joined: Thu Apr 21, 2011 9:31 am
Private message
Top

1 post • Page 1 of 1

↑
"Joined"
not run

ATTENTION TALENT!



Contact
Lee Strasser
Grand Visions, Inc.
lkstrasser@gmail.com
561-371-0323

104

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X prohibited ¹²¹ Posted seconds ago

TRAFFIC DIRECTOR (Greenville, SC)

Entercom Upstate has an immediate opening for Traffic Manager. If you are hyper-organized, detail oriented, computer savvy and enjoy a fast paced, dynamic environment, working with our radio stations might be a great fit for you. The Traffic Manager position schedules commercials daily into our traffic software system, manages commercial inventory for our sales department and, generates daily commercial logs and inventory reports. This position works with sales, and other departments on all traffic related issues.

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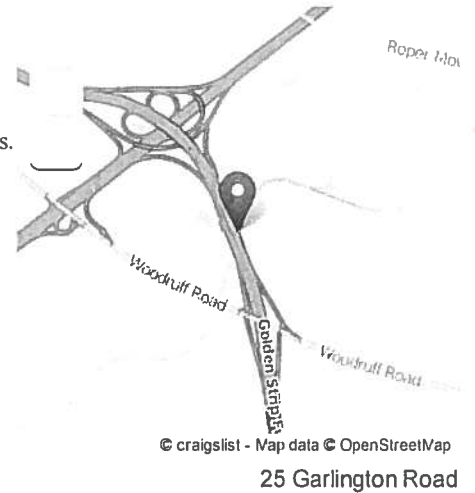
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25 Garlington Road ([google map](#)) ([yahoo map](#))

- Location: Greenville, SC
- Compensation: DOE
- Principals only. Recruiters, please don't contact this job poster.
- do NOT contact us with unsolicited services or offers



107



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search by keyword ... DEF

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Forums

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Mega Sales Assistant- Greenville, SC

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Mega Sales Assistant- Greenville, SC
by sgitson » Mon Jan 06, 2014 12:50 pm

We have a fast-paced, high energy, driven, sales team that works hard and has fun. We're busy and need someone who feels spinning a lot of plates at once keeps work interesting, loves to solve problems, and is committed to helping our team win. This is a fun place and you will work with fun and driven people. As a member of our sales support team you should be comfortable creating sales proposals, developing positioning and sales materials, client promotion coordination, client recaps, updating media kits, email marketing, assist in digital and social media marketing, generating reports and multi-tasking in a fast paced environment.
Responsibilities:

- Support the sales team by taking the initiative to complete tasks correctly, quickly and on time
• Create proposals and other sales materials for the sales team
• Field client phone calls and provide stellar customer service
• Stay organized, calm, and positive in a fast paced, deadline focused environment
• Handle multiple assignments and tasks while meeting deadlines
• Keep sales materials, client lists, and other reports up-to-date
• Various administrative functions to support the sales team as assigned
• Assist in facilitating inter-department communication between the Digital Content Manager, Programming, Promotions and Sales staff to ensure all digital/online media assets and campaigns are delivered successfully to all clients as promised
• Assists in all phases of the digital campaign process including but not limited to digital proposal development, implementation and fulfillment, reporting on usage analytics, mobile marketing (texting) implementation
Qualifications:
• An absolutely positive attitude and someone who thrives on being busy and taking on responsibility
• Ability to stay organized and detail oriented even while multi-tasking
• Outstanding computer skills including data entry and advanced knowledge of MSWord, creating Excel spreadsheets, and PowerPoint presentations
• Ability to quickly learn new software programs and embrace new technologies
• Graphic design ability and website management experience is a plus
• Good command of spelling and grammar
• Excellent eye for detail, data entry, and proofing
• Experience in advertising/media field is a plus
• College degree preferred

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sgitson

Posts: 177
Joined: Thu Apr 21, 2011 9:31 am
Private message
Top

ATTENTION TALENT!
ARE YOU...
A GREAT TALENT?
A GREAT MORNING SHOW?
YOU NEED A GREAT AGENT!
Contact Lee Strasser
Grand Visions, Inc.
lkstrasser@gmail.com
561-371-0323

108

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[x flag](#)

Posted: seconds ago

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Mega Sales Assistant (Greenville, SC)

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25 Carlington Road ([google map](#)) ([yahoo map](#))

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- Compensation: DOE
- Principals only. Recruiters, please don't contact this job poster.
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TalentQ Consulting Posts Your Ad To
The Following 50+ Job Websites:



TalentQ Consulting
 FIND, HIRE, COACH, AND RETAIN THE RIGHT PEOPLE
 www.TalentQConsulting.com

