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September 11, 2018

VIA POSTING TO FCC ONLINE PUBLIC INSPECTION FILE

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

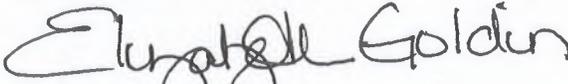
Re: **Response to Broadcast EEO Audit Letter
KBOS-FM, Tulare, CA, Fac. ID No. 9748**

Dear Mr. Pulley:

On behalf of Capstar TX LLC, as debtor in possession, licensee of KBOS-FM, Tulare, CA and the commonly owned stations in the Fresno, CA station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of June 19, 2018 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080.¹ Per your request, this submission consists of a sworn statement by Steve Darnell, Market President, with copies of documentation responsive to your inquiry.

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

Respectfully submitted,


Elizabeth E. Goldin

Counsel to Capstar TX LLC, as debtor in possession

¹ The SEU was granted extensions of time to file its response through September 11, 2018.

DECLARATION OF STEVE DARNELL, MARKET PRESIDENT

I, Steve Darnell, hereby declare as follows:

1. I am a Market President for Capstar TX LLC, as debtor in possession, the licensee of Station KBOS-FM, Tulare, California (Facility ID 9748), which is part of a station employment unit based in Fresno, California and which includes KALZ(FM), Fowler, California (Facility ID 2097), KRZR(AM), Visalia, California (Facility ID 2096), KCBL(AM), Fresno, California, (Facility ID 9749), KSOF(FM), Dinuba, California, (Facility ID 54560), KRDU(AM), Dinuba, California (Facility ID 54559), KHGE(FM), Fresno, California (Facility ID 48777), KFSO-FM, Visalia, California (Facility ID 2099), and KFBT(FM), Hanford, California (Facility ID 48776) (the "SEU" or "Unit"). The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc., as debtor in possession (collectively, "iHeartMedia"). This Statement and relevant attachments are being submitted in response to the June 19, 2018 letter of Lewis C. Pulley, Assistant Chief of the Policy Division of the Commission's Media Bureau, concerning a random audit of the SEU's EEO compliance (the "EEO Audit Letter").

2. This SEU employs five or more full-time employees as the term is defined in the broadcast EEO rule of the Federal Communication Commission ("FCC" or the "Commission"), 47 C.F.R. § 73.2080(e)(1).

3. In response to Question 3(a) of the EEO Audit Letter, copies of the SEU's two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

The web addresses of the stations in this SEU are as follows: B95forlife.iheart.com (KBOS-FM), Powertalk967.iheart.com (KALZ(FM) and KRZR(AM)), Foxsports1340.iheart.com (KCBL(AM)), KRDU1130.iheart.com (KRDU(AM)), 102.7thewolf.iheart.com (KHGE(FM)), Lapreciosa929.iheart.com (KFSO-FM), thebeat1037.iheart.com (KFBT(FM)), and softrock989.iheart.com (KSOF(FM)). A copy of the current EEO Public File Report is included on or linked to each of these websites.

The date of each full-time hire listed in the SEU's two most recent EEO Public File Reports, as required by 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B.

4. In response to Question 3(b) of the EEO Audit Letter, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment sources used to fill its full-time positions, including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is required, and at Attachment B, one or more appears.

5. In response to Question 3(c) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

6. In response to Question 3(d) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity as described in § 73.2080(c)(2) during this time period is appended at Attachment C with participating personnel noted therein. This SEU employs a total of 43 full-time employees and is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during each two-year period measured from the date the stations in the SEU are required to file license renewal applications.

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

8. In response to Question 3(f) of the EEO Audit Letter, the licensee affirms that iHeartMedia deployed an EEO compliance plan, with the assistance of outside communications counsel, known as the Broadcast Diversity Recruitment Plan (the "Recruitment Plan" or "Plan") in conjunction with the effective date of the current EEO regulations. The Plan contains directives as to how iHeartMedia SEUs are to engage in broad recruitment for job vacancies and undertake recruitment initiatives, details the required recordkeeping requirements and provides a quarterly self-assessment program.

At the corporate level, iHeartMedia assists SEUs in understanding and following the Recruitment Plan, employing a team of corporate HR specialists that respond to SEU requests for FCC EEO compliance assistance and/or that call upon outside counsel for additional guidance when warranted. Furthermore, iHeartMedia has a team of internal public inspection file auditors that surveys FCC EEO performance of iHeartMedia SEUs as part of their routine review of overall public file compliance. Finally, in connection with the deployment of HR software throughout the company, iHeartMedia HR's department has conducted training sessions for its SEUs on its hiring policies and procedures, including compliance with the FCC's EEO broad outreach rules, and continues to provide access to training on FCC EEO matters to SEUs via its online HR portal.

At the local level, this SEU strives to ensure compliance with the FCC's EEO rules, including assigning management in our finance department to conduct ongoing recruitment and recordkeeping duties under my supervision. Further, this SEU's hiring managers meet quarterly to discuss opportunities to broaden our outreach efforts to include new recruiting channels and to reach diverse candidates. This SEU's compliance efforts include identifying iHeartMedia's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and posted in conspicuous areas within the workplace.

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

SEU to request its job notices. Further, this SEU regularly hosts students from local schools to promote broadcasting career opportunities within the community and has leveraged its close relationship with a local university, California State University at Fresno, to help build a pipeline of qualified candidates.

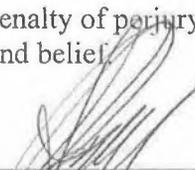
10. In response to Question 3(h) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the unit provides equal opportunity and does not discriminate against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

Dated: Sept. 11, 2018

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO
DECLARATION OF Steve Darnell, MARKET PRESIDENT**

As of the date set forth above, I hereby declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge, information and belief.



Steve Darnell

A

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
EEO PUBLIC FILE REPORT
August 1, 2016 - July 31, 2017¹

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive	3, 8-9, 11-13, 15	13
Outside Account Executive	1, 3, 8-14	13
On-Air Talent	1-4, 8-9, 11-12, 14	14
On-Air Talent	1-3, 5, 8-9, 11-12	5
Outside Account Executive	2-3, 8-9, 11-12	11
Outside Account Executive	2-3, 8-9, 11-12	11
Spanish Language Morning Show Co- Host/Producer/Pro	7	7
Outside Account Executive	1, 3, 6, 8-9, 11-12	6

¹ This Report was modified in September 2018 to address reporting issues.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2016 - July 31, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	All Access Music Group 28955 Pacific Coast Highway ste 210 Malibu, California 90265 Phone : 310 457-6616 Url : www.allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
4	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
5	Current Employee - Transfer/Promotion	N	1
6	Current Employee/Internal Promotion	N	1
7	Exigent Circumstances	N	1
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2016 - July 31, 2017

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
10	Indeed.com (source not directly contacted by SEU)	N	1
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	3
12	Station Website (one or more SEU stations) (Navigation link to company careers website) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300	N	0
13	Unknown (source not adequately identified upon inquiry by SEU)	N	2
14	Walk In/Self-Referral	N	2
15	Work Force Connection 3302 N. Blackstone Suite #221 Fresno, California 93726 Phone : (559) 230-4024 Url : www.workforce-connection.com Email : irodriguez@workforce-connection.com Fax : 1-559-230-4044 Isabel Rodriguez	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			11

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2016 - July 31, 2017

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	1/1/2017	Establishment of a mentoring program	During the reporting period, our SEU conducted a mentoring program for junior account executives. Appointed senior account executives provided overall career guidance and closely supervised each in their professional development, assisting with sales calls and procedural matters as well as sales events. After successfully completing the mentoring program, one of our junior account executives graduated into a senior account executive role.	10	
2	1/23/2017	Participation in events or programs sponsored by educational institutions	On January 23, 2017, our SEU hosted high school students from Roosevelt High School for a station tour. Students were able to see our facilities and speak with our On-Air Personalities and Promotions Director. Following the tour, students participated in a Q&A session where they had the opportunity to ask questions about careers in broadcasting.	1	On-Air Personality Promotions Director
3	4/20/2017	Participation in events or programs sponsored by educational institutions	On April 20, 2017, our SEU hosted students from Fresno State's Radio Television Digital program. Students were able to see our facilities and speak with our On-Air Personalities and Promotions Director. Following the tour, students participated in a Q&A session where they had the opportunity to ask questions about careers in broadcasting.	8	On-Air Personality Promotions Director On-Air Personality On- Air Personality

