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**FOX40**KTXL TV  
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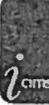
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CONTESTS &amp; EVENTS COMMUNITY CALENDAR NEWS TEAM CAREERS

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LIVE VIDEO: President Obama discusses clean energy innovation

## CAREERS

### Current Openings:

#### ANCHOR/REPORTER:

**WANTED:** An anchor who sounds like a human, not a news robot. We don't want to recite scripts. We don't want to sit on the "news throne." We don't want to talk down to our viewers. We want a real person, who lives for breaking news, who can write two packages a day, and anchor 3 hours and still find time to Tweet an update on the weather while picking up takeout. This person needs to be a news junkie, the first in to the newsroom and the last to leave, and be ready to do news and occasional commentary in a wildly innovative way.

If this is you, send a link to your resume montage and a letter on how you can reinvent local news to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com).

#### COORDINATING PRODUCER:

Help shape the future of news. We're looking for an aggressive, forward thinking individual to book and build segments and special projects for our smarter vision of news. You will be responsible for enterprising, researching, booking, coordinating, and building guest and feature segments. You will use your solid news judgment in supporting the newsroom's daily operations, including writing, online editing, and producing as needed.

We have a 5 & 1/2 hour live show... you must be extremely organized and detail-oriented, creativity is a must.

Please send resume to [charles.bernard@fox40.com](mailto:charles.bernard@fox40.com)

#### MORNING ANCHOR / WEATHER PERSON:

We're a very unique TV station with a smart brand of news, conversation, viewer interaction, and personality. We're looking for a clever, sassy, opinionated, brilliant weather person who wants to grow their anchoring skills and join the best group of morning people I've ever worked with. We are about thinking on your feet, walking-and-talking, and demanding a lot from the anchor and producers of the show. The last two anchors took their tape from our station to land their dream jobs. They went from markets 84 and 122 to Sacramento, then after 3 years, they went to top ten markets (Houston and San Francisco).

If you're confident in your weather skills, and ready to be challenged, send a link to your resume montage to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com) and apply online at by clicking here.

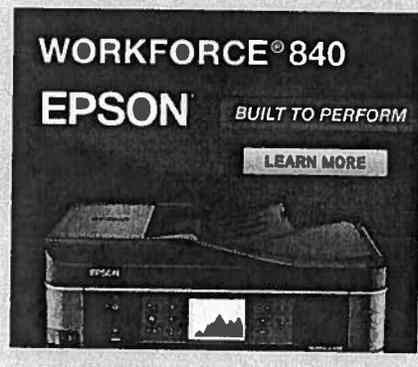
#### FREELANCE REPORTER/MMJ:

Great opportunity for an experienced reporter to work in a top 20 market on an as-needed basis. We're looking for reporters to work 1-2 days per week. Shooting and editing skills are VERY much desired, but not required. We can teach you, as long as your reporter chops are there. 3-6 years experience in TELEVISION REPORTING required. Must have examples of active live shots and active standups. Must be available in the Sacramento area. Compensation is per diem, no benefits, hours are irregular. Email a link to your video to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com).

#### MULTIMEDIA JOURNALIST

At other stations, this might be called "Reporter" but we're not other stations, and we're not doing news the old fashioned way. FOX40 and Tribune are creating the future of news, and we want highly skilled, aggressive journalists to be part of that. If you can walk-and-talk, hold up things, demonstrate, and bring viewers the sights, sounds, and smells of a live scene, you might be right for this job. If you find 3 story pitches while going through the grocery store checkout line, you might be right for this job. If you could produce a compelling story about any person you meet, you might be right for this job.

You need to be able to shoot and edit, but it won't be required every day. We assign a one or two person team based on the needs of the story. We want people who want to work hard, and bring innovative ideas



## Cool Jobs

### Movie Producer

So you have a love for movies but no desire to act in one. Or you're a problem solver that can get things done. Well, here's a job for you.

### Restaurant Critic

Are you passionate about food and skillful with a pen? Do you know truffles from tripe, when to use good verses well?

### Astronaut

So you want to be an astronaut? Excellent! Here's a career that combines cool technology, fascinating science and great adventures.

### Professional Ballerina

The elegance, grace and pirouettes of a ballerina – who doesn't marvel at how well these artists perform? It certainly looks like a dream...

to everything they touch. If this is you, send a link showing your work to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com).  
 NEWSROOM ASSISTANT - PART-TIME/INT...  
 and write, and we'll teach you the rest. Hours include anything from 2 a.m., weekends, holidays, etc. We're

**Cinematographer**

Where you swept away by the Daftily Hallows' tale in the latest Harry Potter installment or captivated by Hobbit or Be Lord of the Rings...

**Museum Curator**

While we're all familiar with the movie "A Night at the Museum," wouldn't it be cool to spend your day at the

**PHOTOGRAPHER**

KTXL is seeking a hard working self-motivated individual with excellent time management skills who works under deadline to join our video journalist team full time. We are looking for a creative individual who works well with others. A valid CA driver's license, clean driving record and the ability to work flexible hours is required.

Duties include shooting, editing and interviewing for our news casts and other news content we produce. Understanding web and mobile platforms a plus. Ideal candidate will have experience with Final Cut Pro and solid state cameras. A firm understanding of ENG trucks and transmission also a plus. Please submit your resume online here.

**ACCOUNT EXECUTIVE (2):**

KTXL FOX40 has two openings within our Sales Department so prepare your resumes! We are also searching for an mid-level Account Executive who can quickly step into the role and maintain working relationships with assigned agencies and clients. This individual will utilize all available ratings materials and knowledge of local marketplace to serve their client's needs using all of FOX40's media platforms. Put your broadcast/ad sales experience, and your new revenue-generating ideas to work at KTXL FOX40-TV. Please submit your resume to: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com)

**DIRECTOR OF TECHNOLOGY**

FOX 40 (KTXL TV) Sacramento is looking for a key player to lead its technical and engineering team. The ideal candidate will possess strong scripting and programming skills, particularly in languages such as VB script, PHP and Perl particularly with web applications interfacing with MySQL (Drupal, Slash, etc?) Knowledge of networking, Cisco IOS, various client and server operating systems (both closed and open source) required. Experience with A/V automation (AMX/Crestron) a plus. Experience managing the planning, design, installation and repair of all television, mobile and internet systems and equipment. Responsible for station technical operations, including studios, on-air, news, remote operations, production, electrical and maintenance. The ability to handle multiple simultaneous projects and tasks while dealing with interrupts and deadline based workflows a must. Previous broadcast experience not required, a passion for continued learning is.

We provide an exciting, bleeding edge atmosphere, competitive salary and benefits, and an opportunity to help transform an industry. Re-location is not available. Please reply in confidence to: Director of Technology at: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com). FOX 40 is an equal opportunity employer.

Please submit your resume to this address.

**GOOD TO GREAT DIRECTOR OF SALES!**

That's where we are going! FOX 40/Sacramento is looking for its next sales leader

- If you like to lead from the front, we should talk.
- If you know how to recruit, grow and retain a winning sales staff, we should talk.
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- If you know how to nail a budget, a forecast, plus price and manage inventory, we should talk.
- If you know how to bundle and sell on-air with online, mobile, texting and events, we should talk.
- If you know how to build and maintain great relationships internally and externally, we should talk.

If this sounds like you, please reply in confidence to: [Jerry.DelCore@FOX40.com](mailto:Jerry.DelCore@FOX40.com). We'll talk!

KTXL-FOX40 is an equal opportunity employer.

**Sommelier**

Often, the people happiest in their jobs are those who have made a career out of their passion. Fortunately for sommeliers, it's easy to...

**Circus Ringmaster**

Life's a circus for Johnathan Lee Iverson -- literally -- and he loves every minute of it.

**Chocolatier**

Ahh a chocolatier -- a recession-proof job if ever there was one.

**Tattooist**

Some people see the human body as a work of art, and modern-day Picassos are itching to improve that blank canvas with inked designs.

**Wedding Planner**

Weddings have become all too important events in today's world. People go to incredible lengths to put on the most lavish gathering or...

**Rolling Stone Magazine Writer**

Have a knack for in-depth writing and an ear for pop culture, politics and music, then we've got a job for you. How cool would it be to...

**Window Display Designer**

When the budget gets tight, who doesn't love to escape with a little window shopping? Window displays play an integral part of the...

**Makeup Artist**

Are you fearless when it comes to blending bright and dark colors together? Can you keep a steady hand when applying eyeliner?

**Chef**

A chef is a highly skilled and versatile job. Study in the culinary arts is virtually a must to properly prepare meals and run a...

**Travel Writer**

The recent release of the movie "Eat Pray Love" has us wondering how cool it must be to write about traveling for a living.

**Ice Sculptor**

Bob Roberts quit his job as a sous-chef for the Hyatt Hotels and decided to pursue his true passion in life.

**Sports Mascot**

Have you ever fantasized about becoming a professional athlete but don't want to suffer through the hits and the bruises? Don't give up.

**Ice Cream Sommelier**

You read that correct: ice cream sommelier.

**Park Ranger**

If you're experiencing a severe case of cabin fever in the office cubicle, then an escape into nature -- and not just for a vacation --...

**Stories of the Week**



**Do you answer work e-mail at home?**

If you and your favorite smart phone are working nights, weekends and holidays, you may have a problem.