110

Kortney Abercrombie

GH

Recruitment Sources

From: Kortney Abercrombie
Sent: Wednesday, April 02, 2014 2:49 PM
To: 'Grey Parks'; 'Aaron Goldsmith'; 'Alyson young'; 'Amy Rusiloski'; 'Ann McKeighan'; 'Anna Haigler'; 'Asheville Buncombe Tech'; 'Asheville Buncombe Tech Rodney Embler'; 'Ashville Buncomb Tech'; 'Brown Mackie College Hayden Bracknell'; 'Career Center'; 'Career Services'; 'Carol Karnes'; 'Cathy Gowan'; 'Claflin College Shirley Nichols'; 'Coastal Carolina Yvonne Lasane'; 'Col Schrader'; 'Dusty New'; 'Erin Emory'; 'Gary James'; 'Harold Bell'; 'Hispanic Comm Network Patricia Sainz'; 'Ileka Leaks'; 'Jay Eubank'; 'Jennifer Pierce'; 'Johnny Smith'; 'Josh Kelly'; 'Linda Robinson College of Charleston'; 'Linwood Hagin'; 'Margaret Bailey'; 'Minority Media and Telecommunications'; 'President'; 'R. Angel'; 'Regent University Kita Graham'; 'Robert Decker'; 'Sears Shelter James Hallums'; 'Sherry Mack Michael SC State University'; 'Sherry McAdams'; 'Shirley LeGette'; 'Sonja Johnson Benedict College Sonja Johnson'; 'South Carolina State University'; 'Suzanne Schaefer'; 'Travis Ballenger'; 'Urban League Upstate Carol Martin'; 'William Sanders'; 'Witney Fisher'; 'Yvonne Duckett'
Cc: Corporate EEO
Subject: Job Openings- April 2014
Attachments: April 2014 Openings.doc

Dear Recruitment Source:

As you know, **Entercom Greenville** is an Equal Employment Opportunity employer.

Attached is our current list of job openings for you to post.

Your referrals are critical to our recruitment success.

For questions, I may be contacted at 864-271-9200. However, I am requesting that all resumes be directed to www.entercom.com/careers.

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Thank you!

Kortney Abercrombie
Receptionist • Entercom Upstate



864.271.9200 (office)

kabercrombie@entercom.com (email)

25 Garlington Road • Greenville SC 29615

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lll

Kortney Abercrombie

G-H

Employees

From: Kortney Abercrombie
Sent: Wednesday, April 02, 2014 2:54 PM
To: Angela Fleming; Anne Robards; Ariane Rohr; Ashli Jarrett; Bailey Anderson; Bob McLain; Bonnie Daniel; Breean Tate; Brian Fawcett; Brooke Maratos; Caitlyn Martin; Caitlynn Moore; Chris; Chris Carter; Chris Daugherty; Chris Evans; Christin McCrory; Chuck Hamilton; Courtney Allen; Cramer Robinson; Dan Herren; Danielle Burns; Devon Van der Merwe; Dustin McDaniels; Ed Jenson; Ed McDade; Elyse Melton; Emily Rackley; Erin Casey; Fred Sanders; Gerald Writesel; Graham Zielinski; Greg Abee; Greg McKinney; Harmonie Skipper; Hawk Harrison; Heidi Aiken; James "Nine" McDonald; Jane Pritchard; JDStone JDStone; Jeffrey Crane; Jenna Kochenauer; Jeremy Ellenburg; Jerry Massey; Jillana Darby; Jim Neubau; Jodie Abbinante; Julie Brighton; Karen Matthew; Kato Keller; Kevin Pickens; Kirsten Head; Kortney Abercrombie; Kristen Owens; Lane Hughey; Larry Wilson; Lee Rogers; Leslie Cooper; Lisa Rollins; Mark Hendrix; Mary Beth Culbertson; Matt "Mattman" Harris; Matthew Tomlinson; Michelle Kime; Mike Sharpe; Mitch Matthew; Nina K. Wilson; Paige Pirtle; Phillip Gentry; Randy Cable; Reese Garcia; Reggie Jackson; Ross Horwitz; Roy Hummers; Russ Cassell; Russ Johnson; Ryan Sloan; Sam Church; Sandy McKeel; Sean McGroarty; SharePoint User; Stacie Bartro; Stacy Ransom; Stan Fisher; Stanley Clark; Steve Sinicropi; Teagan Hance; Thomas "Bo" McDonald; Tias Schuster; Todd "TwistedTodd" Holcombe; Tom Steele; Tommy Springer; Tony "Anthony" Dimsdale; Tracy West; Tyler Winstead; Vince Coakley; Zack Adams; Zackary Brown
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Attached is our current list of job openings for you to reference.

Your referrals are critical to our recruitment success.

For questions, I may be contacted at 864-271-9200. However, I am requesting that all resumes be directed to www.entercom.com/careers.

Privacy Notice: The Federal Communications Commission (FCC) requires all stations to report the names of community organizations receiving job vacancy information plus the contact person, address and telephone number of each organization in an annual EEO Public File Report that will be made available to the general public in the station's public inspection file and on its website. IF YOU DO NOT CONSENT TO THE PUBLIC DISCLOSURE OF THIS INFORMATION REQUIRED BY THE FCC, PLEASE NOTIFY ME IMMEDIATELY.

Thank you!