KALZ, KBOS-FM, KCBL, KFBS, KFSO-FM, KHGE, KRDU, KRZR, KSOB

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018 ¹

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
National Sales Assistant	1, 5-6, 10, 15-17, 24	10
Online Content Coordinator	1, 5-6, 14-16, 19, 24-26	19
Outside Account Executive	1-9, 11-16, 18, 20-21, 24-25, 28	12
Online Content Coordinator	5-6, 15-16, 24, 27	27
Outside Account Executive	1-9, 11-18, 20-21, 23-25, 28	12
Outside Account Executive	1-3, 5-9, 11, 13-16, 18, 20-22, 24-25, 28	22
Online Content Coordinator	1-3, 5-9, 11, 13-16, 18, 20-21, 23-25	23
Outside Account Executive	1-3, 5-9, 11-16, 18, 20-21, 24-25, 28	12
Online Content Coordinator	1-3, 5-9, 11, 13-16, 18, 20-21, 23-25, 28	23

¹ This Report was modified in September 2018 to address reporting issues.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
4	Cabroadcaster.org 915 L Street Ste 1150 Sacramento, California 95814 Phone : 916-444-2237 Email : info@cabroadcasters.org Career Services	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
10	Current Employee - Transfer/Promotion	N	1
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0
12	Employee Referral	N	3
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
EEO PUBLIC FILE REPORT
August 1, 2017 - July 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed.com (source not directly contacted by SEU)	N	3
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0
19	Linked In (via active sourcing, self-referral, and/or job board posting)	N	1
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
22	Non-Employee Referral	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
23	None indicated (Source Unknown)	N	3
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
26	Unknown Referral Source	N	1
27	Word of Mouth Referral	N	1
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			14

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	9/1/2017	Establishment of a mentoring program	During the reporting period, our SEU conducted a mentoring program for junior account executives. Appointed senior account executives provided overall career guidance and closely supervised each in their professional development, assisting with sales calls and procedural matters as well as sales events. After successfully completing the mentoring program, one of our junior account executives graduated into a senior account executive role.	10	
2	4/26/2018	Participation in events or programs sponsored by educational institutions	On April 26, 2018, our SEU's Senior Account Manager gave a lecture to Fresno State students about working in the broadcast industry generally and being an Account Executive in particular. Following the lecture, students were able to ask questions about career options in the broadcast industry.	1	
3	5/1/2018	Establishment of a mentoring program	During the reporting period, our SEU's Promotions Director mentored one of our Digital Content Coordinators to enhance her career potential in other aspects of the broadcast industry. The program included cross-training on the skills necessary to succeed in our promotions department. As a result of the mentorship program, the employee was promoted and her position was expanded to include the duties of an assistant promotions director.	2	
4	5/7/2018	Provision of training to management	On May 7-8, 2018, our SEU's Market President and Senior VP of Programming participated in a webinar presented by iHeartMedia Corporate entitled "California Workplace Harassment Prevention." The training provided guidance on methods of preventing harassment in the workplace and methods of promoting an equal opportunity work environment.	2	

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ

EEO PUBLIC FILE REPORT

August 1, 2017 - July 31, 2018

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
5	6/28/2018	Participation in Job Fairs	During the reporting period, our SEU participated in a virtual job fair coordinated by regionalhelpwanted.com. Our SEU ran on-air campaigns across all of our stations to promote awareness of and access to local employment opportunities, including opportunities at our SEU and in broadcasting more generally. Our on-air campaign directed listeners to a website dedicated to local job listings and resume collection.	1	

B

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	1
12	Station Website (one or more SEU stations) (navigation link to company careers website) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300	N	0
13	Unknown (source not adequately identified upon inquiry by SEU)	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

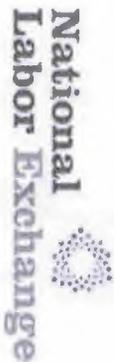
Outside Account Executive

Recruitment source referring hiree: **Unknown (source not adequately identified upon inquiry by SEU)**
Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	Work Force Connection 3302 N. Blackstone Suite #221 Fresno, California 93726 Phone : (559) 230-4024 Url : www.workforce-connection.com Email : irodriguez@workforce-connection.com Fax : 1-559-230-4044 Isabel Rodriguez	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

Accessibility : [Scripting](#) : [\[Disable AJAX and DHTML\]](#) [\[Disable javascript alerts\]](#) [\[Remove all scripting\]](#) Text Size : **A A A A**

- Home
- States
- Cities
- Companies



Select Language



The National Labor Exchange has moved to USNLX.com

Member Desktop Job Seekers Logout

State Job Bank Reporting

Report Date / Time: 8/21/2018 11:18 AM EDT

[Go Back](#)

Job Data

Date Acquired: 1/19/2017

Internal ID: 87327742

Company: iHeartMedia

Title: Outside Account Executive

City: Fresno

State: CA

Company Job ID: Req5281

O*Net: 41-3099.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_IHM/job/Fresno-CA/Outside-Account-Executive_Req5281-1



Delivery Data

Original Delivery Date: 1/20/2017

Delivery State: CA

Job Bank Status: *Job Accepted*

Job Bank ID: 707836750

Job Bank URL: <https://www.caljobs.ca.gov/alertentry.asp?action=JOBS&whereTo=DETAILS&orderNum=87327742&src=NLX&site=US.Jobs>

Receipt Date: 1/21/2017

Receipt Transaction ID: 1F3DD4CE-0200-412E-A03A-7A82B0E80389

Job Description Data

Job Description: **** Job Summary:****

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

****Responsibilities:****

â€¢ Identifies and solicits new business, builds and maintains a full pipeline of sales prospects\.

â€¢ Services and grows relationships in existing base of clients\.

â€¢ Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities\.

â€¢ Delivers effective sales presentations\.

â€¢ Steers clients based on market, platform and station information\.

â€¢ Maintains client communication and ensures client satisfaction\.

â€¢ Monitors competition to continually find new account leads\.

â€¢ Negotiates rates based on iHeartMediaâ€™s budgets\.

â€¢ Works collaboratively with internal partners to drive revenue\.

â€¢ Ensures prompt payments\.

â€¢ Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis\.

â€¢ Creates effective marketing campaigns in cooperation with iHeartMedia resources\.

â€¢ Generates revenue and meets/exceeds established sales targets\.

â€¢ Candidate must drive their own vehicle with a valid driverâ€™s license and state-mandated auto insurance

****Qualifications:****

â€¢ Proficient in Microsoft Office suite and social networking platforms

â€¢ Adept at prospecting and using effective consultative selling principles and practices

â€¢ Strong client service relationship-building skills

â€¢ Ability to plan and organize, set priorities and multi-task in a fast-paced environment

â€¢ Negotiation and closing proficiency

â€¢ Persuasive communication skills: verbal, written and presentation

â€¢ Independent; self-motivated; competitive; assertive

â€¢ Strong problem-solving and analytical skills

â€¢ Understanding of market dynamics including demographics

US National Labor Exchange - State Job Bank Reporting

â€¢ Stress tolerance especially with tight deadlines and financial pressures

â€¢ Flexibility and creativity

â€¢ Professional appearance

â€¢ Strong interpersonal skills

Work Experience:

â€¢ 2\+ years in media/advertising sales is preferred, but not required

Education:

â€¢ High school diploma, college degree preferred

Certifications:

â€¢ None required

Location: Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type: Regular

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

Our organization participates in E-Verify. Click here to learn about E-Verify.

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

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)

Date of hire: 9/28/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
10	Indeed.com (source not directly contacted by SEU)	N	1
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

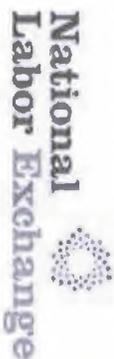
Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 9/28/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
13	Unknown (source not adequately identified upon inquiry by SEU)	N	1
14	Walk In/Self-Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

Accessibility : Scripting : [Disable AJAX and DHTML] [Disable javascript alerts] [Remove all scripting] Text Size : A A A

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State Job Bank Reporting

Report Date / Time: 8/21/2018 11:09 AM EDT

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Job Data

Date Acquired: 6/9/2016

Internal ID: 77671336

Company: iHeartMedia

Title: Outside Account Executive

City: Fresno

State: CA

Company Job ID: Req3127

O*Net: 41-3099.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/en-US/External_IHM/job/Fresno-CA/Outside-Account-Executive_Req3127 

Delivery Data

Original Delivery Date: 6/9/2016

Delivery State: CA

Job Bank Status: Job Accepted

Job Bank ID: 645510684

Job Bank URL: <https://www.caljobs.ca.gov/alertentry.asp?action=JOBS&wheret=DETAILS&ordernum=77671336&src=NLX&site=US.Jobs>

Receipt Date: 6/10/2016

Receipt Transaction ID: 85023526-0D49-4E20-BEF0-14D1597FECC

Job Description Data

Job Description: Job Summary:

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

Responsibilities:

- â€¢ Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- â€¢ Services and grows relationships in existing base of clients.
- â€¢ Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- â€¢ Delivers effective sales presentations.
- â€¢ Steers clients based on market, platform and station information.
- â€¢ Maintains client communication and ensures client satisfaction.
- â€¢ Monitors competition to continually find new account leads.
- â€¢ Negotiates rates based on iHeartMedia's budgets.
- â€¢ Works collaboratively with internal partners to drive revenue.
- â€¢ Ensures prompt payments.
- â€¢ Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- â€¢ Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- â€¢ Generates revenue and meets/exceeds established sales targets.
- â€¢ Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance

Qualifications:

- â€¢ Proficient in Microsoft Office suite and social networking platforms
- â€¢ Adept at prospecting and using effective consultative selling principles and practices
- â€¢ Strong client service relationship-building skills
- â€¢ Ability to plan and organize, set priorities and multi task in a fast-paced environment
- â€¢ Negotiation and closing proficiency
- â€¢ Persuasive communication skills: verbal, written and presentation
- â€¢ Independent; self-motivated; competitive; assertive
- â€¢ Strong problem-solving and analytical skills
- â€¢ Understanding of market dynamics including demographics

US National Labor Exchange - State Job Bank Reporting

â€¢ Stress tolerance especially with tight deadlines and financial pressures

â€¢ Flexibility and creativity

â€¢ Professional appearance

â€¢ Strong interpersonal skills

Work Experience:

â€¢ 2+ years in media/advertising sales is preferred, but not required

Education:

â€¢ High school diploma, college degree preferred

Certifications:

â€¢ None required

Location: Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type: Regular

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

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

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

On-Air Talent

Recruitment source referring hiree: Walk In/Self-Referral
Date of hire: 9/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	All Access Music Group 28955 Pacific Coast Highway ste 210 Malibu, California 90265 Phone : 310 457-6616 Url : www.allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
4	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB

Vacancy Data Form

On-Air Talent

Recruitment source referring hiree: Walk In/Self-Referral

Date of hire: 9/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
14	Walk In/Self-Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for On-Air Talent

Position: On-Air Talent

Hire Date: September 15, 2016

This report, generated by BroadcastSource, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

iHeartMedia Stations

Job Summary:

Experienced on-air performer for Rhythmic CHR, with the ability to merge an exciting, on-air presentation with a fully engaged, compelling social media presence. **MUST INCLUDE A CURRENT AIR CHECK WITH YOUR SUBMISSION!**

Responsibilities

- Delivers newscasts; announces radio playlist of musical selections; gives weather and traffic conditions; delivers sport scores, statistics and upcoming game information.
- Comments on music and other matters of interest to audience (e.g. time, weather, traffic conditions) and may interview musical personalities and members of listening audience.
- Typically specializes in one type of music (e.g. classical, pop, rock, country and western, etc.).
- Writes, reviews and/or edits news copy, introductions, public service announcements, commercials, pre-recorded reports, contests, etc.
- Participates in promotional events.
- May be responsible for operating control board for studios and remote programming.
- May directly sell advertising space to advertisers.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for On-Air Talent

- Regulates program timing, operates syndicated programming, and plays commercials.
- Monitors the technical quality and accuracy of incoming and outgoing on-air programming from master control room.
- Protects station's license by censoring live programs and deleting words/phrases not permitted on air.
- Processes time-out programming for accurate play back.
- Checks studio equipment for proper functioning and notifies Engineering of technical malfunctions affecting quality of the broadcast.
- Handles emergency inserts (e.g. news updates and breaking stories, emergencies, alert system tests, etc.).

Qualifications

- Socially informed and perceptive; up-to-date and in tune with the local and national trends and/or specialized knowledge of topics/events related to on-air discussions
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Well-rounded communication skills for conducting interviews
- Ability to make others feel comfortable and open up on air
- Excellent writing and editing skills; proficient in grammar
- Proficient in media production and broadcast systems
- Proficient in Microsoft Office and social networking
- May require selling skills
- May require other language proficiency, e.g., Spanish

Work Experience

- 1-2 years' experience as an announcer in smaller market or college station environment

Education

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

Certifications

- None required

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for On-Air Talent

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/On-Air-Talent_Req3589

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Jana Shilow at janashilow@iheartmedia.com

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for On-Air Talent

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 7/26/2016 5:49:45 PM
2	All Access Music Group Fax: 1-310-457-8058	Sent: 7/26/2016 9:46:45 PM
4	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 7/26/2016 5:49:42 PM

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On-Air Announcements (On-air) (Page 5/5)

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

On-Air Talent

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 4/1/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	All Access Music Group 28955 Pacific Coast Highway ste 210 Malibu, California 90265 Phone : 310 457-6616 Url : www.allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
5	Current Employee - Transfer/Promotion	N	1
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

On-Air Talent

Recruitment source referring hiree: Current Employee - Transfer/Promotion

Date of hire: 4/1/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for On-Air Talent

Position: On-Air Talent

Hire Date: April 1, 2017

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Experienced on-air performer for market-leading Rhythmic CHR station with an exciting, upbeat presentation that fits the attitude and energy of the music. Must have a demonstrated ability to merge an engaging on-air presentation with a compelling social media presence. An entertainer on stage in front of an audience as well as behind the mic. **MUST INCLUDE A CURRENT AIR CHECK WITH YOUR SUBMISSION!** Not an entry level or beginner position. Knowledge of GSelector with strong editing and scheduling skills a plus.

Responsibilities

- Delivers newscasts; announces radio playlist of musical selections; gives weather and traffic conditions; delivers sport scores, statistics and upcoming game information.
- Comments on music and other matters of interest to audience (e.g. time, weather, traffic conditions) and may interview musical personalities and members of listening audience.
- Typically specializes in one type of music (e.g. classical, pop, rock, country and western, etc.).
- Writes, reviews and/or edits news copy, introductions, public service announcements, commercials, pre-recorded reports, contests, etc.
- Participates in promotional events.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for On-Air Talent

- May be responsible for operating control board for studios and remote programming.
- May directly sell advertising space to advertisers.
- Regulates program timing, operates syndicated programming, and plays commercials.
- Monitors the technical quality and accuracy of incoming and outgoing on-air programming from master control room.
- Protects station's license by censoring live programs and deleting words/phrases not permitted on air.
- Processes time-out programming for accurate play back.
- Checks studio equipment for proper functioning and notifies Engineering of technical malfunctions affecting quality of the broadcast.
- Handles emergency inserts (e.g. news updates and breaking stories, emergencies, alert system tests, etc.).

Qualifications

- Socially informed and perceptive; up-to-date and in tune with the local and national trends and/or specialized knowledge of topics/events related to on-air discussions
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Well-rounded communication skills for conducting interviews
- Ability to make others feel comfortable and open up on air
- Excellent writing and editing skills; proficient in grammar
- Proficient in media production and broadcast systems
- Proficient in Microsoft Office and social networking
- May require selling skills
- May require other language proficiency, e.g., Spanish

Work Experience

- 1-2 years' experience as an announcer in smaller market or college station environment

Education

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

Certifications

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
Fax and E-mail verification summary report for On-Air Talent

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/On-Air-Talent_Req5197-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for On-Air Talent

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 1/12/2017 3:41:50 PM
2	All Access Music Group Fax: 1-310-457-8058	Sent: 1/12/2017 8:36:23 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: On-Air Announcements (One or more SEU stations)

Date of hire: 2/20/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	All Access Music Group 28955 Pacific Coast Highway ste 210 Malibu, California 90265 Phone : 310 457-6616 Url : www.allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: On-Air Announcements (One or more SEU stations)
Date of hire: 2/20/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: February 20, 2017

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
Fax and E-mail verification summary report for Outside Account Executive

Certifications

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Outside-Account-Executive_Req5281-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
2	All Access Music Group Fax: 1-310-457-8058	Sent: 1/19/2017 12:00:11 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: On-Air Announcements (One or more SEU stations)
Date of hire: 2/21/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	All Access Music Group 28955 Pacific Coast Highway ste 210 Malibu, California 90265 Phone : 310 457-6616 Url : www.allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: On-Air Announcements (One or more SEU stations)
Date of hire: 2/21/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive**

Position: Outside Account Executive

Hire Date: February 21, 2017

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
Fax and E-mail verification summary report for Outside Account Executive

Certifications

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Outside-Account-Executive_Req5280

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
2	All Access Music Group Fax: 1-310-457-8058	Sent: 1/19/2017 11:35:58 AM

11	On Air Live... (Faded text)	1/19/2017 11:42 AM
12	...	1/19/2017 11:43 AM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Spanish Language Morning Show Co-Host/Producer/Pro