**Gail MarksJarvis: Looking for a job? Go get some coffee or hit the gym**

Polishing resumes and smiling doesn't win jobs in a competitive environment. You need to plot ways to get to the manager's attention.



**Make the connection with peers, forgotten contacts**

Remember that connecting to peers can be beneficial throughout your career and not

fox40.com/2011/01/04/fox40-careers-2011-01-04



Best and worst jobs for 2011



Do you leave for lunch?

Welcome to Lunch Hour, a column dedicated to that wonderful break in the workday



Video Games: Not just for Fun, Make it a Career

If you think playing video games is a waste of time, think again. Besides being fun, there is a nice chunk of change to be made in designing...



What makes a bad boss?

Everyone is taught about or prepped on harassment on the job. But what about cruelty? Cowardice? And good old-fashioned incompetence?



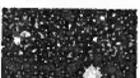
Job prospects remain grim for 2011

More than a year after the recession officially ended, thousands of unemployed people continue hunting for jobs that don't exist and...



U.S. jobless rate drops to 9.4%

The U.S. economy created fewer new jobs last month than expected, a painful reminder of just how slow the overall recovery may be despite...



Welcome 2011: This one's for you

How about this novel notion for the new year? How about spending the coming year taking time out, just once each and every month, for the...



Workplace resolutions: Who needs 'em?

At a time when those of us who are lucky enough to be employed are doing more work – in some cases for less money – than we...



The worst company gift ever

Still fuming about the stale fruitcake, the corporate-logo key chain or cheesy alarm clock? All bad. But nothing says "we value our..."



Silencing the 'reply all' beast

The top e-mail annoyance in the workplace is excessive use of "reply all." How to identify and maybe even solve the problem.



The top 50 companies to work for

Facebook, the social networking giant, has landed the ultimate compliment from its employees: ranking No. 1 on a newly-released list of 50...



Robert Pagliarini: Taking advantage of job hunters?

Employers have every right to test, interview, poke and prod in order to find the best job candidate, but sometimes they cross the line.

## Career Tips & Tools

### Sudden money

It's everyone's dream. Winning the big jackpot that changes everything. But even if you weren't one of the winner's in last week's \$380...

### Get more financial peace of mind

#### 7 tips to master every meeting

Would you like to nail job interviews, close new clients and maximize every meeting? It's simple with a little preparation.

#### Ten easy tips to save money this Christmas

Want to learn how to save money on gifts this Christmas and not feel like a Scrooge? According to this year's National Retail Federation...

### A revolutionary new way to learn

One of the best ways to make incremental progress during your other eight hours is to learn. There are all sorts of newfangled websites that...

### Daydream your way to a better life

One of the most popular self-help books ever written on depression is "Feeling Good" by Dr. David Burns. He identifies several cognitive...

### The secret to success for artists, creatives

So you want to be an author, an actor or maybe even a rock star? It doesn't much matter what you want to do, just that you do it. Whatever...

### Fear of failure? 3 tips to guarantee success

It takes guts and determination to invest the other eight hours into improving yourself or starting a business. If you've taken night...

### The secret to being poor

Everyone and their brother has the "secret" to being rich. Countless books, articles and late-night infomercials have revealed how we can...

### Make more money, live your passion

Ads by Google

\$33 Laptops, \$24 iPads?  
Today:Laptop and iPads Sold for up to 90% Off, Buy Yours Today?  
QuiBids.com/Save-Big

Top 2011 Online Grants  
Grant Funding May Be Available Go Back To School!  
www.ClassesUSA.com

Fox40  
Find Technical Info & Great Prices On Fox 40 Bike Forks.  
CompetitiveCyclist.com

Your financial life has a certain trajectory, similar to a ball on a track. There will be twists and turns, but you can easily determine...

Deducting hobby expenses (think business hours) are a great idea, but they are terrible from a tax perspective. Why? You are not allowed to deduct...

**ON YOUR HOME**  
\*based upon the cost of \$250,000 home

News

- Top Stories
- Nation & World
- Capitol Pulse
- Dollars & Sense
- Crime Alert
- Offbeat

FOX40 Live

- Annalee
- Paul's Picks
- Bethany
- Cyberguy
- Ask Officer Rich
- Cooking

Weather

- Sacramento
- Stockton
- Modesto
- Lake Tahoe
- SF Bay Area
- Storm Central

Sports

- National Sports
- Overtime Online
- Auto Racing
- Local Teams
- High School
- Mountain Lions

Entertainment

- Tv Schedule
- Shows
- Movies
- Muslc
- Gaming
- Hot on the Web

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- Careers

**FOX40** KTXL TV  
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A Tribune Broadcasting website



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Jobs >>TV Station Jobs

33 - TV Station Jobs listings

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<u>DATE</u>	<u>CITY STATE</u>	<u>TITLE</u>	<u>COMPANY</u>
2/25/2011	Sacramento CA	Asst, News PT	Tribune Company
2/22/2011	Schenectady NY	Account Executive	WNYA
2/22/2011	Milwaukee WI	Anchor/Reporter	CBS-58
2/18/2011	Milwaukee WI	Bilingual Producer/Reporter	Telemundo
2/15/2011	San Diego CA	Writer/Producer, Associate	KSWB Fox 5 San Diego
2/10/2011	Milwaukee WI	Meteorologist	WITI-FOX 6
2/4/2011	Palm Beach Gardens FL	Digital Client Specialist	WPBF TV
2/4/2011	Springfield MA	Reporter WSHM	Meredith
2/3/2011	Springfield MA	News Director	Meredith
2/3/2011	Mobile AL	General Manager	Danny Lipford Media
2/3/2011	Glendale CA	Producer AM News	ABC7 Los Angeles
2/1/2011	Baton Rouge LA	Creative Services Director	WGMB Fox 44
1/28/2011	Baton Rouge LA	Meteorologist	WVLA NBC33
1/28/2011	Baton Rouge LA	Promotions Editor/Producer	WVLA NBC33
1/28/2011	Baton Rouge LA	News Producer	WGMB FOX44
1/27/2011	Milwaukee WI	Bilingual Sales Account Executive	WDJT CBS-58
1/21/2011	Milwaukee WI	Assistant Chief Engineer	WDJT CBS-58
1/20/2011	Houston TX	Part Time Engineering Operations Technician (EOT)	KIAH
1/20/2011	New Bern NC	Station Operation Supervisor/Traffic Coordinator	ION Media Networks, Inc
1/18/2011	Sacramento CA	Anchor, Weather	Tribune Company
1/17/2011	Baton Rouge LA	Promotions Producer/ Editor	WGMB FOX44
1/17/2011	Sacramento CA	Anchor/Reporter	Tribune Company
1/13/2011	Sacramento CA	Dir, Sales	Tribune Company
1/13/2011	Sacramento CA	Photographer	Tribune Company
1/11/2011	Milwaukee WI	Meteorologist	WDJT CBS-58

Records 1 to 25 of 33

Music Business

Learn > Marketing Distribution Management

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The security of your personal information is of paramount importance to us



For this reason, we hire outside companies to test our security on a daily basis.

**Hoffman, Karen**

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**From:** EntertainmentCareers.Net Support [andrew@entertainmentcareers.net]  
**Sent:** Thursday, January 13, 2011 4:22 PM  
**To:** Hoffman, Karen; Fox40HR (KTXL)  
**Subject:** Your Dir, Sales job submission.

\*\*\*\*\*CONFIRMATION\*\*\*\*\*

Thank you for posting your jobs with EntertainmentCareers.net.

- \*New\* Upgrade your posting to get better visibility:
- Keep your posting in the top of the search results.
  - Have your posting or company featured on the front page of the site.
  - Add your logo.
  - Include a link to your website.

Click here upgrade, edit, or remove your posting <http://entertainmentcareers.net/d/?d=C9F8C18DB0F2A6AC>

We respectfully ask you to do the following:

#1 When the position is filled, please remove it (instructions below) from the site ASAP.

#2 When you do hire someone as a result of posting on EntertainmentCareers.Net, please, please, let us know. This is the only way we measure our performance and it absolutely makes our day to hear the SUCCESS stories.

#3 Please provide us with any feedback that you may have, we always welcome suggestion for improving the site. If you would like to see a feature added to the site, let us know. We have, so far, never turned down a request to add a feature.

#4 We strive to get things right; Please let us know ASAP if there are any problems.

Please note that it will take 1 business day until you will be able to see the posting on the website. If you need a posting rushed, please let us know

\*\*\*\*Your Listing\*\*\*\*

Use this link to edit your posting <http://entertainmentcareers.net/d/?d=C9F8C18DB0F2A6AC>

Full or Part Time: Full Time

Job or Internship: Job

Company: Tribune Company

City: Sacramento

State: CA

Job Title: Dir, Sales

Job Code: 16351

Job Description: Good to Great Director of Sales!

That's where we are going! FOX 40/Sacramento is looking for its next sales leader.

If you like to lead from the front, we should talk If you know how to recruit, grow and retain a winning sales staff, we should talk.

If you have a proven track record for making and surpassing budgets, we should talk If you know how to nail a budget, a forecast, plus price and manage inventory, we should talk If you know how to bundle and sell on-air with online, mobile, texting and events, we should

talk.