Kortney Abercrombie
Receptionist • Entercom Upstate



864.271.9200 (office)

kabercrombie@entercom.com (email)

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25 GARLINGTON ROAD
GREENVILLE, SC 29615
Current Open Positions 4/2/2014

GH

Senior Level Account Executive

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

Successful candidates are experts in:

- Strategic targeting of clients
- Prospecting and relationship building
- Setting face to face appointments
- Thoroughly analyzing customer needs
- Creatively designing marketing campaign
- Strategically selling compelling concepts to key local and regional decision makers

Experience:

- Media or Broadcast sales strongly preferred
- Digital sales background preferred
- Successful track record of new business development
- Proven track record in meeting and exceeding defined sales goals
- Strategic multi-level selling

As an Account Executive with Entercom, you will also represent some of the largest sports teams and talent in the entertainment world. In keeping with the other members of the Entercom Teams, the #1 trait we hire for is "WINNING ATTITUDE". We are looking for driven individuals who refuse to lose or compromise their level of success even in an unsteady economy. If this describes YOU, please forward your resume and career success stories today. To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Receptionist

Entercom Greenville has an opening for a full-time Receptionist. We are looking for a dependable, friendly, helpful person with a well-groomed, professional appearance. The position requires a person with excellent verbal and written communication skills who is well organized and has the ability to multitask. This is a fun place and you will work with fun and driven people.

Who are we and what can we offer you?

- We are Entercom Communications, one of the largest radio companies in the country
- We own and operate the largest radio group here in Greenville, with 6 radio stations
- You will work in an exciting industry and a dynamic work environment where we believe it's important to work hard as a team and having fun while we do it
- You will learn and be exposed to constantly evolving technology and marketing innovations
- You will have excellent health and retirement benefits backed by a strong company

Responsibilities

- Operate multi-line switchboard.
- Receive and direct all incoming calls.
- Awareness of station programming and promotions.
- Distribute prize giveaways to winners..
- Greet and assist all visitors.
- Maintain yearly EEO file.
- Sort and distribute incoming mail.
- Assist with filing, affidavits and outgoing mail
- Complete miscellaneous projects as needed

Required Skills

- Switchboard knowledge.
- Excellent communication skills.
- Organized
- Word processing/computer experience.
- Friendly, outgoing personality; ability to work well with people.

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- Ability to be flexible and perform multiple functions.

GH

Position Type

Full Time

Are you our next Receptionist? Don't wait we need you now. To apply please go to www.entercom.com and click on "Careers" or send your resume and cover letter to Greenvillejobs@entercom.com. Entercom Greenville is an Equal Opportunity Employer.

Digital Marketing Consultant

Entercom is creating an exciting new digital division focused on providing local and regional businesses best-in-breed solutions designed to help our clients aggressively compete across the web. Candidates must have sales experience in the digital space and be able to step in and drive the company's revenue. Initially, this position will be almost exclusively focused on the generation of new sales. The candidate must be able to demonstrate a strong understanding and history of new business development; lead generation and pipeline management. This individual will work with the Digital Sales Manager to establish plans and strategies to achieve objectives. Compensation accelerators kick in once revenue targets have been attained which provide very attractive earnings opportunities for money motivated and performance-driven individuals.

Responsibilities:

- Establish, develop and manage a prospect list that reflects the segmentation strategies established by the company (segmentation strategy will be provided)
- Spend at least 90% of time prospecting leads or presenting to clients
- Consults local and regional businesses to understand their needs and aspirations so that tailored solutions can be designed, implemented and executed
- Execute a business plan and sales strategy, established with the Digital Sales Manager, that ensures attainment of digital revenue goals
- Provide feedback to the internal Digital Agency regarding opportunities to improve the overall product offering and general positioning of the company's product suite
- On-going consultation with sold clients regarding the performance of their purchased campaigns
- Adhere to all company policies, procedures and business ethics codes

Duties:

- Maintain contact with advertisers to ensure high levels of client satisfaction.
- Communicate and integrate the corporate digital environment
- Demonstrate ability to interact and cooperate with all company employees.

To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Digital Traffic and Control Manager

This is the ideal role for a high caliber marketing professional with significant success in campaign management and fulfillment who is looking to join a growing digital business. As a Campaign Manager, you will be responsible for managing the creation and successful implementation of campaign activities across a wide range of platforms, including email, mail, SMS and web.

Responsibilities include optimizing marketing campaigns across multiple products and systems, processing digital sales orders, uploading creative, and monitoring programs to make sure campaigns are running properly.

Duties:

- Understand, customize and optimize the entire campaign management process, to include new campaign requirements, development test, production execution and quality control
- Verify Account Executive Paperwork: Double check all orders have been coded correctly various billing and fulfillment systems. Make any necessary changes or fixes to the orders then ready them for approval.

• Continuity with Visual & Audio Production: ensure all online ads are being worked on and deadlines are met so the client schedule can run on time

• Upload creative to Digital Traffic Systems: Work with Ando Webcast Metrics, 24/7, Rovion, Stickyfish and Vortal to load all digital campaigns

• Working knowledge of digital inventory: Understand the current and projected sellout levels of the four ETM sites. Adjust campaigns to ensure all campaigns are hitting the promised impressions goals and spots during their flights. Adjust as appropriate. Alert Digital DOS of any anticipated problems.