Recruitment source referring hiree: Exigent Circumstances

Date of hire: 6/26/2017

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

MEMORANDUM

TO: Station Internal Files

DATE: June 26, 2017

RE: Circumstances Concerning Spanish Language Morning Show Co-Host/Producer Hire

To fill the position of Spanish Language Morning Show Co-Host/Producer on June 26, 2017, this station employment unit ("SEU") faced exigent circumstances due to a confidential termination of an on-air team member and the installation of replacement programming and talent. Confidentiality was needed to maintain the integrity of the product, including protecting new plans and current employees.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Current Employee/Internal Promotion

Date of hire: 7/1/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
3	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	Current Employee/Internal Promotion	N	1
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
11	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSO

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Current Employee/Internal Promotion
Date of hire: 7/1/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	Station Website (one or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4300 (Navigation link to company careers website)	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

Accessibility : [Scripting](#) : [\[Disable AJAX and DHTML\]](#) [\[Disable javascript alerts\]](#) [\[Remove all scripting\]](#) [Text Size](#) : [A](#) [A](#) [A](#) [A](#)

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State Job Bank Reporting

Report Date / Time: 8/21/2018 11:19 AM EDT

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Job Data

Date Acquired: 6/21/2017

Internal ID: 95444354

Company: iHeartMedia

Title: Outside Account Executive

City: Fresno

State: CA

Company Job ID: Req7162

O*Net: 41-3099.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_IHM/job/Fresno-CA/Outside-Account-Executive_Req7162-1 

Delivery Data

Original Delivery Date: 6/22/2017

Delivery State: CA

Job Bank Status: Job Accepted

Job Bank ID: 748298125

Job Bank URL: <https://www.ca.jobs.ca.gov/altentry.asp?action=JOBS&wheret=DETAILS&ordernum=95444354&src=NLX&site=USJobs>

Receipt Date: 6/23/2017

Receipt Transaction ID: 44569C56-D6FB-444F-A497-F74EC40F56AD

Job Description Data

Job Description: Current employees and contingent workers click here at [https://wd5.myworkday.com/iheartmedia/d/task/3005\\$4482.html](https://wd5.myworkday.com/iheartmedia/d/task/3005$4482.html) to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

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

Responsibilities

Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.

Services and grows relationships in existing base of clients.

Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.

Delivers effective sales presentations.

Steers clients based on market, platform and station information.

Maintains client communication and ensures client satisfaction.

Monitors competition to continually find new account leads.

Negotiates rates based on iHeartMedia's budgets.

Works collaboratively with internal partners to drive revenue.

Ensures prompt payments.

Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

Creates effective marketing campaigns in cooperation with iHeartMedia resources.

Generates revenue and meets/exceeds established sales targets.

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

Qualifications

Proficient in Microsoft Office suite and social networking platforms

Adept at prospecting and using effective consultative selling principles and practices

Strong client service relationship-building skills

Ability to plan and organize, set priorities and multi task in a fast-paced environment

Negotiation and closing proficiency

Persuasive communication skills: verbal, written and presentation

Independent; self-motivated; competitive; assertive

â€¢ Strong problem-solving and analytical skills

â€¢ Understanding of market dynamics including demographics

â€¢ Stress tolerance especially with tight deadlines and financial pressures

â€¢ Flexibility and creativity

â€¢ Professional appearance

â€¢ Strong interpersonal skills

Work Experience

â€¢ 2+ years in media/advertising sales is preferred, but not required

Education

â€¢ High school diploma, college degree preferred

Certifications

â€¢ None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

Our organization participates in E-Verify. Click here at <http://heartmediacareers.com/Pages/EEO.aspx> to learn about E-Verify.

Current employees and contingent workers click here at [https://wd5.myworkday.com/heartmedia/d/task/3005\\$1999.html](https://wd5.myworkday.com/heartmedia/d/task/3005$1999.html) to apply and search by the Job Posting Title.

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

National Sales Assistant

Recruitment source referring hiree: Current Employee - Transfer/Promotion
Date of hire: 8/21/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
10	Current Employee - Transfer/Promotion	N	1
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

National Sales Assistant

Recruitment source referring hiree: Current Employee - Transfer/Promotion
Date of hire: 8/21/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed.com (source not directly contacted by SEU)	N	2
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for National Sales Assistant

Position: National Sales Assistant

Hire Date: August 21, 2017

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

- Provides administrative and/or process support for contract administration, customer service, and order history.
- Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.
- Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.
- Responds to client requests, e.g., spot times.
- Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

- Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
Fax and E-mail verification summary report for National Sales Assistant

to detail; meets deadlines

- Adapts to shifts in priorities and urgencies
- Proficient in Microsoft Office Suite; familiar with Viero and Radio Fusion or demonstrates ability to learn new systems quickly
- Assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar
- Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities
- Demonstrates competitive spirit; shows desire to “move up”

Work Experience

- 1-3 years' experience in radio role

Education

- 4-year college degree

Certifications

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for National Sales Assistant

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/National-Sales-Assistant_Req7424-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for National Sales Assistant

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 7/24/2017 1:40:10 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 7/24/2017 1:40:07 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: **Linked In (via active sourcing, self-referral, and/or job board posting)**
 Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: Linked In
Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
19	Linked In (via active sourcing, self-referral, and/or job board posting)	N	1
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvonline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
26	Unknown Referral Source	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator**

Position: Online Content Coordinator

Hire Date: October 23, 2017

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Serves as the creative influence behind the development of iHeart digital products. Uses social media platforms to promote these digital products and to engage our stations with new and existing audiences. Works closely with Digital Program Director and Promotions Director to create, develop, promote and maintain iHeartMedia brands.

Responsibilities

- Updates and maintains functionality of iHeartMedia web-based sites, products and brands.
- Assists in the creation of user-friendly web application designs, ensures easy navigation, organizes content, and integrates graphics and audio that appeal to targeted audience.
- Builds custom web pages and microsites.
- Shoots Photography for station concerts, events, promotions and features.
- Creates graphics for web based platforms, social media platforms, print platforms, etc under the supervision of Digital program Director
- Administers controls and maintains media assets.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Online Content Coordinator

- Conducts day-to-day website maintenance for radio station(s).
- Has ability to read, understand and measure content performance and track analytics.
- Assists in maintaining and utilizing digital traffic orders ticket system.
- Works closely with Digital Program Director, Promotions Director, and Brand Manager to execute creative online promotions/contests.

Qualifications

- Demonstrates experience with web Content Managing Systems systems
- Working knowledge of Adobe Photoshop, Illustrator (InDesign and Final Cut Pro / Premiere a plus)
- Proficient in social media platforms
- Demonstrates experience in DSLR photography (video a plus)
- Functional knowledge of interactive technologies and trends
- Ability to learn new technology quickly
- Ability to work in a team-oriented environment, sharing projects, knowledge and experience
- Excellent clear oral and written communication skills; excellent grammar; strong writing and editing skills
- Has a solid understanding of typography
- Ability to plan and organize, get things done at a fast pace, in a team-oriented environment
- Stress tolerance & flexibility especially when working under pressure and on multiple projects with tight deadlines
- High degree of attention to detail and optimal work standards
- Desire to grow and develop additional skills

Work Experience

- 3+ years of related experience
- Knowledge/familiarity with digital video/audio production equipment a plus

Education

- Bachelor's degree in graphic design, communications, broadcasting or related field preferred.

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Online Content Coordinator**

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Online-Content-Coordinator_Req8271-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 9/12/2017 4:00:45 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 9/12/2017 4:00:41 PM
14	Fresno County Economic Opportunities Comm Fax: 1-559-263-1187	Sent: 9/12/2017 4:07:43 PM
25	San Joaquin Valley College E-mail: sjvconline@sjvc.edu	Sent: 9/12/2017 4:00:43 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 1/16/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
4	Cabroadcaster.org 915 L Street Ste 1150 Sacramento, California 95814 Phone : 916-444-2237 Email : info@cabroadcasters.org Career Services	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 1/16/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0
12	Employee Referral	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 1/16/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 1/16/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

Accessibility : [Scripting](#) : [Disable AJAX and DHTML] [Disable javascript alerts] [Remove all scripting] Text Size : **AAA**

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State Job Bank Reporting

Report Date / Time: 8/21/2018 11:22 AM EDT

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Job Data

Date Acquired: 11/29/2017

Internal ID: 103236990

Company: iHeartMedia

Title: Outside Account Executive

City: Fresno

State: CA

Company Job ID: Req9346

O*Net: 41-3099.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_IHM/job/Fresno-CA/Outside-Account-Executive_Req9346 

Delivery Data

Original Delivery Date: 11/30/2017

Delivery State: CA

Job Bank Status: Job Accepted

Job Bank ID: 789520654

Job Bank URL: <https://www.caljobs.ca.gov/alertny.asp?action=JOBS&wheret=DETAILS&ordernum=103236990&src=NLX&site=USJobs>

Receipt Date: 12/1/2017

Receipt Transaction ID: 51922C1E-4707-401F-B72F-EAA9CE99B462

Job Description Data

Job Description: Current employees and contingent workers click [here](https://wd5.myworkday.com/iheartmedia/d/task/3005$4482.html) at [https://wd5.myworkday.com/iheartmedia/d/task/3005\\$4482.html](https://wd5.myworkday.com/iheartmedia/d/task/3005$4482.html) to apply and search by the Job Posting Title.

iHeartMedia Stations

**** Job Summary:****

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

Responsibilities

Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.