If you know how to build and maintain great relationships - internally and externally, we should talk.

If this sounds like you, please reply in confidence to: Jerry.DelCore@FOX40.com. We'll talk!

Contact us: Please send Cover Letter and Resume to Fox40hr@tribune.com. Please no phone calls

Your anonymous EntertainmentCareers.Net email address will be shown in the posting and will forward to fox40hr@tribune.com

Please do not send resume as text in body of email

Please send resume as an attachment

To make any changes or to delete the listing, go to the employer's section of the site <http://www.entertainmentcareers.net/employers/> and click on 'Edit/Delete Posting'.

Thank you,

Brad Hall  
Founder/CEO  
EntertainmentCareers.Net  
310-442-0200 Phone  
310-442-0204 Fax

63.131.134.187

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Dir, Sales  
Tribune Company

Job Snapshot	
Location:	Sacramento, CA 95820
Employee Type:	Full-Time
Industry:	Broadcasting - Radio - TV
Manages Others:	No
Job Type:	Media - Journalism - Newspaper
Experience:	Not Specified
Relocation Covered:	No
Post Date:	1/12/2011
Contact Information	
Ref ID:	16351

**Description Good to Great Director of Sales!**

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If this sounds like you, please reply in confidence to: [\[Click Here to Email Your Resumé\]](#). We'll talk!



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Broadcast Employment Services

**FOX** KTXL (FOX) Sacramento, California

**Position** Director of Sales  
**Reference #** TVJ#34147708  
**Type** Television  
**Full / Part** Full Time - Regular  
**Experience** See Ad  
**Posted** 1/24/2011  
**Closes** 2/24/2011  
**Time Left** 3 Days  
**DMA** #20  
**Found In** Sales - Director of Sales



## Director of Sales

Good to Great Director of Sales!

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If you know how to build and maintain great relationships - internally and externally, we should talk.

## Supplemental Information

**Salary Type**  
**Salary Range**  
**Starting Salary / Year**  
**Starting Salary / Hour**  
**Job Type** Full Time - Regular

**Hours**  
**Workweek**  
**Scheduled on Holidays**  
**Start Date**  
**Probation Period**

**Benefits**  
**Benefit Premium**  
**401K Plan**  
**Vacation**  
**Paid Sick Leave**

**Phone Calls**  
**Agent Phone Calls**

**Résumé**  
**Cover Letter**  
**References**  
**Salary History**

**Tape / Reel**  
**Tape Format**  
**Tape Return**  
**Director's Track**

**FAX Résumé** No  
**TVJobs.com E-Résumé**

**Degree Required**  
**Contract Required**

If this sounds like you, please reply in confidence.

>>>Apply Here<<<

When responding to this job ad, please mention you saw it listed at TVJobs.com

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Contract Length

Special Requirements

Driver's License

Insurance

Good Driving Record

Heavy Lifting

Previous Applicants

Local Apartment Rental

Moving Expenses

Union Position

Union Contract Expires

Confirmation Letter

Rejection Letter

Feedback

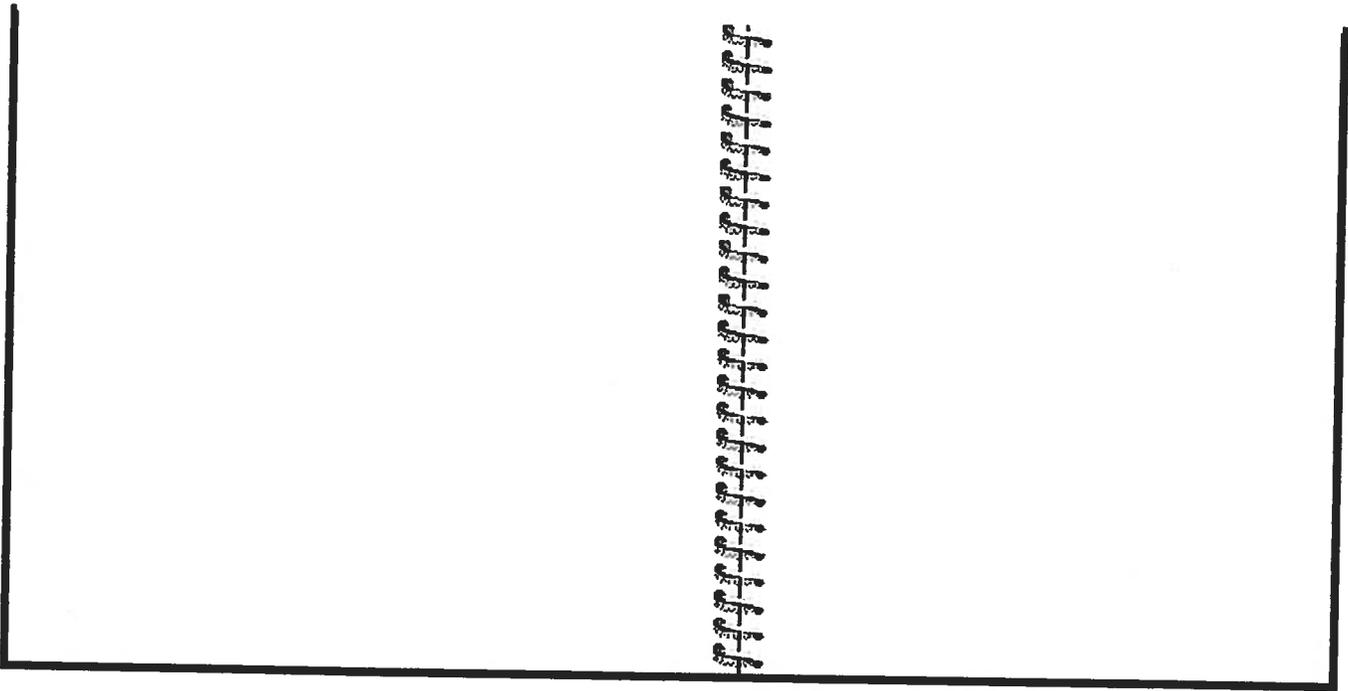
Drug Screen

Proof of Eligibility to work in U.S. Required

Equal Opportunity Employment Yes

EOE Data Form Yes



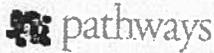


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Job ID  mm/dd/yyyy to  Job Title  -- Any Status -- Search Clear all

Show:  Completed Posts  Incomplete Posts

Job ID	Submitted	Job Title	City	Location	Sites Selected - Collapse All																
16351	1/12/2011	Dir, Sales	Sacramento	US, CA	<div style="border: 1px solid black; padding: 5px;"> <p>(3) Sites ▾</p> <table border="1"> <thead> <tr> <th>Site Name</th> <th>Costs</th> <th>Clicks</th> <th>Status</th> </tr> </thead> <tbody> <tr> <td>Air Jobs Daily</td> <td>Free (\$0.00)</td> <td>0</td> <td>Submit pend delete to sit</td> </tr> <tr> <td>Careerbuilder Network - Member Priority Post</td> <td>Member (\$0.00)</td> <td>0</td> <td>Submit pend delete to sit</td> </tr> <tr> <td>EntertainmentCareers.NetFree (Basic-Free)</td> <td>Free (\$0.00)</td> <td>0</td> <td>Submit pend delete to sit</td> </tr> </tbody> </table> </div>	Site Name	Costs	Clicks	Status	Air Jobs Daily	Free (\$0.00)	0	Submit pend delete to sit	Careerbuilder Network - Member Priority Post	Member (\$0.00)	0	Submit pend delete to sit	EntertainmentCareers.NetFree (Basic-Free)	Free (\$0.00)	0	Submit pend delete to sit
Site Name	Costs	Clicks	Status																		
Air Jobs Daily	Free (\$0.00)	0	Submit pend delete to sit																		
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EntertainmentCareers.NetFree (Basic-Free)	Free (\$0.00)	0	Submit pend delete to sit																		

