

ATTACHMENT 1

SAGA SOUTH COMMUNICATIONS, LLC

EEO AUDIT DOCUMENTS

December 12, 2023

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023
Page 1

Name of Activity: Provide training to management level personnel to ensure EEO and prevent discrimination.

Description of Initiative:

Saga South Communications, LLC reinforced its expectation of EEO and the prevention of discrimination upon its introduction to employees as new owners. The following activities were taken:

- I. The company EEO policy is stated on page 7 of the Saga handbook that all employees received upon Saga South Communications, LLC's ownership, and upon hire thereafter, while acknowledge receipt of the handbook and any revision with their signature.

Name of Activity: Job Postings

Description of Initiative:

Saga South Communications, LLC posted open positions on Sagacom.com, Wind-FM.com, facebook.com/windfm, 937kcountry.com, facebook.com/937kcountry, talentcenter.org, radioink.com, allaccess.com, linkedin.com and employflorida.com.

Name of Activity: Recruitment Advertising

Description of Initiative:

Saga South Communications, LLC aired recruitment commercials for Account Manager and Sales Coordinator positions on WOGK-FM, WYND-FM, WNDD-FM and WNDN-FM.

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023
Page 2

Name of Activity: Training Programs

Description of Initiative:

Saga South Communications, LLC regularly conducts training for the staff. All employees are trained in various aspects of the areas of their business.

Staff and management training took place on these dates:

6-Oct-22	Rapid/Quu
18-Oct-22	Text Groove
2-Nov-22	MediaBeast
8-Nov-22	MediaBeast
8-Nov-22	Marketing Strategy Model
22-Nov-22	Text Groove
30-Nov-22	MediaBeast
9-Feb-23	Chris Forgy-“Neighborhoods,” Culture
13-Feb-23	Cash by Creative
15-Feb-23	Simpli.fi
23-Feb-23	“Deals”/eCommerce
24-Feb-23	Simpli.fi
2-Mar-23	Quu
13-Mar-23	Quu
21-Mar-23	Nerus Best of 352
22-Mar-23	Quu
22-Mar-23	AI
3-Apr-23	Stonick Recruitment

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN

Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023

Page 3

22-May-23	Rumple
23-May-23	Rumple
8-Jun-23	MediaBeast
16-May-23	Stonick Recruitment
17-May-23	Stonick Recruitment
18-May-23	Stonick Recruitment
22-May-23	Rumple
23-May-23	Rumple
8-Jun-23	MediaBeast - Jacapps
14-Jun-23	Rumple
19-Jun-23	TAPSCAN – Retail Spending
20-Jun-23	Marketron NXT
21-Jun-23	Wordpress
26-Jun-23	Marketron NXT
27-Jun-23	Marketron NXT
27-Jun-23	Rumple
27-Jul-23	Rumple
15-Aug-23	Marketron NXT-Digital
18-Aug-23	Nielsen Terms of the Trade
21-Aug-23	Marketron NXT
23-Aug-23	Marketron NXT
5-Sep-23	Simpli.fi

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023
Page 4

6-Sep-23	Financial Management
6-Sep-23	One Day Sale
7-Sep-23	FCC/EEO
7-Sep-23	Rumple
7-Sep-23	Digital
7-Sep-23	eCommerce
12-Sep-23	City Spark
18-Sep-23	Marketron NXT
20-Sep-23	Rumple

Additionally, all employees are required to take regular cyber-security online courses and satisfactorily complete the course exam after each one.

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023
Appendix 1

FULL-TIME VACANCIES:

- I. Job Title: Sales Coordinator
Date Filled: 1/30/2023
Number of Persons Interviewed: 13
Recruitment/Referral Sources Used: See Appendix 2
Total # of Interviewees per Recruitment/Referral Sources: See Addendum 3
Person Hired: Bridgid Harrell
Referral Source of person hired: WOGK-FM

- II. Job Title: Account Manager
Date Filled: 3/27/2023
Number of Persons Interviewed: 9
Recruitment/Referral Sources Used: See Appendix 2
Total # of Interviewees per Recruitment/Referral Sources: See Addendum 3
Person Hired: Samantha Paradiso
Referral Source of person hired: WOGK-FM