Serves and grows relationships in existing base of clients.

Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.

Delivers effective sales presentations.

Steers clients based on market, platform and station information.

Maintains client communication and ensures client satisfaction.

Monitors competition to continually find new account leads.

Negotiates rates based on HeartMedia's budgets.

Works collaboratively with internal partners to drive revenue.

Ensures prompt payments.

Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

Creates effective marketing campaigns in cooperation with HeartMedia resources.

Generates revenue and meets/exceeds established sales targets.

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

Qualifications

Proficient in Microsoft Office suite and social networking platforms

Adept at prospecting and using effective consultative selling principles and practices

Strong client service relationship-building skills

Ability to plan and organize, set priorities and multi task in a fast-paced environment

Negotiation and closing proficiency

Persuasive communication skills: verbal, written and presentation

Independent; self-motivated; competitive; assertive

â€¢ Strong problem-solving and analytical skills

â€¢ Understanding of market dynamics including demographics

â€¢ Stress tolerance especially with tight deadlines and financial pressures

â€¢ Flexibility and creativity

â€¢ Professional appearance

â€¢ Strong interpersonal skills

Work Experience

â€¢ 2+ years in media/advertising sales is preferred, but not required

â€¢ Salesforce experience is a plus

Education

â€¢ High school diploma, college degree preferred

Certifications

â€¢ None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

Our organization participates in E-Verify. Click here at <http://heartmediacareers.com/Pages/EEO.aspx> to learn about E-Verify. Current employees and contingent workers click here at [https://wd5.myworkday.com/heartmedia/d/task/3005\\$1999.html](https://wd5.myworkday.com/heartmedia/d/task/3005$1999.html) to apply and search by the Job Posting Title.

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: Word of Mouth Referral
Date of hire: 2/19/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
27	Word of Mouth Referral	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator**

Position: Online Content Coordinator

Hire Date: February 19, 2018

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Serves as the creative influence behind the development of iHeart digital products. Uses social media platforms to promote these digital products and to engage our stations with new and existing audiences. Works closely with Digital Program Director and Promotions Director to create, develop, promote and maintain iHeartMedia brands.

Responsibilities

- Updates and maintains functionality of iHeartMedia web-based sites, products and brands.
- Assists in the creation of user-friendly web application designs, ensures easy navigation, organizes content, and integrates graphics and audio that appeal to targeted audience.
- Builds custom web pages and microsites.
- Shoots Photography for station concerts, events, promotions and features.
- Creates graphics for web based platforms, social media platforms, print platforms, etc under the supervision of Digital program Director
- Administers controls and maintains media assets.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

- Conducts day-to-day website maintenance for radio station(s).
- Has ability to read, understand and measure content performance and track analytics.
- Assists in maintaining and utilizing digital traffic orders ticket system.
- Works closely with Digital Program Director, Promotions Director, and Brand Manager to execute creative online promotions/contests.

Qualifications

- Demonstrates experience with web Content Managing Systems systems
- Working knowledge of Adobe Photoshop, Illustrator (InDesign and Final Cut Pro / Premiere a plus)
- Proficient in social media platforms
- Demonstrates experience in DSLR photography (video a plus)
- Functional knowledge of interactive technologies and trends
- Ability to learn new technology quickly
- Ability to work in a team-oriented environment, sharing projects, knowledge and experience
- Excellent clear oral and written communication skills; excellent grammar; strong writing and editing skills
- Has a solid understanding of typography
- Ability to plan and organize, get things done at a fast pace, in a team-oriented environment
- Stress tolerance & flexibility especially when working under pressure and on multiple projects with tight deadlines
- High degree of attention to detail and optimal work standards
- Desire to grow and develop additional skills

Work Experience

- 3+ years of related experience
- Knowledge/familiarity with digital video/audio production equipment a plus

Education

- Bachelor's degree in graphic design, communications, broadcasting or related field preferred.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOJ
Fax and E-mail verification summary report for Online Content Coordinator

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Online-Content-Coordinator_Req9499

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 1/11/2018 12:47:58 PM

24	On-Air Announcement (Use or modify all content) E-mail: recruiting@csufresno.edu	Sent: 1/11/2018 12:47:58 PM
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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 3/12/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
4	Cabroadcaster.org 915 L Street Ste 1150 Sacramento, California 95814 Phone : 916-444-2237 Email : info@cabroadcasters.org Career Services	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 3/12/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0
12	Employee Referral	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Employee Referral
Date of hire: 3/12/2018**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
17	Indeed.com (source not directly contacted by SEU)	N	1
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 3/12/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
23	None indicated (Source Unknown)	N	1
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: March 12, 2018

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

Certifications

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Outside-Account-Executive_Req10390

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 2/21/2018 12:35:47 PM
2	Army Community service Fax: 1-831-242-7662 E-mail: kevin.ann.moore@us.army.mil	Sent: 2/21/2018 12:40:28 PM Sent: 2/21/2018 12:35:47 PM
3	Asian American Journalist Association E-mail: national@aaaja.org	Sent: 2/21/2018 12:35:48 PM
4	Cabroadcaster.org E-mail: info@cabroadcasters.org	Sent: 2/21/2018 12:35:44 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 2/21/2018 12:35:45 PM
7	California State University, Bakersfield Center for Community Engagement & Career Education Fax: 1-661-654-3345	Sent: 2/21/2018 12:41:36 PM
8	Central California Hispanic Chamber of Commerce Fax: 1-559-495-4811	Sent: 2/21/2018 12:38:23 PM
9	Centro La Familia Fax: 1-559-237-2968	Sent: 2/21/2018 12:38:17 PM
11	El Conciliar Emigration Project Fax: 1-559-485-3951	Sent: 2/21/2018 12:39:20 PM
13	Fresno Area Hispanic Chamber of Commerce Fax: 1-559-222-8706	Sent: 2/21/2018 12:40:02 PM
14	Fresno County Economic Opportunities Comm Fax: 1-559-263-1187	Sent: 2/21/2018 12:38:57 PM
18	Journalism Jobs.com E-mail: contact@journalismjobs.com	Sent: 2/21/2018 12:35:46 PM
20	Minorities in Broadcasting Fax: 1-866-769-8741	Sent: 2/21/2018 12:40:22 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
21	Modesto Junior College Fax: 1-209-575-6408	Sent: 2/21/2018 12:40:16 PM
25	San Joaquin Valley College E-mail: sjvconline@sjvc.edu	Sent: 2/21/2018 12:35:46 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 2/21/2018 12:35:40 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Non-Employee Referral
Date of hire: 4/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Non-Employee Referral
Date of hire: 4/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Non-Employee Referral
Date of hire: 4/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

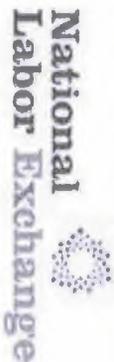
Recruitment source referring hire: Non-Employee Referral

Date of hire: 4/2/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
22	Non-Employee Referral	N	1
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

Accessibility : [Scripting](#) : [\[Disable AJAX and DHTML\]](#) [\[Disable javascript alerts\]](#) [\[Remove all scripting\]](#) [Text Size : A A A A](#)

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- [Cities](#)
- [Companies](#)



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State Job Bank Reporting

Report Date / Time: 8/21/2018 11:24 AM EDT

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Job Data

Date Acquired: 3/21/2018

Internal ID: 110468078

Company: iHeartMedia

Title: Outside Account Executive

City: Fresno

State: CA

Company Job ID: Req10994

O*Net: 41-3099.00

Original URL: https://iheartmedia.wd5.myworkdayjobs.com/External_IHM/job/Fresno-CA/Outside-Account-Executive_Req10994

Delivery Data

Original Delivery Date: 3/21/2018

Delivery State: CA

Job Bank Status: Job Accepted

Job Bank ID: 815735107

Job Bank URL: <https://www.cajobscs.ca.gov/altentry.asp?action=JOBS&wheret=DETAILS&ordernum=110468078&src=NLX&site=USJobs>

Receipt Date: 3/22/2018

Receipt Transaction ID: 9C8D2C14-65CD-46C7-B05F-1006F9A3D198

Job Description Data

Job Description: Current employees and contingent workers click here at [https://wd5.myworkday.com/iheartmedia/d/task/3005\\$4482.html](https://wd5.myworkday.com/iheartmedia/d/task/3005$4482.html) to apply and search by the Job Posting Title.

iHeartMedia Stations

Job Summary:

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

Responsibilities

Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.