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Job Code #  
245811

## General Sales Manager Checklist

1. Leadership
  - a. Lead by example. Put in the time and effort to be successful and create an environment that fosters success. Know your station, the competition, and the market in detail.
  - b. Participate in station functions. Be visible with staff, community and industry groups.
  - c. Anticipate problems. Set strategies and expectations and see them through to completion.
2. Communication, Relationships
  - a. Meet with agency and client decision makers at least three times per week.
  - b. Maintain weekly communication with national rep GSM and team managers. Travel to key rep offices at least three times per year. Hold quarterly review/strategy sessions.
  - c. Conduct at least two sales meetings per week. One informational meeting led by the GSM focusing on sales training, strategy, inventory, research, and programming. The other, led by the LSMs, focusing on market competitive, pricing, and specific goals.
  - d. Provide your staff with accurate ratings estimates and program schedule at least two months before the start of a quarter. Update rate and inventory information weekly or more if necessary. Clearly articulate areas that need special attention and focus.
  - e. Keep your general manager and Tribune v.p./sales updated on all key sales issues.
3. Recruitment, Succession
  - a. Know the competitive landscape in your market and identify the quality prospects at the competition. Meet with prospective hires, even when no job openings exist.
  - b. Provide all employees with annual performance evaluations and be sure your sales managers do the same. This should include a formal, written review or succession plan.
  - c. Identify and nurture future management candidates from within your own ranks.
  - d. Discuss all hiring/termination recommendations with General Manager and Tribune v.p./sales. Assure that all managers work toward developing a diverse sales force.
  - e. Provide accurate job descriptions for all positions in your department.
4. Training
  - a. All new hires are required to go through the Tribune Broadcasting Sales Training Program (in Chicago) or at the station as administered by sales management.
  - b. Utilize modules from the TBC Sales Training Manual as well as information from TVB, trade publications, and other outside sources to keep your entire staff up to date.
  - c. Be sure staff is properly trained on and fully utilizes Scarborough, ~~TV Seam~~ CMR, and other sales software systems; *specifically wide ORBIT, the Domain, and CRM.*
5. Forecasting/Inventory Control
  - a. Continually analyze the marketplace, identify share gains/losses and pricing tendencies among your competitors and adjust your strategy accordingly.
  - b. Utilize an organized inventory management system that closely monitors pending reports, AUR/pricing reports, sell-out percentages and a grid rate card that ties into the traffic system. Actively manage station inventory to maximize billing and market share.
  - c. Work closely with traffic department and account executives to keep the make good process working and avoid credits/discrepancies. Approve all orders personally.
6. Teamwork
  - a. Insist on cooperation between individuals and among departments at the station.
  - b. Be a mentor to managers. Senior account executives should mentor inexperienced reps.
7. Financial
  - a. Monitor operating results vs. budget and prior years/periods continually.
  - b. Be vigilant with expenses and ensure value of outside contract services.

**TRIBUNE COMPANY  
KTLA TV  
POSITION DESCRIPTION**

**JOB TITLE:** General Sales Manager

**DEPARTMENT:** Sales

**REPORTS TO:** General Manager

**DATE:** January 1996

**NATURE AND SCOPE**

Responsible for insuring that local and national sales efforts result in achieving revenue plan for the year, fostering a positive, aggressive image of the station in the market, increasing revenue share each year and building and maintaining a winning sales department.

**DUTIES AND RESPONSIBILITIES**

1. Prepares annual sales revenue budget for the General Manager, both for local and national sales.
2. Monitors daily, weekly and monthly sales performance for the station as well as the station's overall performance against the market.
3. Analyzes monthly performance data based on the Ernst & Young report for both the station and the market. Identifies sales strengths and strategies for the station and its competitors.
4. Prepares a monthly sales report for the General Manager.
5. Evaluates two local and two national sales manager's performance.
6. Monitors and controls sales inventory for the station as well as prepares a quarterly rate card for sales.
7. Responsible for motivating and successfully leading four sales managers, eight account executives and a support staff of seven assistants to function as a winning team.
8. Oversees the performance of the national sale representatives, Telerep, and its interaction with the station's national accounts.

**REQUIREMENTS**

Ten to twelve years of rep or station sales experience combined with five years prior sales management experience. Requires an undergraduate degree in business, marketing, liberal arts or equivalent related experience. Excellent communication skills, both written and oral, are required. Strong managerial and supervisory skills are necessary. The incumbent must be analytical, creative, a good listener, aggressive, a skilled negotiator and possess excellent presentation skills to succeed in this position. Regular travel to Telerep offices required each quarter.

General Sales Manager

Page 2

**COMPLEXITY**

Careful judgement needed for hiring sales managers to lead sales efforts. Solid listening skills, excellent organizational ability, attention to detail in preparing revenue forecasts, analyses, etc. are all mandatory. Bottom line decision making required to achieve both operating and revenue goals.

**IMPACT OF DECISIONS**

Decisions made by the GSM directly impact the revenue success of the station as well as its external image to the advertising community. Responsible for a revenue budget in excess of \$185 million as well as an operating budget of \$6 million.

**WORK RELATIONSHIPS**

GSM comes in contact with the General Manager on a daily basis to report and review sales performance each week. Also works with the Traffic Operations Manager and Program Director on a daily basis to insure inventory control and program sale availabilities. Works closely with four sales managers and research director in directing sales effort for the station; daily contact with account executives as well. Contact with other departments at the station which provide staff support to the sales department. Outside contact with high level agency directors and buyers; syndicators also contacted on a regular basis. Direct contact with the local area business/retail leaders and owners.

**SUPERVISORY RESPONSIBILITIES**

Directly supervises two local sales managers, two national sales managers and one secretary.

Written by \_\_\_\_\_ Date \_\_\_\_\_

Approved by \_\_\_\_\_ Date \_\_\_\_\_

May 2, 2002

**Position:** **General Sales Manager**

**Department:** Sales

**Supervisor:** Station Manager

**Duties:** Responsible for insuring that local and national sales efforts result in achieving revenue plan for the year, fostering a positive, aggressive image of the station in the market, increasing revenue share each year and building and maintaining a winning sales department. Prepares annual sales revenue budget for the Station and General Managers. Monitors daily, weekly and monthly sales performance for the station as well as the station's overall performance against the market. Analyzes monthly performance data based on the Ernst & Young report for both the station and the market. Identifies sales strengths and strategies for the station and its competitors. Monitors and controls sales inventory for the station as well as prepare a quarterly rate card for sales. Responsible for motivating and successfully leading sales team. Oversees the performance of the national sale representatives, Telerep, and its interaction with the station's national accounts.

**Requirements:** Ten to twelve years of rep or station sales experience combined with five years prior sales management experience. Requires an undergraduate degree in business, marketing, liberal arts or equivalent related experience. Excellent communication skills, both written and oral, are required. Strong managerial and supervisory skills are necessary. The incumbent must be analytical, creative, a good listener, aggressive, a skilled negotiator and possess excellent presentation skills to succeed in this position. Regular travel to Telerep offices required each quarter. Careful judgement needed for hiring sales managers to lead sales efforts. Solid listening skills, excellent organizational ability, attention to detail in preparing revenue forecasts, analyses, etc. are all mandatory. Bottom line decision making required to achieve both operating and revenue goals.

**Available:** Immediately

**To Apply:** Contact Human Resources, extension 5547

**Hoffman, Karen**

---

**From:** Del Core, Jerry  
**Sent:** Tuesday, November 16, 2010 1:40 PM  
**To:** Hoffman, Karen  
**Subject:** FW: GSM Ad for posting

Hi Karen,

Per our conversation, let's post the ad for the GSM position. Ray recommended contacting Barbara Lopez Nash at KTLA. Ray also suggested using Spots & Dots and/or Broadcasting & Cable.

Jerry

**Good to Great GSM!**

**That's where we are going! FOX 40/Sacramento is looking for its next sales leader.**

**If you like to lead from the front, we should talk**

**If you know how to recruit, grow and retain a winning sales staff, we should talk.**

**If you have a proven track record for making and surpassing budgets, we should talk**

**If you know how to nail a budget, a forecast, plus price and manage inventory, we should talk**

**If you know how to bundle and sell on-air with online, mobile, texting and events, we should talk.**

**If you know how to build and maintain great relationships – internally and externally, we should talk.**

**If this sounds like you, please reply in confidence to: [Jerry.DelCore@FOX40.com](mailto:Jerry.DelCore@FOX40.com). We'll talk!**

Job 2010-16351: Dir, Sales

**Detail:** Job Information

**Job Code:** 245811-Dir, Sales  
**Job ID:** 2010-16351  
**Folder:** Approved  
**Job Title:** Dir, Sales  
**EEO Category:** First/Mid-Level Officials and Managers  
**Category:** Advertising  
**Job Type:** Employee Full-Time  
**Hire Type:** Replacement  
**If Replacement - Who?:** Michael Armstrong  
**Employee Class:** Exempt  
**# of Positions:** 1 (1 remaining)  
**Targeted Job Start Date:** 11/18/2010

**Detail:** Assignment

**Hiring Manager:** Gerald Del Core, jerry.delcore@fox40.com

**Job Location:** KTXL-TV  
 4655 Fruitridge Road  
 Sacramento, California 95820  
 United States

**Recruiter:** Karen Hoffman, karen.hoffman@fox40.com

**Coordinator:** Karen Hoffman, karen.hoffman@fox40.com

**Detail:** Requirements

**Min. Exp. (Yrs):** 5  
**Visa:** No Restrictions

**Detail:** Additional Information**Requisition Notes:**

Position discussed at Budget Meeting all agreed to post position and approved

**Description:** Job Description**Overview:**

**Good to Great Director of Sales!**

**That's where we are going! FOX 40/Sacramento is looking for its next sales leader.**

- If you like to lead from the front, we should talk**
- If you know how to recruit, grow and retain a winning sales staff, we should talk.**
- If you have a proven track record for making and surpassing budgets, we should talk**
- If you know how to nail a budget, a forecast, plus price and manage inventory, we should talk**
- If you know how to bundle and sell on-air with online, mobile, texting and events, we should talk.**
- If you know how to build and maintain great relationships – internally and externally, we should talk.**

**If this sounds like you, please reply in confidence to: [Jerry.DelCore@FOX40.com](mailto:Jerry.DelCore@FOX40.com). We'll talk!**

Updated: 3/1/2011 9:46 AM  
Created: 11/17/2010 4:01 PM

KLLOWN 1

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KTXL TV SACRAMENTO



57° F

NEWS FOX40 LIVE WEATHER SPORTS ENTERTAINMENT HEALTH LIFESTYLE ABOUT US ALERTS LIVE STREAM

CONTESTS & EVENTS: COMMUNITY CALENDAR NEWS TEAM CAREERS

CLICK THIS: | PICS: WHO'S DANCING THIS SEASON? | WATCH: OFFENSIVE AD? | FRUGAL FRIDAY FREEBIES! | BRING IDOL TO SAC! Search SEARCH

**O** missed doses for the month.

Models used for illustrative purposes only.



right away if you develop symptoms such as a high fever, rigid muscles, shaking, confusion, sweating more than usual, increased heart rate or blood pressure, or muscle pain or weakness. Treatment should be stopped if you are being treated for NMS.