- III. Job Title: Morning Co-host
Date Filled: 9/18/2023
Number of Persons Interviewed: 48
Recruitment/Referral Sources Used: See Addendum 2
Total # of Interviewees per Recruitment/Referral Sources: See Addendum 3
Person Hired: Tom Stoessel
Referral Source of person hired: Allaccess.com

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
 Outreach Activity Description Form
 For the Period 10/1/2022 – 9/30/2023
 Appendix 2

Appendix 2

Recruitment/Referral Sources Used to Seek Candidates for Each Vacancy – 3 Vacancies Total

Sources:

<u>Name</u>	<u>Address</u>	<u>Phone</u>	<u>Contact Person</u>
937kcountry.com	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
Windfm.com	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WOGK-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WYND-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WNDD-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WNDN-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
Sagacom.com	73 Kercheval Avenue Grosse Pointe Farms, MI 48236	313-886-7070	Eric Christian
talentcenter.org	3003 SW College Road, Ste 101 Ocala, FL 34474	352-840-5760	Mary Terell
EmployFlorida.com	3003 SW College Road, Ste 101 Ocala, FL 34474	352-840-5760	Mary Terell
Radio Ink.	1901 S. Congress Ave. Suite 118 Boynton Beach FL 33426	561 655-8778	

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
For the Period 10/1/2022 – 9/30/2023
Appendix 2 (continued)

Allaccess.com

24955 Pacific Coast Hwy Ste C303
Malibu, California, 90265

310 457-6616

LinkedIn.com

Appendix 3

<u>Referral Source</u>	<u>Contact Person</u>	<u># Interviewees</u>	<u>Referred Person Hired?</u>
Internal Staff	Howard Tuuri	1	0
WOGK-FM	Howard Tuuri	4	2
WYND-FM	Howard Tuuri	1	0
WNDD-FM	Howard Tuuri	0	0
WNDN-FM	Howard Tuuri	0	0
937kcountry.com	Howard Tuuri	0	0
facebook.com/937kcountry	Howard Tuuri	0	0
Windfm.com	Howard Tuuri	1	0
facebook.com/windfm	Howard Tuuri	0	0
Sagacom.com	Howard Tuuri/Hunter Wallace	54	0
talentcenter.org	Howard Tuuri	0	0
Ncfmgroup.com	Howard Tuuri	0	0
Linkedin.com	Hunter Wallace	7	0
Radio Ink.	Hunter Wallace	0	0
Allaccess.com	Hunter Wallace	4	1

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
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Description of Initiative:

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- I. The company EEO policy is stated on page 7 of the Saga handbook that all employees received upon Saga South Communications, LLC's ownership, and upon hire thereafter, while acknowledge receipt of the handbook and any revision with their signature.

Name of Activity: Job Postings

Description of Initiative:

Saga South Communications, LLC posted open positions on Sagacom.com, Wind-FM.com, facebook.com/windfm, 937kcountry.com, facebook.com/937kcountry and employflorida.com.

Name of Activity: Recruitment Advertising

Description of Initiative:

Saga South Communications, LLC aired recruitment commercials for Account Manager positions and Sales Coordinator positions on WOGK-FM, WYND-FM, WNDD-FM and WNDN-FM.

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For the Period 10/1/2021 – 9/30/2022

Page 2

Name of Activity: Training Programs

Description of Initiative:

Saga South Communications, LLC regularly conducts training for the staff. All employees are trained in various aspects of the areas of their business.

In sales, training took place on these dates:

11-Jan-22	Aptivada Digital Sales
18-Jan-22	TAPSCAN
8-Feb-22	Aptivada Digital Sales
9-Feb-22	Rumple CRM
23-Feb-22	OMNIA
7-Mar-22	Saga Best of 352
8-Mar-22	Aptivada Digital Sales
30-Mar-22	Mitel Phone
5-Apr-22	Nielsen
5-Apr-22	Nerus Best of 352
12-Apr-22	Nielsen
12-Apr-22	Aptivada Digital Sales
4/26/2022	Digital Sales
10-May-22	Aptivada Digital Sales
17-May-22	Nerus Best of 352
5/17/2022	Nerus Best of 352
20-May-22	Nielsen
20-May-22	Nielsen
6/6/2022	Digital Sales