Serves and grows relationships in existing base of clients.

Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.

Delivers effective sales presentations.

Steers clients based on market, platform and station information.

Maintains client communication and ensures client satisfaction.

Monitors competition to continually find new account leads.

Negotiates rates based on iHeartMedia's budgets.

Works collaboratively with internal partners to drive revenue.

Ensures prompt payments.

Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.

Creates effective marketing campaigns in cooperation with iHeartMedia resources.

Generates revenue and meets/exceeds established sales targets.

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

Qualifications

Proficient in Microsoft Office suite and social networking platforms

Adept at prospecting and using effective consultative selling principles and practices

Strong client service relationship-building skills

Ability to plan and organize, set priorities and multi task in a fast-paced environment

Negotiation and closing proficiency

Persuasive communication skills: verbal, written and presentation

Independent; self-motivated; competitive; assertive

US National Labor Exchange - State Job Bank Reporting

â€¢ Strong problem-solving and analytical skills

â€¢ Understanding of market dynamics including demographics

â€¢ Stress tolerance especially with tight deadlines and financial pressures

â€¢ Flexibility and creativity

â€¢ Professional appearance

â€¢ Strong interpersonal skills

Work Experience

â€¢ 2+ years in media/advertising sales is preferred, but not required

Education

â€¢ High school diploma, college degree preferred

Certifications

â€¢ None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

Our organization participates in E-Verify. Click here at <http://heartmediacareers.com/Pages/EEO.aspx> to learn about E-Verify.

Current employees and contingent workers click here at [https://wds.myworkday.com/heartmedia/d/task/3005\\$1999.html](https://wds.myworkday.com/heartmedia/d/task/3005$1999.html) to apply and search by the Job Posting Title.

iHeartMedia, Inc. is one of the leading global media and entertainment companies specializing in radio, digital, outdoor, mobile, live events, and on-demand entertainment and information services across the nation and providing premier opportunities for advertisers.

Click Here To Learn More About Us:

[www.heartmedia.com](http://www.heartmedia.com/Pages/Home.aspx) at <http://www.heartmedia.com/Pages/Home.aspx>

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KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hire: None indicated (Source Unknown)

Date of hire: 5/9/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 5/9/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 5/9/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 5/9/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
23	None indicated (Source Unknown)	N	1
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator**

Position: Online Content Coordinator

Hire Date: May 9, 2018

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Serves as the creative influence behind the development of iHeart digital products. Uses social media platforms to promote these digital products and to engage our stations with new and existing audiences. Works closely with Digital Program Director and Promotions Director to create, develop, promote and maintain iHeartMedia brands.

Responsibilities

- Updates and maintains functionality of iHeartMedia web-based sites, products and brands.
- Assists in the creation of user-friendly web application designs, ensures easy navigation, organizes content, and integrates graphics and audio that appeal to targeted audience.
- Builds custom web pages and microsites.
- Shoots Photography for station concerts, events, promotions and features.
- Creates graphics for web based platforms, social media platforms, print platforms, etc under the supervision of Digital program Director
- Administers controls and maintains media assets.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

- Conducts day-to-day website maintenance for radio station(s).
- Has ability to read, understand and measure content performance and track analytics.
- Assists in maintaining and utilizing digital traffic orders ticket system.
- Works closely with Digital Program Director, Promotions Director, and Brand Manager to execute creative online promotions/contests.

Qualifications

- Demonstrates experience with web Content Managing Systems systems
- Working knowledge of Adobe Photoshop, Illustrator (InDesign and Final Cut Pro / Premiere a plus)
- Proficient in social media platforms
- Demonstrates experience in DSLR photography (video a plus)
- Functional knowledge of interactive technologies and trends
- Ability to learn new technology quickly
- Ability to work in a team-oriented environment, sharing projects, knowledge and experience
- Excellent clear oral and written communication skills; excellent grammar; strong writing and editing skills
- Has a solid understanding of typography
- Ability to plan and organize, get things done at a fast pace, in a team-oriented environment
- Stress tolerance & flexibility especially when working under pressure and on multiple projects with tight deadlines
- High degree of attention to detail and optimal work standards
- Desire to grow and develop additional skills

Work Experience

- 3+ years of related experience
- Knowledge/familiarity with digital video/audio production equipment a plus

Education

- Bachelor's degree in graphic design, communications, broadcasting or related field preferred.

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Online-Content-Coordinator_Req11201

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOE
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 4/13/2018 2:44:55 PM
2	Army Community service Fax: 1-831-242-7662 E-mail: kevin.ann.moore@us.army.mil	Sent: 4/13/2018 2:50:27 PM Sent: 4/13/2018 2:44:55 PM
3	Asian American Journalist Association E-mail: national@aaaja.org	Sent: 4/13/2018 2:44:56 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 4/13/2018 2:44:53 PM
7	California State University, Bakersfield Center for Community Engagement & Career Education Fax: 1-661-654-3345	Sent: 4/13/2018 2:49:21 PM
8	Central California Hispanic Chamber of Commerce Fax: 1-559-495-4811	Sent: 4/13/2018 2:46:54 PM
9	Centro La Familia Fax: 1-559-237-2968	Sent: 4/13/2018 2:47:15 PM
11	El Conciliar Emigration Project Fax: 1-559-485-3951	Sent: 4/13/2018 2:47:03 PM
13	Fresno Area Hispanic Chamber of Commerce Fax: 1-559-222-8706	Sent: 4/13/2018 2:49:11 PM
14	Fresno County Economic Opportunities Comm Fax: 1-559-263-1187	Sent: 4/13/2018 2:47:50 PM
18	Journalism Jobs.com E-mail: contact@journalismjobs.com	Sent: 4/13/2018 2:44:54 PM
20	Minorities in Broadcasting Fax: 1-866-769-8741	Sent: 4/13/2018 2:48:51 PM
21	Modesto Junior College Fax: 1-209-575-6408	Sent: 4/13/2018 2:48:20 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
24	[Faded text]	[Faded text]
25	San Joaquin Valley College E-mail: sjvconline@sjvc.edu	Sent: 4/13/2018 2:44:54 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0
12	Employee Referral	N	1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: June 18, 2018

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

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

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

Qualifications

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

Work Experience

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

Education

- High school diploma, college degree preferred

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

Certifications

- None required

Location

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Outside-Account-Executive_Req11329