Tardive Dyskinesia (TD) is a rare, but serious and sometimes

## CAREERS

### Current Openings:

#### EXECUTIVE PRODUCER, P.M. NEWS:

This is not just any EP position, and we're not just any station. Four years ago, FOX40 added its second newscast. This was the first expansion of news in 32 years. Since then, we have skyrocketed to the number two news leader in town, broadcasting more local news than any single channel.

We more than doubled the size of our staff, and brought in every resource imaginable including four ADDITIONAL live trucks, jib cam, steady-cam, new towercams, receive sites, and the only fully-high definition news operation in the market. We've created a powerful web presence, and we're looking for more ways to expand in TV, web, and just about any other medium you can think of.

Tribune is a unique company, run by future-thinking people. The EP candidate must know how to build procedures to ensure excellence on a tight budget. You need to be a show doctor who loves a jib move to a double monitor graphic, with an animation, and a walk-and-talk live shot. You need to be able to help reporters do solid "promise" teases, and get them in early enough to make the topicals. You need to live and breathe news. You must quickly spot trends in the ratings to steer content. You need PROVEN people skills and the ability to manage dynamic and powerful personalities who are encouraged to debate content in a collaborative environment. We are a staff who really cares about each other and the product, and the EP needs to be tough as nails, but nurturing and coaching.

If you want your typical day to involve crafting a rundown while coordinating breaking news, drawing up a new set design, interviewing future multimedia journalists, while updating your Twitter feed, and turning water into wine as you pass by the break room, you may have the aptitude for the job. If your goal is to become news director, this is the right job to get you there.

Email a few bullet points about how you manage in your newsroom to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com).

#### COORDINATING PRODUCER:

Help shape the future of news. We're looking for an aggressive, forward thinking individual to book and build segments and special projects for our smarter vision of news. You will be responsible for enterprising, researching, booking, coordinating, and building guest and feature segments. You will use your solid news judgment in supporting the newsroom's daily operations, including writing, online editing, and producing as needed.

We have a 5 & 1/2 hour live show... you must be extremely organized and detail-oriented, creativity is a must.

Please send resume to [charles.bernard@fox40.com](mailto:charles.bernard@fox40.com).

**PRODUCER:** Wanted: Dynamic, forward-thinking, producer who can build a show so slick our directors can't even handle it. Wanted: News junkie who can't stand the typical talking head newscast. Wanted: A producer who stares down a 5 and a half hour live show, 4 anchors, 4 reporters, 5 live trucks and says "Is that all you got?"

If this is you, we need to talk; email your resume to [Charles.Bernard@FOX40.com](mailto:Charles.Bernard@FOX40.com) You will also need to navigate a bunch of online forms to prove you REALLY want the job. Please submit your formal application here.

#### MORNING ANCHOR / WEATHER PERSON:

We're a very unique TV station with a smart brand of news, conversation, viewer interaction, and personality. We're looking for a clever, sassy, opinionated, brilliant weather person who wants to grow their anchoring skills and join the best group of morning people I've ever worked with. We are about thinking on your feet, walking-and-talking, and demanding a lot from the anchor and producers of the show. The last two anchors took their tape from our station to land their dream jobs. They went from markets 84 and 122 to Sacramento, then after 3 years, they went to top ten markets (Houston and San Francisco).

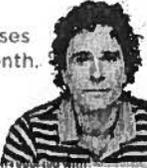
If you're confident in your weather skills, and ready to be challenged, send a link to your resume montage to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com) and apply online at by clicking here.

#### FREELANCE REPORTER/MMJ:



**O** missed doses for the month.

Models used for illustrative purposes only.



INVEGA® SUSTENNA® and similar medicines. Call your doctor right away if you develop symptoms such as a high fever, rigid muscles, shaking, confusion, sweating more than usual, increased heart rate or blood pressure, or muscle pain or weakness. Treatment should be stopped if you are being treated for NMS.

## Cool Jobs

#### Forensic sketch artist

Sit down with a talented artist who is behind some of those pivotal police sketches that in many cases help nab the bad guys.

#### Toy maker

Are you tired of working that lame nine-to-five job planted behind a desk? Ever wish you could play with or design toys for a living?

#### Circus Ringmaster

Life's a circus for Johnathan Lee Iverson -- literally -- and he loves every minute of it.

#### Restaurant Critic

Are you passionate about food and skillful with a pen? Do you know truffles from tripe, when to use good verses well?

#### Museum Curator

While we're all familiar with the movie "A Night at the Museum," wouldn't it be cool to spend your day at the

Great opportunity for an experienced reporter to work in a top 20 market on an as-needed basis. We're looking for a reporter who can work in a fast-paced environment and bring a strong background in reporting. A candidate with your skill set and chops are here. 3-4 years experience in reporting is a must. Must have examples of a live shot and a live standup. Must be able to write a compelling story about your craziest live shot ever, and 3 ways you find unique story ideas. Don't send DVDs. That's so 2005.

**MULTIMEDIA JOURNALIST**

aggressive journalists to be part of that. If you can walk-and-talk, hold up things, demonstrate, and bring viewers the sights, sounds, and smells of a live scene, you might be right for this job. If you find 3 story pitches while going through the grocery store checkout line, you might be right for this job. If you could produce a compelling story about any person you meet, you might be right for this job.

You need to be able to shoot and edit, but it won't be required every day. We assign a one or two person team based on the needs of the story. We want people who want to work hard, and bring innovative ideas to everything they touch. If this is you, send a link showing your work to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com). Include information about your craziest live shot ever, and 3 ways you find unique story ideas. Don't send DVDs. That's so 2005.

**NEWSROOM ASSISTANT: \*\*PART-TIME ONLY\*\***

We're looking for entry level people who want to do it all..... shoot, edit, write, produce. You'll work in the studio, run prompter, post to the web, shoot video, and learn, learn, and learn. Must be able to shoot, edit, and write, and we'll teach you the rest. Hours include anything from 2 a.m., weekends, holidays, etc. We're a 24/7 operation. Send resumes to [Mike.McConnell@fox40.com](mailto:Mike.McConnell@fox40.com)

**PHOTOGRAPHER:**

KTXL is seeking a hard working self-motivated individual with excellent time management skills who works under deadline to join our video journalist team full time. We are looking for a creative individual who works well with others. A valid CA driver's license, clean driving record and the ability to work flexible hours is required.

Duties include shooting, editing and interviewing for our news casts and other news content we produce. Understanding web and mobile platforms a plus. Ideal candidate will have experience with Final Cut Pro and solid state cameras. A firm understanding of ENG trucks and transmission also a plus. Please submit your resume online [here](#).

**ACCOUNT EXECUTIVE (2):**

KTXL FOX40 has two openings within our Sales Department so prepare your resumes! We are also searching for an mid-level Account Executive who can quickly step into the role and maintain working relationships with assigned agencies and clients. This individual will utilize all available ratings materials and knowledge of local marketplace to serve their client's needs using all of FOX40's media platforms. Put your broadcast/ad sales experience, and your new revenue-generating ideas to work at KTXL FOX40-TV. Please submit your resume to: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com)

**SALES ASSISTANT:**

KTXL FOX40/FOX40.com has a Sales Assistant position open. We are looking for someone who is focused, a self starter, works independently and would like to move up to a sales position in the future. TV assistant experience would be helpful but not necessary. Job duties include all aspects of assisting managers and account executives with their day to day client service needs, entering orders, pulling spot times and sending them out, posting, up loading on-line ads and trafficking them in Dart. If you would like to join a strong and energetic sales team please send your resume here, or go here: [http://www.careerbuilder.com/JobSeeker/jobs/JobDetails.aspx?IPath=CJR&APath=2.21.0.0.0&job\\_id=J318DS6NFJNYL8JDHB6](http://www.careerbuilder.com/JobSeeker/jobs/JobDetails.aspx?IPath=CJR&APath=2.21.0.0.0&job_id=J318DS6NFJNYL8JDHB6).

**DIRECTOR OF TECHNOLOGY**

FOX 40 (KTXL TV) Sacramento is looking for a key player to lead its technical and engineering team. The ideal candidate will possess strong scripting and programming skills, particularly in languages such as VB script, PHP and Perl particularly with web applications interfacing with MySQL (Drupal, Slash, etc?) Knowledge of networking, Cisco IOS, various client and server operating systems (both closed and open source) required. Experience with A/V automation (AMX/Crestron) a plus. Experience managing the planning, design, installation and repair of all television, mobile and internet systems and equipment. Responsible for station technical operations, including studios, on-air, news, remote operations, production, electrical and maintenance. The ability to handle multiple simultaneous projects and tasks while dealing with interrupts and deadline based workflows a must. Previous broadcast experience not required, a passion for continued learning is.