• Inventory Fill: ensure all sites have proper amount of 'fill' spots to cover any unsold streaming ads

• At month end and/or campaign end, run affidavits of performance for digital campaigns and give to Account Executive to clients. Affidavits will now also be given to the business office.

• Client with online vendors: 24/7, Ando Webcast Metrics, Wide Orbit, Stickyfish, Vortal, Everyzing, Brightcove.

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To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

6-14

On Air Personality WFBC

Heritage & market leading Top 40, B 93.7/WFBC-FM, home of the legendary Hawk and Tom morning show, is looking for talent who can entertain and engage on air, on-line and on-site. Can you put on a "show", connect with listeners and build yourself as a brand? If you're social media savvy, with production and imaging skills and love meeting listeners we want to hear from you. Music scheduling experience helpful but not required. A minimum of 4-5 years on air experience is required. This is a great opportunity with a great station in a fantastic city. Don't wait apply today at entercom.com and be sure to send your resume and audio samples to greenvillejobs@entercom.com. No calls please. To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

On Air Personality WSPA

Magic 98.9/WSPA-FM in Greenville-Spartanburg, S.C. is searching for Adult Contemporary format communicators and talent. If you can consistently deliver topical, relatable, up-beat content and engage listeners during the workday with your delivery and on air charm we want to hear from you. Social Media skills, production skills and community involvement are required. The ideal candidate will have a track record of success and a minimum of 4-5 years' experience as an on air talent with an adult format. A minimum of 4-5 years on air experience is required. Music scheduling experience helpful but not required. This is a great opportunity with a great station in a fantastic city. Don't wait apply today at entercom.com and be sure to send your resume and audio samples to greenvillejobs@entercom.com. No calls please. To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Internships

Internships are available for all stations in many departments: Promotions, Programming, Production, Sales and Web Development. Entercom Greenville offers an opportunity for students to apply classroom theory to practical work experience. Our internship program allows students to experience firsthand the reality of working in the radio broadcasting industry. Interns can test their creative talent, exercise their analytical skills and increase their understanding of broadcasting operations and trends. Internships are available year-round, and are 12-15 hours per week, with specific days and times agreed upon in advance. All interns must be enrolled in a College or University and receiving college credit. Students are expected to obtain and complete any forms necessary to receive credit for the internship experience. INTERNS ARE NON-PAID POSITIONS. To apply for this position, please go to www.Entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.

Legislation passed in 2008 requires all companies in South Carolina to only employ individuals who may legally work in the United States. Companies are required to use the federal government's E-Verify program to verify the work authorization of newly hired employees. Entercom Greenville uses E-Verify, which is an Internet-based system that allows businesses to determine the eligibility of their employees to work in the United States.

E-Verify



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Receptionist

G-H

Caitlynn Moore

From: Danielle Burns
Sent: Friday, April 04, 2014 12:17 PM
To: Stephanie Gilson; Leslye@TalentQ Consulting; Caitlynn Moore; Kortney Abercrombie
Subject: Please Post - Receptionist
Attachments: Stubbed Attachments.htm

Importance: High

This message's contents have been archived by the Barracuda Message Archiver.

[Receptionist.docx \(17.1K\)](#)

Hello!!

I have attached a Receptionist position that needs to be posted as soon as possible. Let me know if you have any questions!

Stephanie – I will be hiring for the PT Sales Assistant and the Receptionist position. I check the greenvillejobs email daily so make sure that all resumes are going through that email address 😊

Thanks

Danielle Burns-Lewallen
Business Administrator • Entercom Upstate



P: 864.241.4215

F: 864.527.5615

dburns@entercom.com

25 Garlington Road • Greenville SC 29615

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Receptionist

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Responsibilities

- Operate multi-line switchboard.
- Receive and direct all incoming calls.
- Awareness of station programming and promotions.
- Distribute prize giveaways to winners..
- Greet and assist all visitors.
- Maintain yearly EEO file.
- Sort and distribute incoming mail.
- Assist with filing, affidavits and outgoing mail
- Complete miscellaneous projects as needed

Required Skills

- Switchboard knowledge.
- Excellent communication skills.
- Organized
- Word processing/computer experience.
- Friendly, outgoing personality; ability to work well with people.
- Ability to be flexible and perform multiple functions.

Position Type

Full Time

Are you our next Receptionist? Don't wait we need you now. To apply please go to www.entercom.com and click on "Careers" or send your resume and cover letter to Greenvillejobs@entercom.com. Entercom Greenville is an Equal Opportunity Employer.

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THE NEW STONE AGE IS HERE

You have 83 unread Net News stories.

search by keyword ...

G-H

Home > All Forums > Job Market > Job Openings

Forums

Search Forum Rules FAQ

User Control Panel (1 new message) • View your posts

Senior Level Account Executive - Greenville SC

Forum rules

You can only post the job opening once in any 24 hour period. Please print your job opening for EOE records. Job openings will remain visible for 14 days. Do not post in this forum if you are looking for work. Please, go to Situations Wanted to post your availability. No voiceover, voicetracking, or other business plugs, please!