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 4/19/2018 6:34:29 PM
2	Army Community service Fax: 1-831-242-7662 E-mail: kevin.ann.moore@us.army.mil	Sent: 4/19/2018 6:39:33 PM Sent: 4/19/2018 6:34:28 PM
3	Asian American Journalist Association E-mail: national@aaaja.org	Sent: 4/19/2018 6:34:29 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 4/19/2018 6:34:26 PM
7	California State University, Bakersfield Center for Community Engagement & Career Education Fax: 1-661-654-3345	Sent: 4/19/2018 6:39:09 PM
8	Central California Hispanic Chamber of Commerce Fax: 1-559-495-4811	Sent: 4/19/2018 6:36:25 PM
9	Centro La Familia Fax: 1-559-237-2968	Sent: 4/19/2018 6:37:07 PM
11	El Conciliar Emigration Project Fax: 1-559-485-3951	Sent: 4/19/2018 6:36:41 PM
13	Fresno Area Hispanic Chamber of Commerce Fax: 1-559-222-8706	Sent: 4/19/2018 6:39:04 PM
14	Fresno County Economic Opportunities Comm Fax: 1-559-263-1187	Sent: 4/19/2018 6:38:08 PM
18	Journalism Jobs.com E-mail: contact@journalismjobs.com	Sent: 4/19/2018 6:34:27 PM
20	Minorities in Broadcasting Fax: 1-866-769-8741	Sent: 4/19/2018 6:38:06 PM
21	Modesto Junior College Fax: 1-209-575-6408	Sent: 4/19/2018 6:38:06 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
25	San Joaquin Valley College E-mail: sjvconline@sjvc.edu	Sent: 4/19/2018 6:34:27 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/19/2018 6:34:21 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Academy of Radio Broadcasting 16052 Beach Blvd. Suite 263-N Huntington Beach, California 92647 Phone : 714-842-0100 Url : arbradio.com Email : doreen@arbradio.com Fax : 1-714-842-1850 Doreen Dunn	N	0
2	Army Community service General Stilwell Community center Bldg 4260 on OMC Seaside, California 93955 Phone : 831-242-4652 Url : http://www.monteery.army.mil/acs/index.html Email : kevin.ann.moore@us.army.mil Fax : 1-831-242-7662 Kevin Moore	N	0
3	Asian American Journalist Association 5 Third Street, Ste. 1108 San Francisco, California 94103 Phone : 415-346-2051 Url : http://www.aaja.org Email : national@aaja.org Fax : 1-415-346-6343 Albert Lee	N	0
5	California Broadcasters Assoc. 915 "L" Street Suite #1150 Sacramento, California 95814 Phone : 916-444-2237 Url : http://www.yourcba.com Joe Berry Manual Posting	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
6	California State University Fresno Career Services 5150 N. Maple Avenue Fresno, California 93740 Phone : 559-278-2381 Email : recruiting@csufresno.edu Fax : 1-559-278-6483 Career Services	N	0
7	California State University, Bakersfield Center for Community Engagement & Career Education 54 CAF 9001 Stockdale Highway Bakersfield, California 93311-1022 Phone : 661-654-3033 Url : www.scub.edu/cece Email : career@scub.edu Fax : 1-661-654-3345 CSUB CECE	N	0
8	Central California Hispanic Chamber of Commerce 2331 Fresno St Fresno, California 93721 Phone : 559 495-4817 Fax : 1-559-495-4811 Lorena Martinez	N	0
9	Centro La Familia 2014 Tulare St #717 Fresno, California 93721 Fax : 1-559-237-2968 Career Services	N	0
11	El Conciliar Emigration Project 1532 Fresno St Fresno, California 93706 Phone : 559 485-3951 Fax : 1-559-485-3951 Career Services	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	Fresno Area Hispanic Chamber of Commerce 1456 W Shaw Ave Fresno, California 93711 Phone : 559 222-8705 Fax : 1-559-222-8706 Career Services	N	0
14	Fresno County Economic Opportunities Comm 1920 Mariposa Mall Fresno, California 93721 Phone : 559 263-1100 Fax : 1-559-263-1187 Frances Rodriguez	N	0
15	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
16	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
18	Journalism Jobs.com PO Box 7294 Berkeley, California 94707 Phone : 510-524-2007 Email : contact@journalismjobs.com For Applicants	N	0

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF

Vacancy Data Form

Online Content Coordinator

Recruitment source referring hiree: None indicated (Source Unknown)

Date of hire: 6/18/2018

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Minorities in Broadcasting PO Box 67132 Century City, California 90067 Phone : 310-652-0271 Fax : 1-866-769-8741 Patrice Williams	N	0
21	Modesto Junior College 435 College Avenue Modesto, California 95350 Phone : 209-575-6408 Fax : 1-209-575-6408 Contact Person	N	0
23	None indicated (Source Unknown)	N	1
24	On-Air Announcements (One or more SEU stations) 83 E Shaw Ave Ste 150 Fresno, California 93710 Phone : 559-230-4341 Email : Janashilow@iheartmedia.com Jana Shilow	N	0
25	San Joaquin Valley College 295 E. Sierra Avenue Fresno, California 93710 Phone : 877-367-7582 Email : sjvconline@sjvc.edu Fax : 1-559-735-0219 SJVC Online	N	0
28	www.mediagignow.com 717 Green Valley Road Suite 200 Greensboro, North Carolina 27408 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

Position: Online Content Coordinator

Hire Date: June 18, 2018

This report, generated by Broadcast1Source, verifies that KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Serves as a creative influence behind the development of iHeart digital products. Uses social media platforms to promote these digital products and to engage our stations with new and existing audiences. Works closely with Digital Program Director and Promotions Director to create, develop, promote and maintain iHeartMedia brands. Works closely with Sales to strategize, produce, execute and analyze display ad campaigns in DFP and SLATE.

Responsibilities

- Updates and maintains functionality of iHeartMedia web-based sites, products and brands.
- Assists in the creation of user-friendly web application designs, ensures easy navigation, organizes content, and integrates graphics and audio that appeal to targeted audience.
- Builds custom web pages and microsites.
- Shoots photos / video for station concerts, events, promotions and features.
- Administers controls and maintains media assets.
- Conducts day-to-day website maintenance for radio station(s).

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

- Has ability to read, understand and measure content performance and track analytics.
- Interfaces with Sales departments to coordinate, execute and analyze digital display campaigns and digital ticket systems.
- Works closely with Digital Program Director, Promotions Director, and Brand Manager to execute creative online promotions/contests.

Qualifications

- Demonstrates experience with web Content Managing Systems systems
- Working knowledge of Adobe CC
- Proficient in social media platforms
- Demonstrates experience in DSLR photography
- Functional knowledge of interactive technologies and trends
- Ability to learn new technology quickly
- Ability to work in a team-oriented environment, sharing projects, knowledge and experience
- Excellent clear oral and written communication skills; excellent grammar; strong writing and editing skills
- Ability to plan and organize, get things done at a fast pace, in a team-oriented environment
- Stress tolerance & flexibility especially when working under pressure and on multiple projects with tight deadlines
- High degree of attention to detail and optimal work standards
- Desire to grow and develop additional skills

Work Experience

- 2+ years of related experience
- Knowledge/familiarity with digital video/audio production equipment a plus

Education

- Bachelor's degree in communications or broadcasting or related field preferred.

Location

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

Fresno, CA: 83 E Shaw Avenue, Suite 150, 93710

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Fresno-CA/Online-Content-Coordinator_Req11702

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
1	Academy of Radio Broadcasting E-mail: doreen@arbradio.com	Sent: 5/2/2018 3:46:01 PM
2	Army Community service Fax: 1-831-242-7662 E-mail: kevin.ann.moore@us.army.mil	Sent: 5/2/2018 3:58:50 PM Sent: 5/2/2018 3:46:00 PM
3	Asian American Journalist Association E-mail: national@aaaja.org	Sent: 5/2/2018 3:46:02 PM
6	California State University Fresno Career Services E-mail: recruiting@csufresno.edu	Sent: 5/2/2018 3:45:58 PM
7	California State University, Bakersfield Center for Community Engagement & Career Education Fax: 1-661-654-3345	Sent: 5/2/2018 3:59:42 PM
8	Central California Hispanic Chamber of Commerce Fax: 1-559-495-4811	Sent: 5/2/2018 3:56:26 PM
9	Centro La Familia Fax: 1-559-237-2968	Sent: 5/2/2018 3:55:05 PM
11	El Conciliar Emigration Project Fax: 1-559-485-3951	Sent: 5/2/2018 3:54:26 PM
13	Fresno Area Hispanic Chamber of Commerce Fax: 1-559-222-8706	Sent: 5/2/2018 3:57:44 PM
14	Fresno County Economic Opportunities Comm Fax: 1-559-263-1187	Sent: 5/2/2018 3:57:38 PM
18	Journalism Jobs.com E-mail: contact@journalismjobs.com	Sent: 5/2/2018 3:45:59 PM
20	Minorities in Broadcasting Fax: 1-866-769-8741	Sent: 5/2/2018 3:58:13 PM
21	Modesto Junior College Fax: 1-209-575-6408	Sent: 5/2/2018 3:59:10 PM

KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
Fax and E-mail verification summary report for Online Content Coordinator

RS Number	Recruiting Source	Date and Time
25	San Joaquin Valley College E-mail: sjvconline@sjvc.edu	Sent: 5/2/2018 3:45:59 PM
28	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 5/2/2018 3:45:53 PM

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
RECRUITMENT INITIATIVES FORM**

August 1, 2016 – July 31, 2017

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Establishment of a mentoring program	1/1/17	During the reporting period, our SEU conducted a mentoring program for junior account executives. Appointed senior account executives provided overall career guidance and closely supervised each in their professional development, assisting with sales calls and procedural matters as well as sales events. After successfully completing the mentoring program, one of our junior account executives graduated into a senior account executive role.
2.	Participation in events or programs sponsored by educational institutions	1/23/17	On January 23, 2017, our SEU hosted high school students from Roosevelt High School for a station tour. Students were able to see our facilities and speak with our On-Air Personalities and Promotions Director. Following the tour, students participated in a Q&A session where they had the opportunity to ask questions about careers in broadcasting.
3.	Participation in events or programs sponsored by educational institutions	4/20/17	On April 20, 2017, our SEU hosted students from Fresno State's Radio Television Digital program. Students were able to see our facilities and speak with our On-Air Personalities and Promotions Director. Following the tour, students participated in a Q&A session where they had the opportunity to ask questions about careers in broadcasting.