We provide an exciting, bleeding edge atmosphere, competitive salary and benefits, and an opportunity to help transform an industry. Re-location is not available. Please reply in confidence to: Director of Technology at: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com). FOX 40 is an equal opportunity employer.

Please submit your resume to this address.

KTXL-FOX40 is an equal opportunity employer.

Museum managing collections.

**Makeup Artist**

Are you a dress-writer? It comes to blending bright and dark colors together. In the hair world, what's your styling evening?

**Tattooist**

canvas with inked designs.

**Chef**

A chef is a highly skilled and versatile job. Study in the culinary arts is virtually a must to properly prepare meals and run a...

**Rolling Stone Magazine Writer**

Have a knack for in-depth writing and an ear for pop culture, politics and music, then we've got a job for you. How cool would it be to...

**Professional Ballerina**

The elegance, grace and pirouettes of a ballerina -- who doesn't marvel at how well these artists perform? It certainly looks like a dream...

**Movie Producer**

So you have a love for movies but no desire to act in one. Or you're a problem solver that can get things done. Well, here's a job for you.

**Astronaut**

So you want to be an astronaut? Excellent! Here's a career that combines cool technology, fascinating science and great adventures.

**Cinematographer**

Where you swept away by the Deathly Hallows' tale in the latest "Harry Potter" installment or captivated by Hobbiton in "Lord of the Rings"...

**Sommelier**

Often, the people happiest in their jobs are those who have made a career out of their passion. Fortunately for sommeliers, it's easy to...

**Chocolatier**

Ahh a chocolatier -- a recession-proof job if ever there was one.

**Wedding Planner**

Weddings have become all too important events in today's world. People go to incredible lengths to put on the most lavish gathering or...

**Window Display Designer**

When the budget gets tight, who doesn't love to escape with a little window shopping? Window displays play an integral part of the...

**Travel Writer**

The recent release of the movie "Eat Pray Love" has us wondering how cool it must be to write about traveling for a living.

**Ice Sculptor**

Bob Roberts quit his job as a sous-chef for the Hyatt Hotels and decided to pursue his true passion in life.

**Sports Mascot**

Have you ever fantasized about becoming a professional athlete but don't want to suffer through the hits and the bruises? Don't give up.

## Stories of the Week



...think about this...  
...the decline and focus on professions that have an...



...one day per month, an increase of 39 percent over the...



### To whom it may concern: Get a name

It seems that "To Whom It May Concern" is deemed acceptable for cover letters when you can't find out who is handling the resumes, but you...



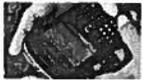
### Unemployment lasts longer for Asian Americans

Asian Americans typically have the lowest unemployment rate of any ethnic group in the United States. But in this weak labor market, once...



### Gail MarksJarvis: Looking for a job? Go get some coffee or hit the gym

Polishing resumes and smiling doesn't win jobs in a competitive environment. You need to plot ways to get to the manager's attention.



### Do you answer work e-mail at home?

If you and your favorite smart phone are working nights, weekends and holidays, you may have a problem.



### Connect with peers, forgotten contacts

Remember that connecting to peers can be beneficial throughout your career and not just when you're job hunting. Peers can share best...



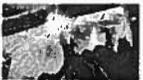
### Job growth remains sluggish

The nation's unemployment level dropped more sharply than expected in January, surprising economists and suggesting the possibility of...



### Do you leave for lunch?

Welcome to Lunch Hour, a column dedicated to that wonderful break in the workday when you track down great restaurant deals with friends,...



### Best and worst jobs for 2011



### Video Games: Not Just for Fun, Make it a Career

If you think playing video games is a waste of time, think again. Besides being fun, there is a nice chunk of change to be made in designing...



### What makes a bad boss?

Everyone is taught about or prepped on harassment on the job. But what about cruelty? Cowardice? And good old-fashioned incompetence?



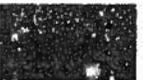
### Job prospects remain grim for 2011

More than a year after the recession officially ended, thousands of unemployed people continue hunting for jobs that don't exist and...



### U.S. jobless rate drops to 9.4%

The U.S. economy created fewer new jobs last month than expected, a painful reminder of just how slow the overall recovery may be despite...



### Welcome 2011: This one's for you

How about this novel notion for the new year? How about spending the coming year taking time out, just once each and every month, for the...

## Career Tips & Tools

### Use incremental change to reach goals quicker

Regardless of who you are, where you live, how much you make or even your education, your life is on a certain path -- similar to a train on...

### Sudden money

It's everyone's dream. Winning the big jackpot that

### Ten easy tips to save money this Christmas

Want to learn how to save money on gifts this Christmas and not feel like a Scrooge? According to this year's National Retail Federation...

### A revolutionary new way to learn

One of the best ways to make incremental progress during your other eight hours is to learn. There are all sorts of newfangled websites that...

### Daydream your way to a better life

clients and maximize every meeting? It's simple

It takes guts and determination to invest the other eight hours into improving yourself or starting a business. If you've taken night...

**The secret to being poor**  
Everyone and their brother has the "secret" to being rich. Countless books, articles and late-night infomercials have revealed how we can...

**Make more money, live your passion**  
Your financial life has a certain trajectory, similar to a train on a track. There will be twists and turns, but you can easily determine...

**9-5** March 9, 20, 2011  
Community Center Theater  
Buy Tickets Now!

Ads by Google

Laptops Sold for \$33.33  
Today Only: All HP Laptops are Sold for up to 98% Off. Buy Yours Today!  
QuiBids.com

\$228 Las Vegas Getaway  
Includes 3 Nts at MGM Grand & RT air. Sale ends Dec. 31st  
www.travelzoo.com

ICIMS Talent Platform  
Employee Data & Candidate Mgmt all in 1 Web-based Platform. Free Demo!  
www.ICIMS.com

News	FOX40 Live	Weather	Sports	Entertainment	About Us
Top Stories	Annalee	Sacramento	National Sports	Tv Schedule	Contests & Events
Nation & World	Paul's Picks	Stockton	Overtime Online	Shows	News Team
Capitol Pulse	Bethany	Modesto	Auto Racing	Movies	Community Calendar
Dollars & Sense	Cyberguy	Lake Tahoe	Local Teams	Music	Careers
Crime Alert	Ask Officer Rich	SF Bay Area	High School	Gaming	
Offbeat	Cooking	Storm Central	Mountain Lions	Hot on the Web	

**FOX40** KTXL TV SACRAMENTO

A Tribune Broadcasting website

# Open Positions

Here are our current job openings. Please click on the job title for more information, and apply from that page if you are interested.

Page 1 of 1

Job ID	Job Title	Location	Posted Date
2011-17389	<a href="#">Asst. News PT</a>	US-CA-Sacramento	2/25/2011
2011-17385	<a href="#">Executive Producer (P.M.)</a>	US-CA-Sacramento	2/24/2011
2011-17132	<a href="#">Producer</a>	US-CA-Sacramento	2/3/2011
2011-17129	<a href="#">Asst. Local Sales</a>	US-CA-Sacramento	2/3/2011
2011-17023	<a href="#">Producer, Segment PT/Coordinating Producer</a>	US-CA-Sacramento	1/26/2011
2011-16976	<a href="#">Dir. Technology</a>	US-CA-Sacramento	1/20/2011
2011-16934	<a href="#">Anchor, Weather</a>	US-CA-Sacramento	1/18/2011
2011-16736	<a href="#">Photographer</a>	US-CA-Sacramento	2/9/2011
2010-14714	<a href="#">Account Executive</a>	US-CA-Sacramento	6/29/2010
2010-13527	<a href="#">VP/General Manager</a>	US-CA-Sacramento	4/22/2010

## Job Search Agent Options:

You can save these search settings as an agent, meaning an e-mail will be sent to you every time a new opening matches your criteria. If you would like to create an agent, please fill out the form below and click the create button.

Name of Agent:

Create Agent

Manage My Agents

## Use this form to perform another job search:

Keywords:

Location:

- (All)
- US
- US-CA-Costa Mesa
- US-CA-Los Angeles

Category:

- (All)
- Accounting/Finance
- Administration
- Administrative/Clerical

Business Unit:

- (All)
- 220 East 42nd Street, New York, NY 10017
- Blue Lynx Media
- Chicago Tribune Company

Position Type:

- (All)
- Employee Full-Time
- Employee Part-Time
- Intern Full-Time

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These search terms are highlighted: **account executive** These terms only appear in links pointing to this page: [indeed com kxtv](#) [Text-only version](#)

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what:  where:

job title, keywords or company city, state, or zip

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Jobs 1 to 1 of 1

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- ▶ Company
- ▶ Location
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**Account Executive**

**KXTV-TV (Sacramento, CA) - Sacramento, CA**  
 cover letter, salary requirements and references to: Tara Simpson, News10, 400 Broadway, Sacramento, CA 95818 or [kxtv-jobs@news10.net](mailto:kxtv-jobs@news10.net). No phone calls please.  
 From CareerBuilder - 5 days ago - [save job](#) - [block](#) - [email](#) - [more...](#)

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indeed

**Hoffman, Karen**

**From:** Hoffman, Karen  
**Sent:** Tuesday, February 15, 2011 2:37 PM  
**To:** 'Cassy Matu'  
**Subject:** FW: jobs available

Hi Cassy,

Here are all the jobs. When I fill a position, I will contact you to take the posting for that job down.