14-Jun-22	Aptivada Digital Sales
29-Jun-22	Generational Marketing
6-Jul-22	Cyber Security
12-Jul-22	Aptivada Digital Sales
4-Aug-22	OMNIA
8/8/2022	Marketron Pitch
9-Aug-22	Aptivada Digital Sales
10-Aug-22	Rising Through the Ranks
13-Sep-22	RAB Sales Essentials
13-Sep-22	Aptivada Digital Sales
15-Sep-22	Full Funnel Digital Advertising
22-Sep-22	Rumple Attribution

In Programming, training took place on these dates:

24-Jan-22	OMT Software
27-Jan-22	OMT Software
17-Feb-22	OMT Software
17-Feb-22	Log Tools
24-Jan-22	OMT Software
27-Jan-22	OMT Software
31-Jan-22	OMT Software
1-Feb-22	OMT Software
3-Feb-22	OMT Software

Additionally, all employees are required to take regular cyber-security online courses and satisfactorily complete the course exam after each one.

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
Outreach Activity Description Form
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Appendix 1

FULL-TIME VACANCIES:

- I. Job Title: Sales Manager
Date Filled: 1/1/2022
Number of Persons Interviewed: 1
Recruitment/Referral Sources Used: sagacom.com.
Person Hired: Lisa Varner
Referral Source of person hired: Internal Promotion

- II. Job Title: Account Manager
Date Filled: 3/2/2022
Number of Persons Interviewed: 3
Recruitment/Referral Sources Used: See Addendum 2
Total # of Interviewees per Recruitment/Referral Sources: See Addendum 3
Person Hired: Kathleen Kane
Referral Source of person hired: Responded to Recruitment ad on our radio stations.

- III. Job Title: Sales Coordinator
Date Filled: Open
Number of Persons Interviewed: 3
Recruitment/Referral Sources Used: See Addendum 2
Total # of Interviewees per Recruitment/Referral Sources: See Addendum 3
Person Hired: None – Open Position
Referral Source of person hired: N/A

Saga South Communications, LLC - WOGK/WYND/WNDD/WNDN
 Outreach Activity Description Form
 For the Period 10/1/2021 – 9/30/2022
 Appendix 2 & 3

Appendix 2

Recruitment/Referral Sources Used to Seek Candidates for Each Vacancy – 2 Vacancies Total

Sources:

<u>Name</u>	<u>Address</u>	<u>Phone</u>	<u>Contact Person</u>
937kcountry.com	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
Windfm.com	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WOGK-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WYND-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WNDD-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
WNDN-FM	1901 E. Ft. King Street Ocala, FL 34471	352-622-5600	Howard Tuuri
Sagacom.com	73 Kercheval Avenue Grosse Pointe Farms, MI 48236	313-886-7070	Eric Christian
talentcenter.org	3003 SW College Road, Ste 101	352-840-5760	Kimberly Strauch
EmployFlorida.com	3003 SW College Road, Ste 101	352-840-5760	Kimberly Strauch

Appendix 3

<u>Referral Source</u>	<u>Contact Person</u>	<u># Interviewees</u>	Referred Person Hired?
Internal Staff	Howard Tuuri	1	1
WOGK-FM	Howard Tuuri	1	1
WYND-FM	Howard Tuuri	0	0
WNDD-FM	Howard Tuuri	1	0
WNDN-FM	Howard Tuuri	0	0
937kcountry.com	Howard Tuuri	0	0
Windfm.com	Howard Tuuri	0	0
Sagacom.com	Howard Tuuri	0	0
talentcenter.org	Howard Tuuri	2	0
Ncfmgroup.com	Howard Tuuri	0	0
Linkedin.com	Whitney Zarder	0	0

Web Site Addresses

Section 2 (b) (ii)

WOGK-FM: www.937kcountry.com

WYND-FM/WNDD-FM/WNDN-FM: www.windfm.com

North Central Florida Media: www.ncfmgroup.com

Section 2 (b) (iii)

Five Full Time Vacancies Filled
10-1-2021 – 9-30-2023

Job Title: Sales Manager
Date Filled: 1-1-2022
Person Hired: Lisa Varner
Referral Source: Internal Promotion