83 E. Shaw
Suite 150
Fresno, Ca 93710

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www.iHeartRadio.com
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To: Station Internal Files
Fr: Steve Darnell, SVPS
Re: Sales mentoring program

From January 2017 through March 2018, the sales department has executed an ongoing sales mentoring program. The program pairs a veteran account executive with a junior account executive and helps facilitate their career growth into a senior account executive role. The mentoring/training consisted of monthly meetings and covered a range of topics including all facets of the company sales resources and systems, all aspects of the sales process, and steps necessary for personal career and job growth at iHeartMedia. Appointed mentors provided overall career guidance and closely supervised each mentee in their professional development, assisting with sales calls, developing vertical sales skills, and guiding mentees in how to manage more advanced client needs. As a result of the program, one of the mentees graduated to a senior account executive position.

Account Executive	Mentoring/Training Dates	Mentor/Trainer
Shane Benway	1/2017-June 2017	Dan Heinz
Dan Royal	2/2017-May 2017	Chris Hansen
Maggie Canaba	2/2017-May 2017	Teresa Gutierrez
Maison Kaprielian	7/2017-Oct 2017	Devonne Etcheverry
Jack King	1/16/18-Mar 2018	Enrique Loera

This continues to be ongoing program.



----- Forwarded message -----

From: **Elisa Navarro-Aceves** <navarroelisa7@mail.fresnostate.edu>

Date: Mon, Apr 17, 2017 at 4:39 PM

Subject: RTDNA EVENTS THIS WEEK! CHECK IT OUT!

HELLO EVERYONE! I hope you all had an amazing Spring break. Now it's time to get back to reality...but the semester will be over before we know it! We can do it!

Now, please mark your calendars for this week! Thursday the 20th at 7:00PM (Please be there by 6:50pm) everyone is invited to show up at the iheartmedia studio on Shaw where we will **meet up with our MCJ Alum, past RTDNA Officer, and current radio host Dayana Jiselle!** She will give us a lovely tour of the radio station! We will also **meet b95's new radio on air personality MO** and get a little taste of what the radio station is like.

Please email me or text me if you will be attending! Thank you!

I really hope YOU ALL CAN MAKE IT! It's great networking and fun! You can also pay your membership at any event.

**Elisa (:
President**

**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOB
RECRUITMENT INITIATIVES FORM**

August 1, 2017 – July 31, 2018

	Type of Recruitment Initiative (Menu Selection)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Establishment of mentorship program	9/1/17	During the reporting period, our SEU conducted a mentoring program for junior account executives. Appointed senior account executives provided overall career guidance and closely supervised each in their professional development, assisting with sales calls and procedural matters as well as sales events. After successfully completing the mentoring program, one of our junior account executives graduated into a senior account executive role.
2.	Participation in events or programs sponsored by educational institutions	4/26/18	On April 26, 2018, our SEU's Senior Account Manager gave a lecture to Fresno State students about working in the broadcast industry generally and being an Account Executive in particular. Following the lecture, students were able to ask questions about career options in the broadcast industry.
3.	Establishment of mentorship program	5/1/18	During the reporting period, our SEU's Promotions Director mentored one of our Digital Content Coordinators to enhance her career potential in the broadcast industry. The program included training on the skills necessary to succeed in our promotions department. As a result of the mentorship program, the employee was promoted and her position was expanded to include the duties of an assistant promotions director.
4.	Provision of training to management	5/7/18	On May 7-8, 2018, our SEU's Market President and Senior VP of Programming participated in a webinar presented by iHeartMedia Corporate entitled "California Workplace Harassment Prevention." The training provided guidance on methods of preventing harassment in the workplace and methods of promoting an equal opportunity work environment.
5.	Participation in job fair	6/28/18	During the reporting period, our SEU participated in a virtual job fair coordinated by regionalhelpwanted.com. Our SEU ran on-air campaigns across all of our stations to promote awareness of and access to local employment opportunities, including opportunities at our SEU and in broadcasting more generally. Our on-air campaign directed listeners to a website dedicated to local job listings and resume collection.



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To: Station Internal Files
Fr: Steve Darnell, SVPS
Re: Sales mentoring program

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Maggie Canaba	2/2017-May 2017	Teresa Gutierrez
Maison Kaprielian	7/2017-Oct 2017	Devonne Etcheverry
Jack King	1/16/18-Mar 2018	Enrique Loera

This continues to be ongoing program.



Shilow, Jana

From: Jan Edwards [<mailto:jedwardsmkt@gmail.com>]
Sent: Wednesday, April 18, 2018 1:53 PM
To: 'Nicole Maul'; 'Laura Maciel'; Loera, Enrique
Cc: brandon@jpmktg.com; 'Betsy Hays'; 'Wesley Wise'; 'Laura Maciel'; 'Roberta Asahina'
Subject: Agenda for Jan's 143 Collegian Sales Class April 26 9 a.m.

Hi All,

Thank you for agreeing to speak on a panel to our MCJ 143 Collegian Sales students. We will meet next Thursday, April 26 from 9 a.m. – 10:15ish a.m. in Speech Arts Room 32. Please use parking code 266814. I'll meet you outside The Collegian to take you down to our classroom.

I'd like to intro you all to each other.

Nicole Maul JP Mkt - PR
Laura Maciel – Central Valley Community Foundation –
Enrique Loera – Account Exec – iHeart Media

Our morning will go something like this:

You'll be sharing with a class of 8 – 10 students.

I'll ask you to each say a few words about yourself. Tell the students what your first job out of school was. How did you get it?

Share what you currently do now in your career.

Then we'll move on to these topics.....

- 1) What should kids bring to the interview?
- 2) What should they include in their resume and cover letter to differentiate themselves?
- 3) What should they wear?
- 4) What is the most positively memorable interview you've ever been involved with?

- 5) What is the most negatively memorable interview you've ever been involved with?
- 6) What key skill sets are absolutely necessary to get hired in the biz in today's job market?
- 7) What can new hires expect to earn for their first "real" job right out of college?
- 8) Do internships really matter?
- 9) Do references really matter?
- 10) What suggestions do you have for a new hire in the first 90 days?
- 11) How do you stay relevant?

We'll then open it up to questions from the floor

Should be a wrap by 10:15 ish.

Thanks – soooo stoked! Call with any questions.

Best,
Jan

Jan Edwards
Collegian Adviser - Adjunct Lecturer
Department of Media Communications & Journalism
California State University, Fresno
2225 E. San Ramon Ave., MF10
Fresno, CA 93740
☎ 559/355-7602
☎ 559/278-4955 (fax)
✉ jedwards@csufresno.edu



**KALZ, KBOS-FM, KCBL, KFBT, KFSO-FM, KHGE, KRDU, KRZR, KSOF
INTERNAL MENTORING/TRAINING PROGRAM SUMMARY**

PARTICIPANTS	MENTEE/TRAINEE (NAME & JOB TITLE)	MENTOR/TRAINOR (NAME & JOB TITLE)
	1) Hailey Mayo, Digital Content Coordinator	1) Dave Abenojar, Promotions Director
OBJECTIVE/PURPOSE	To provide mentoring and hands-on training designed to develop our digital content coordinator into a member of our SEU's promotions department.	
AGENDA/CURRICULUM/ TOPICS COVERED	<p>1) Learned event management with events ranging from small advertising client events to station concert events.</p> <p>2) Client relations skills. Learned how to properly interface with station clients and work with them and account executives to reach a successful outcome for their events.</p> <p>3) Trained on how to provide proper post event recap materials for clients, and what recap materials are important to the client.</p>	
TIMEFRAME	During the reporting period, under the tutelage of our promotions director, Ms. Mayo learned about our promotions department as well as the skills necessary to succeed in promotions at our SEU. In May 2018, Ms. Mayo was promoted from her position as a digital content coordinator to add duties as an assistant promotions director.	
SUCCESES/BENEFITS	The mentoring opportunities offered to Ms. Mayo provided her with the knowledge and skills necessary to advance within the company and provide our SEU with a well-trained promotions assistant who understands our business objectives.	



 Steve Darnell, Market President



This certificate is awarded to

Steve Darnell

for the successful completion of the course

California Workplace Harassment Prevention (AB 1825)

By Syntrio

Date: 5/7/2018



This certificate is awarded to

Steve Weed

for the successful completion of the course

California Workplace Harassment Prevention (AB 1825)

By Syntrio

Date: 5/8/2018