Again, Thank You for your assistance

Karen

**COORDINATING PRODUCER:**

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We provide an exciting, bleeding edge atmosphere, competitive salary and benefits, and an opportunity to help transform an industry. Relocation is not available. Please reply in confidence to: Director of Technologyat: FOX40HR@Tribune.com. FOX 40 is an equal opportunity employer.

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KTXL-FOX40 is an equal opportunity employer.

## Sacramento Hispanic Chamber of Commerce 10 Job postings open for Fox 40 News.

### Job Description

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Please submit your resume to <http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx>

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**Contact Information**

**Business Name:** [Fox 40 News](#)  
**City/State/Zip:** sacramento, CA  
**Email:** [www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx](http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx)

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## Hoffman, Karen

---

**From:** Hoffman, Karen  
**Sent:** Tuesday, March 08, 2011 9:19 AM  
**To:** 'Cassy@sachcc.org'  
**Subject:** I WISH TO UNPOST A JOB LISTING

Cassy,

We've recently had a couple of positions filled that were posted on the job section of your website and would like to have them removed as soon as possible.

The positions are:

Photographer

Account Executive

Sales Assistant

Multimedia Journalist

News Assistant

If you have any questions, please let me know.

Thank you,

Karen Hoffman  
Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

**Hoffman, Karen**

---

**From:** Ebony Strain [estrain@gsul.org]  
**Sent:** Tuesday, March 08, 2011 10:27 AM  
**To:** Hoffman, Karen  
**Subject:** RE: Job Postings for FOX40 KTXL

Thanks for the heads up Karen!

Will do!

---

**From:** Hoffman, Karen [mailto:karen.hoffman@fox40.com]  
**Sent:** Tuesday, March 08, 2011 10:25 AM  
**To:** Ebony Strain  
**Subject:** Job Postings for FOX40 KTXL

Ebony,  
Thank you for posting our recent job openings. We have filled several positions and would like if you could remove the following postings: Photographer, Account Executive, Sales Assistant, News Assistant and Multimedia Journalist.  
Thank you,

Karen Hoffman  
Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

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**Sent:** Tuesday, February 15, 2011 4:29 PM  
**To:** 'estrain@gsul.org'  
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2/16/2011

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[http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=QHKCV0A&ff=21&APath=2.21.21.0.0&job\\_id=J3H20P73CXR434PCCQN](http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=QHKCV0A&ff=21&APath=2.21.21.0.0&job_id=J3H20P73CXR434PCCQN)

KTXL-FOX40 is an equal opportunity employer.

## Hoffman, Karen

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**From:** Hoffman, Karen

**Sent:** Tuesday, March 08, 2011 9:41 AM

**To:** 'larryb@itccinc.org'

**Subject:** Job Postings FOX40

Larry,

We've filled a few positions at the station and would like for you to take them off the job board for your community. The positions are: Photographer, Account Executive, Sales Assistant, Multimedia Journalist, and News Assistant.

Thank you kindly,

Karen Hoffman  
Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

Hoffman, Karen

Inter-Tribal Council of California

From: Hoffman, Karen  
 Sent: Tuesday, February 22, 2011 9:34 AM  
 To: 'larryb@itccinc.org'  
 Subject: Job Postings  
 Good Morning Larry,

I spoke with Christy this morning and she said you are my contact person for posting jobs. I have several that I would like to ask you to post. I understand you have a job board in your office in which you will post this. Thank you very much for your assistance, please do not hesitate to contact me should you have any questions.

**COORDINATING PRODUCER:**

Help shape the future of news. We're looking for an aggressive, forward thinking individual to book and build segments and special projects for our smarter vision of news. You will be responsible for enterprising, researching, booking, coordinating, and building guest and feature segments. You will use your solid news judgment in supporting the newsroom's daily operations, including writing, online editing, and producing as needed. We have a 5 & 1/2 hour live show, you must be extremely organized and detail-oriented, creativity is a must. Please send resume to [charles.bernard@fox40.com](mailto:charles.bernard@fox40.com)

**PRODUCER:**

Wanted: Dynamic, forward-thinking, producer who can build a show so slick our directors can't even handle it.

Wanted: News junkie who can't stand the typical talking head newscast.

Wanted: A producer who stares down a 5 and a half hour live show, 4 anchors, 4 reporters, 5 live trucks and says "Is that all you got?"

If this is you, we need to email your resume to [Charles.Bernard@FOX40.com](mailto:Charles.Bernard@FOX40.com) You will also need to navigate a bunch of online forms to prove you REALLY want the job. Please submit your formal here:

<http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?IPath=CJR&APath=2.21.0.0.0&joi>

**MORNING ANCHOR / WEATHER PERSON:**

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**FREELANCE REPORTER/MMJ:**

Great opportunity for an experienced reporter to work in a top 20 market on an as-needed basis. We're looking for reporters to work 1-2 days per week. Shooting and editing skills are VERY much desired, but not required. We can teach you, as long as your reporter chops are there. 3-6 years experience in TELEVISION REPORTING required Must have examples of active live shots and active standups Must be available in the Sacramento area. Compensation is per diem, no benefits, hours are irregular. Email a link to your video to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com).

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You need to be able to shoot and edit, but it won't be required every day. We assign a one or two person team based on the needs of the story. We want people who want to work hard, and bring innovative ideas to everything they touch. If this is you, send a link showing your work to [brandon.mercer@fox40.com](mailto:brandon.mercer@fox40.com). Include information about your craziest live shot ever, and 3 ways you find unique story ideas. Don't send DVDs. That's so 2005.

**NEWSROOM ASSISTANT: \*\*PART-TIME ONLY\*\***

We're looking for entry level people who want to do it all.... shoot, edit, write, produce. You'll work in the studio, run prompter, post to the web, shoot video, and learn, learn, and learn. Must be able to shoot, edit, and write, and we'll teach you the rest. Hours include anything from 2 a.m., weekends, holidays, etc. We're a 24/7 operation. Send resumes to [Mike.McConnell@fox40.com](mailto:Mike.McConnell@fox40.com).

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If you would like to join a strong and energetic sales team please send your resume here:

[http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?IPath=CJR&APath=2.21.0.0.0&job\\_id=J3I8DS6NFIJNYL8JDHB6](http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?IPath=CJR&APath=2.21.0.0.0&job_id=J3I8DS6NFIJNYL8JDHB6).

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Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

**Hoffman, Karen**

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**From:** Hoffman, Karen  
**Sent:** Tuesday, March 08, 2011 9:32 AM  
**To:** 'dpendleton@societyfortheblind.org'  
**Subject:** Job Postings KTXL FOX40

Debbie,  
We have filled a few open positions at the station recently and would appreciate if you could remove them from your community resources. The positions are: Photographer, Account Executive, Sales Assistant, Multimedia Journalist, and News Assistant.  
Thank you very much for your assistance in this matter.

Karen Hoffman  
Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

Lewis, Karen

# Society for the Blind

**From:** Lewis, Karen  
**Sent:** Tuesday, February 22, 2011 2:39 PM  
**To:** 'dpendleton@societyfortheblind.org'  
**Cc:** Hoffman, Karen  
**Subject:** FOX40 KTXL Job Postings

Debbie,

Thank you very much for your assistance in getting our job openings available to your community. Below are the listings for our current openings. If you have any questions, please don't hesitate to contact Karen Hoffman at 916-733-3130 or [Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com).

Sincerely,

Karen Lewis

Assistant to Karen Hoffman

FOX40 KTXL

4655 Fruitridge Rd

Sacramento, CA

916-733-3130

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916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

**Hoffman, Karen**

---

**From:** Hoffman, Karen  
**Sent:** Tuesday, March 08, 2011 9:07 AM  
**To:** 'medialine@medialine.com'  
**Subject:** Job Postings

Hello,

I would like to remove the following job postings from your site for our station, FOX40 KTXL:

Photographer  
Account Executive  
Sales Assistant  
Multimedia Journalist  
News Assistant

If you could please confirm the removal, I'd appreciate it. Thank you very much and if you have any further questions, please do not hesitate to contact me.

Karen Hoffman  
Executive Assistant  
4655 Fruitridge Road  
Sacramento, CA 95820  
916-733-3130  
[Karen.hoffman@fox40.com](mailto:Karen.hoffman@fox40.com)

Medialine

**Lewis, Karen**

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**From:** Lewis, Karen  
**Sent:** Tuesday, February 22, 2011 3:05 PM  
**To:** 'medialine@medialine.com'  
**Cc:** Hoffman, Karen  
**Subject:** KTXL Job Postings

Hi there,

We spoke on the phone regarding getting these positions posted to your website. They are listed below with descriptions. Thank you so very much and take care. Please do not hesitate to contact us if there are any questions.

Sincerely,

Karen Lewis

Assistant to Karen Hoffman

FOX40 KTXL Sacramento

4655 Fruitridge Rd

Sacramento, CA 95820

916-733-3130

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[http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=CJR&APath=2.21.0.0.0&job\\_id=J318DS6NFJNYL8 JDHB6](http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=CJR&APath=2.21.0.0.0&job_id=J318DS6NFJNYL8 JDHB6).