Search this topic... Search

1 post • Page 1 of 1
Edit post
Delete post
Report this post

Senior Level Account Executive - Greenville SC

by sgilson » Mon May 12, 2014 8:11 am

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

Successful candidates are experts in:

- Strategic targeting of clients
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- Strategically selling compelling concepts to key local and regional decision makers

Experience:

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- Successful track record of new business development
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As an Account Executive with Entercom, you will also represent some of the largest sports teams and talent in the entertainment world. In keeping with the other members of the Entercom Teams, the #1 trait we hire for is "WINNING ATTITUDE". We are looking for driven individuals who refuse to lose or compromise their level of success even in an unsteady economy. If this describes YOU, please forward your resume and career success stories today. To apply for this position, please go to www.entercom.com and click on "Careers." Entercom Greenville is an Equal Opportunity Employer.
sgilson

Posts: 189
Joined: Thu Apr 21, 2011 9:31 am
Private message
Top

1 post • Page 1 of 1

Return to Job Openings

Jump to: Job Openings Go

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[CL](#) > [greenville](#) > [all jobs](#) > [sales jobs](#)

G.H

reply below X [prohibited](#) ^[?] Posted: seconds ago

Senior Level Account Executive (Greenville SC)

You are the best of the best. You are self-motivated, creative, a pro-active problem solver, tenacious, detail-oriented, money-motivated and approach this job as if you are your own CEO. You are a self-starter, organized, detail-oriented and have the ability to work without much direct supervision. Entercom has the latest tools and technology, the most knowledgeable management and is known for offering the best work environment for selling radio advertising in the industry. Nobody in the Greenville market can offer more to their clients than Entercom Greenville.

compensation: DOE

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- Principals only. Recruiters, please don't contact this job poster.
- do NOT contact us with unsolicited services or offers

post id: 4466283965 posted: seconds ago [email to friend](#) ♥ [best of](#) ^[?]

No contact info?

if the poster didn't include a phone number, email, or other contact info, craigslist can notify them via email. [Send Note!](#)

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TalentQ Consulting Posts Your Ad To
The Following 50+ Job Websites:

GH



TalentQ Consulting
FIND, HIRE, COACH, AND RETAIN THE RIGHT PEOPLE
www.TalentQConsulting.com

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ENTERCOM HOME

Close ABOUT US CAREERS INVESTORS CONTACT ADVERTISE

Initiatives

2012-2013

Exhibit C

Search



FIND A STATION

Internship

Location: **Greenville, SC**

Department: **Internships**

Description

Internships are available for all stations in many departments: Promotions, Programming, Production, Sales and Web Development. Entercom Greenville offers an opportunity for students to apply classroom theory to practical work experience. Our internship program allows students to experience firsthand the reality of working in the radio broadcasting industry. Interns can test their creative talent, exercise their analytical skills and increase their understanding of broadcasting operations and trends. Internships are available year-round, and are 12-15 hours per week, with specific days and times agreed upon in advance. All interns must be enrolled in a College or University and receiving college credit. Students are expected to obtain and complete any forms necessary to receive credit for the internship experience. **INTERNS ARE NON-PAID POSITIONS.**

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Entercom Greenville is an Equal Opportunity Employer.

Apply for this Position

Send to a Friend

Are you a returning applicant?

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
RAMP Sales Training Program

for 2012 -
2013

Date of Event/Program:
Periodically throughout the year

Scope of Station(s) Participation:

Entercom Greenville participates in Entercom RAMP Training. RAMP is a comprehensive training program designed to teach the AEs about the company, the industry, the market, the station and solving their client's marketing challenges. The program consists of 12 weekly training sessions conducted by the Sales Managers of all of Entercom's stations. After completing the twelve weekly sessions, the AEs become RAMP graduates. Eight account executives graduated from this program during the annual reporting period.

Job Titles (No names) of Station(s) Personnel Involved:
Sales Managers and Account Executives

Prepared by: Carlynn E. Mann

Date: 6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Junior Achievement

Date of Event/Program:
March – April 2013

Scope of Station(s) Participation:

An Account Executive from Entercom Greenville volunteers to participate in the Junior Achievement Program at a local high school, Carolina Academy. The AE participates in 3 to 5 sessions per semester where he talks about his career in radio broadcasting and gives the students some real world insight on the "working world" and how to be successful.

Job Titles (No names) of Station(s) Personnel Involved:
Account Executive

Prepared by: Caitlyn S. Vann

Date: 6/9/14

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1

Heather Buvalla

From: Zackary "Zack" Brown
Sent: Thursday, September 06, 2012 4:58 PM
To: Heather Buvalla
Subject: RE: Annual EEO Report

3

I just started my Junior Achievement again this semester. I volunteer one hour per week for eight weeks twice per school year to teach skills to high school students. JA is a national organization that works to teach "extended learning" lessons to students in Elementary, Middle and High schools. If you need to contact or put it down I volunteer for Tom Rohrer at Carolina High School. His number is

864/355-2355
trohrer@greenville.k12.sc.us

Zack

Ask me how you can see THE WHO in concert!