#### DIRECTOR OF TECHNOLOGY

FOX 40 (KTXL TV) Sacramento is looking for a key player to lead its technical and engineering team. The ideal candidate will possess strong scripting and programming skills, particularly in languages such as VB script, PHP and Perl particularly with web applications interfacing with MySQL (Drupal, Slash, etc.?) Knowledge of networking, Cisco IOS, various client and server operating systems (both closed and open source) required. Experience with A/V automation (AMX/Crestron) a plus. Experience managing the planning, design, installation and repair of all television, mobile and internet systems and equipment. Responsible for station technical operations, including studios, on-air, news, remote operations, production, electrical and maintenance. The ability to handle multiple simultaneous projects and tasks while dealing with interrupts and deadline based workflows a must. Previous broadcast experience not required, a passion for continued learning is.

We provide an exciting, bleeding edge atmosphere, competitive salary and benefits, and an opportunity to help transform an industry. Re-location is not available. Please reply in confidence to: Director of Technology at: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com). FOX 40 is an equal opportunity employer.

Please submit your resume to

[http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=QHKCVOA&ff=21&APath=2.21.21.0.0&job\\_id=J3H20P73CXR434PCCQN](http://www.careerbuilder.com/JobSeeker/Jobs/JobDetails.aspx?Path=QHKCVOA&ff=21&APath=2.21.21.0.0&job_id=J3H20P73CXR434PCCQN)

KTXL-FOX40 is an equal opportunity employer.



## View / Modify / Reinstate Expired Job Listings

Brandon Mercer, this page allows you to:

- View an expired job listing
- Reinstate an expired job listing (only jobs that you posted)
- Send messages to those who applied for a job using an E-Résumé **✱New!**

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### Expired job listings for KTXL (FOX), Sacramento, CA

Job Title (Click on the link to view job)	Posted On	Expired On	On-line # Days	Viewed # Times	E-Résumé Respondants	Posted By	Reinstate
<a href="#">Producer</a>	2/4/2011	3/4/2011	29	42	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Sales Assistant</a>	2/4/2011	3/4/2011	29	4	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Account Executive</a>	1/27/2011	2/27/2011	32	6	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Director of Technology</a>	1/24/2011	2/24/2011	32	38	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Director of Sales</a>	1/24/2011	2/24/2011	32	16	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Coordinating Producer</a>	1/18/2011	2/18/2011	32	45	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Photographer</a>	1/18/2011	2/18/2011	32	90	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Morning Anchor / Weather Person</a>	1/13/2011	2/13/2011	32	608	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Multimedia Journalist</a>	1/13/2011	2/13/2011	32	298	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Anchor / Reporter</a>	1/13/2011	2/13/2011	32	545	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Producer / FOX40 Live Morning Coordinating Producer</a>	11/23/2010	12/23/2010	31	46	0	<a href="#">Brandon Mercer</a>	<a href="#">Reinstate</a>
<a href="#">Producer</a>	11/15/2010	12/15/2010	31	45	0	<a href="#">Brandon Mercer</a>	<a href="#">Reinstate</a>
<a href="#">Creative Services Editor</a>	11/9/2010	12/9/2010	31	88	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Multimedia Producer</a>	10/12/2010	11/12/2010	32	65	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Multimedia Journalist</a>	9/6/2010	10/6/2010	31	0	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Content Manager</a>	8/10/2010	9/10/2010	32	63	0	<a href="#">TVJobs Administrator</a>	
<a href="#">Freelance Reporter</a>	8/10/2010	9/10/2010	32	161	0	<a href="#">TVJobs Administrator</a>	
<a href="#">General Manager</a>	6/30/2010	7/30/2010	31	62	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Multimedia Journalist</a>	6/7/2010	7/7/2010	31	518	0	<a href="#">TVJobs Administrator</a>	
<a href="#">VP / General Manager</a>	4/23/2010	5/23/2010	31	56	N/A	<a href="#">TVJobs Administrator</a>	
<a href="#">Morning Wizard of Oz</a>	4/5/2010	5/5/2010	31	1283	17	<a href="#">Paula Todd</a>	
<a href="#">Master Control Operator</a>	3/10/2010	4/10/2010	32	43	4	<a href="#">TVJobs Administrator</a>	



Broadcast Employment Services

**FOX KTXL (FOX) Sacramento, California**

**Position** Account Executive  
**Reference #** TVJ#34148062  
**Type** Television  
**Full / Part** Full Time - Regular  
**Experience** See Ad  
**Posted** 1/27/2011  
**Closes** 2/27/2011  
**Time Left** 6 Days  
**DMA** #20  
**Found In** Sales - Account Executive



**Account Executive**

KTXL FOX40 has two openings within our Sales Department so prepare your resumes!

We are also searching for an mid-level Account Executive who can quickly step into the role and maintain working relationships with assigned agencies and clients. This individual will utilize all available ratings materials and knowledge of local marketplace to serve their client's needs using all of FOX40's media platforms. Put your broadcast/ad sales experience, and your new revenue-generating ideas to work at KTXL FOX40-TV.

Please submit your resume to: [FOX40HR@Tribune.com](mailto:FOX40HR@Tribune.com)

When responding to this job ad, please mention you saw it listed at TVJobs.com

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**Supplemental Information**

- Salary Type
- Salary Range
- Starting Salary / Year
- Starting Salary / Hour
- Job Type Full Time - Regular
- Hours
- Workweek
- Scheduled on Holidays
- Start Date
- Probation Period
- Benefits
- Benefit Premium
- 401K Plan
- Vacation
- Paid Sick Leave
- Phone Calls
- Agent Phone Calls
- Résumé
- Cover Letter
- References
- Salary History
- Tape / Reel
- Tape Format
- Tape Return
- Director's Track
- FAX Résumé No
- TVJobs.com E-Résumé Yes
- Degree Required
- Contract Required

 Send Resume

Annual E-Résumé subscription  
or DigitalTalent résumé required.

[\[ View other KTXL job listings \]](#)



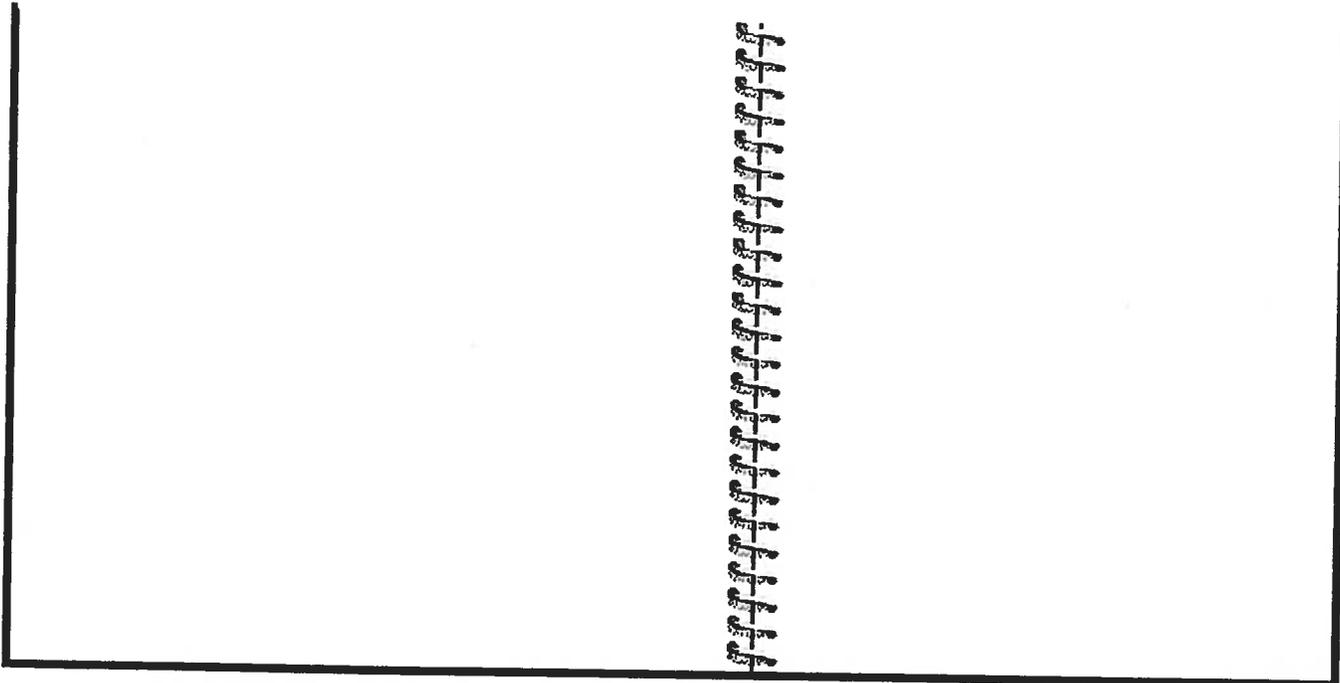
- Contract Length
- Special Requirements
- Driver's License
- Insurance
- Good Driving Record
- Heavy Lifting

- Previous Applicants
- Local Apartment Rental
- Moving Expenses

- Union Position
- Union Contract Expires

- Confirmation Letter
- Rejection Letter
- Feedback
- Drug Screen
- Proof of Eligibility to work  
in U.S. Required

- Equal Opportunity Employment Yes
- EOE Data Form Yes



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