Zack Brown

Account Executive • Entercom Upstate



☎ :: 864.241.4224

✉ :: zbrown@entercom.com

📍 :: 25 Garlington Road • Greenville SC 29615

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From: Heather Buvalla
Sent: Thursday, September 06, 2012 12:41 PM
To: GREENVILLE USERS
Cc: Corporate EEO; Stephanie Gilson
Subject: Annual EEO Report

Good afternoon-

As you know we must file our EEO Report with the FCC each year. One thing we need to include on the report is our Supplemental Initiatives. I am in the processing of updating our EEO Report. If you have not done so already, please let me know if you have participated in any Supplemental Initiatives within the last month. Below is a list sample list of Supplemental Outreach Initiatives. If you've participated in any of these events, or a similar event please take a minute to send me some information. I will need to know the name of the event, date, job titles of those who participated, and a brief description of the event.

- Job Fairs
- Tours and Meetings with Recruitment Organizations
- Corporate Training Programs (RAMP, PILOT, etc)
- Manager/Employee Speaking Engagements at Schools or Other Seminars
- Job Shadows
- Mock Interviews at Schools
- Career Days

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- University/College Panels
- Station Tours

3

Thank you! ☺

Heather Buvalla

Receptionist • Entercom Upstate



☎ :: 864.271.9200

✉ :: hbuvala@Entercom.com

✉ :: 25 Garlington Road • Greenville SC 29615

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:

Anderson Career and Technology Center Advisory Committee

Date of Event/Program:

September 18, 2012

Scope of Station(s) Participation:

Entercom's On Air Personality sits on the Anderson University Career and Technology Center Advisory Committee. He speaks with instructors and students about how the radio broadcasting industry has changed over the years. He advises them on the skills needed and how to be successful in the radio business today. He also discusses job opportunities and is available for the students or instructors for questions regarding curriculum.

Job Titles (No names) of Station(s) Personnel Involved:

On Air Personality

Prepared by:

Caitlyn E. Moore

Date:

6/9/14

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Heather Buvalla

From: Greg McKinney
Sent: Tuesday, September 25, 2012 4:48 PM
To: Heather Buvalla
Subject: Re: Annual EEO Report

4

We had our meeting on Sept 18, 2012.

Sent from my iPhone

On Sep 25, 2012, at 3:44 PM, "Heather Buvalla" <hbuvala@entercom.com> wrote:

Hey Greg, do you have any specific dates you can give me? Thanks so much ☺

Heather Buvalla

Receptionist • Entercom Upstate
<image001.jpg>

☎ :: 864.271.9200

✉ :: hbuvala@Entercom.com

✉ :: 25 Garlington Road • Greenville SC 29615

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From: Greg McKinney
Sent: Tuesday, September 11, 2012 2:24 PM
To: Heather Buvalla
Subject: RE: Annual EEO Report

Hey Heather,

I thought I would let you know that I serve on the advisory committee for the Anderson Career and Technology Center. The committee advises the administration on the curriculum for the Radio/TV courses at the school.

I don't know if this is appropriate for your report, but I thought I would let you know about it.

Thanks,

Greg McKinney

From: Heather Buvalla
Sent: Thursday, September 06, 2012 12:40 PM
To: GREENVILLE USERS
Cc: Corporate EEO; Stephanie Gilson
Subject: Annual EEO Report

Good afternoon-

As you know we must file our EEO Report with the FCC each year. One thing we need to include on the report is our Supplemental Initiatives. I am in the processing of updating our EEO Report. If you have

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Virtual Career Fair

Date of Event/Program:
September 24 – October 26, 2012

Scope of Station(s) Participation:

Entercom Greenville participated in the 4th Annual South Carolina/Georgia Virtual Career Fair. This fair was open to students that attend Augusta State University, Lander University, Presbyterian College, South University, and University of South Carolina. Open positions were posted to Entercom's virtual booth where students could send their résumés and apply for open positions, as well as contact Entercom with any questions.

Job Titles (No names) of Station(s) Personnel Involved:
EEO Coordinator

Prepared by: Caitlyn S. Mann

Date: 6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Job Shadow

Date of Event/Program:
October 18, 2012

Scope of Station(s) Participation:
A student from Western Carolina University participated in a job shadow with Entercom's Operations Manager. The job shadow provided professional development and insight on how a radio broadcasting company is run. Shadowing was required for her media class and as a result the student was able to learn about the skills needed to work in radio. She also learned about future internship opportunities at Entercom.

Job Titles (No names) of Station(s) Personnel Involved:
Operations Manager

Prepared by: Caitlyn E. Nune

Date: 6/9/14

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COLLEGE OF ARTS & SCIENCES

Introduction to Professional Development
Shadowing Assignment
Dr. Betty Farmer

~~XXXXXXXXXXXXXXXXXXXX~~ (Print student's name) shadowed
and/or interviewed me on MARK HENDRIX (date).

Signature: [Signature]
MARK HENDRIX (Professional's name; please print)

Job title & organization:
OPERATIONS MANAGER - ENTERCOM UPTAKE

Email address:
mhendrix@entercom.com

Did the student come prepared? yes ___no

Did the student operate with professionalism? yes ___no

Any feedback for the student?
PASSION AND COMMITMENT EVERYDAY... WINS AND
EQUALS SUCCESS.

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Questions or concerns: contact Dr. Betty Farmer at Bfarmer@email.wcu.edu

①

ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Boy Scout Tour

Date of Event/Program:
December 11, 2012

Scope of Station(s) Participation:

A tour of the station was given to Troop Tiger Cub. The 6 boys were provided with an in depth tour of each department and educated on the importance of each role in the station's success. They were given an understanding of the audience of Entercom and how we provide the top quality experience for both listeners and clients.

Job Titles (No names) of Station(s) Personnel Involved:
Sales Assistant

Prepared by: Caitlyn E. Vanni

Date: 6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Girl Scout Tour

Date of Event/Program:
December 21, 2012

Scope of Station(s) Participation:

A tour of the station was given to girl scout troop 2490. The 8 girls were provided with an in depth tour of each department and educated on the importance of each role in the station's success. They were given an understanding of the audience of Entercom and how we provide the top quality experience for both listeners and clients.

Job Titles (No names) of Station(s) Personnel Involved:
Sales Assistant

Prepared by: Cecily M. E. [Signature]

Date: 6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
WFBC Job Shadows – Wren Middle School

Date of Event/Program:
February 2, 2013

Scope of Station(s) Participation:

Two students from Wren Middle School participated in a job shadow with the morning show on WFBC. They learned about the internal operations of Entercom as well as the different jobs that are available in radio. They were provided an overview of each department within a radio broadcasting company and a tour of the station.

Job Titles (No names) of Station(s) Personnel Involved:
On Air Personalities

Prepared by:

Caitlyn S. Munn

Date:

6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Boy Scout Tour

Date of Event/Program:
February 2, 2013

Scope of Station(s) Participation:

The Blue Ridge Council Pack 700 Den #1 toured the station at 6:00pm. Their group of 12 was provided with an in depth tour of each department and educated on the importance of each role in the station's success. They were given an understanding of the audience of Entercom and how we provide the top quality experience for both listeners and clients.

Job Titles (No names) of Station(s) Personnel Involved:
Promotions Assistant

Prepared by: Caitlyn E. Mann

Date: 6/9/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:

WFBC Job Shadow – Walhalla Middle School

Date of Event/Program:

February 21, 2013

Scope of Station(s) Participation:

A student from Walhalla Middle School participated in a job shadow with the morning show on WFBC. She learned about the internal operations of Entercom as well as the different jobs that are available in radio. She was also provided an overview of each department within a radio broadcasting company and a tour of the station.

Job Titles (No names) of Station(s) Personnel Involved:

On Air Personalities

Prepared by:

Caitylyn E. Mann

Date:

7/21/14

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

Name of Event/Program:
Station Tour

Date of Event/Program:
February 28, 2013

Scope of Station(s) Participation:

A station tour was provided to 20 homeschool students. They were provided with an in depth tour of each department and were educated on the importance of each role in the station's success. The Promotions Assistant also discussed future internships opportunities at Entercom.

Job Titles (No names) of Station(s) Personnel Involved:
Promotion Assistant

Prepared by: Caitlyn E. Nune

Date: 6/9/14

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Roy Hummers

Subject: Tour
Location: Entercom Upstate
Start: Thu 2/28/2013 4:00 PM
End: Thu 2/28/2013 5:00 PM
Recurrence: (none)
Meeting Status: Accepted
Organizer: Keaira Huffman
Required Attendees: Roy Hummers; Renee Brown; Mark Hendrix; Stacy Ransom

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Homeschool group- 20 or less

Pam Satterfield
pamelasatterfield@gmail.com

Stacy- will you sit up front during the tour?

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ENTERCOM Greenville

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DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

*Name of Event/Program:
Job Shadows – League Academy*

*Date of Event/Program:
March 1, 2013*

*Scope of Station(s) Participation:
Two students from League Academy participated in a job shadow with the morning show on WFBC. They learned about the internal operations of Entercom as well as the different jobs that are available in radio. They were also provided an overview of each department within a radio broadcasting company and a tour of the station.*

*Job Titles (No names) of Station(s) Personnel Involved:
On Air Personalities*

Prepared by: Caitlyn E. Wynn

Date: 6/9/14

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March 2013

Stacy Ransom

From: Caitlynn Moore
Sent: Wednesday, July 10, 2013 10:12 AM
To: Stacy Ransom
Subject: FW: Shadow Students

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Caitlynn Moore
Continuity Manager • Entercom Upstate



864.241.4235 (office)

cmoore@entercom.com (email)

NOTE: Please send all TRAFFIC instructions and SPOTS to gspspots@entercom.com

From: Kato Keller
Sent: Wednesday, July 10, 2013 9:59 AM
To: Caitlynn Moore
Subject: Shadow Students

Hey.. Here's the info on the two students you were asking about, but we have had more than those two this year.. Let me know if you need any other info, I think I have it.. lol

Day of Shadow: March 1, 2013

Students: ~~Alex H. and Megan Turanta~~

School: League Academy

They both were great and eager to learn. Shadow students assist morning personalities while learning the basic broadcasting console and internal operations of a radio station.

Does that help..

Kato Keller

Announcer/Producer • Hawk & Tom Show • B93.7 • Entercom Upstate

☎ :: 864-241-4226

✉ :: kato@b937online.com

✉ :: 25 Garlington Road • Greenville SC 29615

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ENTERCOM Greenville

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DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

*Name of Event/Program:
Clemson University Industry Night Career Fair*

*Date of Event/Program:
March 6, 2013*

*Scope of Station(s) Participation:
This event is a "mini-career fair" held for senior marketing major students. Approximately 120 senior students attended and over 10 firms participated. Entercom set up a display table and networked with the students, as well as handed out job openings and collected resumes.*

*Job Titles (No names) of Station(s) Personnel Involved:
Senior Level Account Executives*

Prepared by: Caitlyn E. Uman

Date: 6/9/14

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MARCH 2013

Industry Night

Stacy Ransom

From: Caitlynn Moore
 Sent: Wednesday, June 12, 2013 12:31 PM
 To: Stacy Ransom
 Subject: FW: Clemson University Industry Night

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Caitlynn Moore
 Continuity Manager • Entercom Upstate

864.241.4235 (office)

cmoore@entercom.com (email)

NOTE: Please send all TRAFFIC instructions and SPOTS to gspspots@entercom.com

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

From: Stephanie Gilson
 Sent: Wednesday, June 12, 2013 12:21 PM
 To: Caitlynn Moore
 Subject: FW: Clemson University Industry Night

Did I forward this to you?

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

From: Nichole Hartman
 Sent: Thursday, January 10, 2013 5:55 PM
 To: Randy Cable; Stephanie Gilson
 Subject: FW: Clemson University Industry Night

Am going to sign up for this event. I think it can be a great recruiting tool.

The DOS used to go to these. Do we have a booth or display to use for Entercom?

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

From: Christopher Hopkins [<mailto:CHOPKIN@clemsn.edu>]
 Sent: Wednesday, December 05, 2012 3:19 PM
 Subject: Clemson University Industry Night

Greetings,

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On behalf of the Clemson University Marketing Department and the Marketing Student Advisory Board, we would like to invite you to attend our annual "Industry Night". If you have not attended in the past, this event is best characterized as a mini-career fair held especially for our senior marketing majors. Approximately 120 senior marketing students are invited and around 10 - 12 firms typically participate. Companies may set up a display table and network

with our students, most of whom will be graduating in May 2013. Refreshments will be provided.

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Industry Night will be held Wednesday evening, March 6th (5:30 - 7:30).

This event is student run for the most part. Please let us know if you will be able to attend and if there are any special needs you might have in preparation for the event. We sincerely hope that you will be able to attend and share your company with us.

If you can make, please let me know via return e-mail.

I look forward to hearing from you and I wish you the best for a joyous holiday season.

Fondly,

Chris

Dr. Christopher D. Hopkins
Associate Professor of Marketing
President-Society for Marketing Advances Department of Marketing College of Business and Behavioral Science Clemson University
243 Sirrine Hall; Box 341325
Clemson, SC 29634-1325
office: 864.656.3952
fax: 864.656.0138
e-mail: chopkin@clemson.edu

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ENTERCOM Greenville

DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

*Name of Event/Program:
WFBC Job Shadows – Five Oaks Academy*

*Date of Event/Program:
March 26 and 28, 2013*

*Scope of Station(s) Participation:
A student from Five Oaks Academy shadowed the WFBC Morning show for two days. He learned about the internal operations of a radio broadcasting company including on air personalities, production, programming, promotions, sales and the business office. The On Air Personalities discussed different job opportunities within a radio broadcasting company and also provided him with internship opportunities for college students.*

*Job Titles (No names) of Station(s) Personnel Involved:
On Air Personalities*

Prepared by: Caitlyn S. Monroe

Date: 7/21/14

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ENTERCOM Greenville

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DESCRIPTION OF SUPPLEMENTAL OUTREACH INITIATIVES

The following is a description for every event or program established by, sponsored by or participated in by the station(s) as part of the Supplemental Outreach Initiatives:

*Name of Event/Program:
SCBA Job Fair*

*Date of Event/Program:
April 4, 2013*

*Scope of Station(s) Participation:
Entercom's Operations Manager and Program Director attended the South Carolina's Broadcasting Association job fair at the SC National Guard Armory in Columbia, SC. Entercom's representatives networked with job seekers, provided information on open positions, and collected resumes.*

*Job Titles (No names) of Station(s) Personnel Involved:
Operations Manager and Program Director*

Prepared by: Caitlyn E. Mann

Date: 6/9/14

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