Job Title: Account Manager
Date Filled: 3-2-2022
Person Hired: Kathleen Kane
Referral Source: Recruitment ad on WOGK-FM

Job Title: Sales Coordinator
Date Filled: 1-30-2023
Person Hired: Bridgid Harrell
Referral Source: Recruitment ad on WOGK-FM

Job Title: Account Manager
Date Filled: 3-27-2023
Person Hired: Samantha Paradiso
Referral Source: Recruitment ad on WOGK-FM

Job Title: Morning Co-host
Date Filled: 9-18-2023
Person Hired: Tom Stoessel
Referral Source: Allaccess.com

Section 2 (b) (iv)

Interview Sources for Morning Show Co-host

<u>Source</u>	<u>Interviewee</u>
ncfm.com	Dennis Doherty
ncfm.com	Tommy Jordan
ncfm.com	Aarron Cassell
ncfm.com	Tom Stoessel
ncfm.com	Nikki Krieger
ncfm.com	Craig Juntunen
ncfm.com	Nick Fox
ncfm.com	Kyle Coppola
ncfm.com	Wendy Labree
ncfm.com	Lisa Meadows
ncfm.com	Douglas McNeish
ncfm.com	Reagan Knight
ncfm.com	Crhistian Moreno
ncfm.com	Starlene Royce
ncfm.com	Steven Hillen
ncfm.com	Tom Hughes
ncfm.com	Tom Clark
ncfm.com	Davon Clea
ncfm.com	Ricardo DeRubeis
ncfm.com	Wilson Springdale
ncfm.com	Shelby Monday
ncfm.com	Seth Justice
ncfm.com	S.Chris Mastro
ncfm.com	Steven Jenks
ncfm.com	Eric Hetsko
ncfm.com	Teddy Smith
ncfm.com	James Voigt
Staff Referral	Keith Connors
LinkedIn	Steve Brennan
LinkedIn	David Street
LinkedIn	Chas Mitchell
LinkedIn	Bob Paff
LinkedIn	Avital Dicker
LinkedIn	Carjamin Scott
LinkedIn	Thomas Leuthner
allaccess.com	Max Power
allaccess.com	Tom Stoessel
allaccess.com	Steve Anthonyt
allaccess.com	Pat Mellon
allaccess.com	David Schofield
allaccess.com	James Lowe
allaccess.com	Mike Nelson

Section 2 (b) (iv)

Interview Sources for Morning Show Co-host

allaccess.com	Krystle Bonet
allaccess.com	Donnie Andrews
allaccess.com	Randy Hill
allaccess.com	Ashley Scharge
windfm.com	Jack Speers
wogk.com	Nick Fox
wogk.com	John Weikel

Section 2 (b) iv)

Interview Sources for Account Manager

<u>Source</u>	<u>Interviewee</u>
ncfmgroup.com	Sophia Ewers
Staff Referral	Ashley Murphy
ncfmgroup.com	Tamara Snyder
Client Referral	Jennifer Poole
WOGK-FM	Samantha Paradiso
talentcenter.org	Leeanne Hewey
talentcenter.org	Ingrid Heinkel
WOGK-FM	Meghan Bye-Jahn
ncfmgroup.com	Julian Luciano
ncfmgroup.com	Shannon Davis
ncfmgroup.com	Erika Berg

Section 2 (b) (iv)

Interview Sources for Sales Coordinator

<u>Source</u>	<u>Interviewee</u>
ncfmgroup.com	Sophia Ewers
WOGK-FM	Samantha Paradiso
ncfmgroup.com	Kat Thomas
WOGK-FM	Bridgid Harrell
ncfmgroup.com	Hailee Cole
ncfmgroup.com	Erika Berg
WOGK-FM	Christine Fels
ncfmgroup.com	Shannon Bell
WOGK-FM	Alice Coley
ncfmgroup.com	Betty Neverman
WOGK-FM	Meghan Bye-Jahn
ncfmgroup.com	Julian Luciano
ncfmgroup.com	Brittany Moore

Section 2 (b) (v)

Recruitment Initiatives

10-1-21 – 9-30-23

Mega Job Fair

February 23, 2023

3pm – 7pm

College of Central Florida

Klein Conference Center

3001 SW College Road, Ocala, FL

Staff members involved:

Howard Tuuri – VP/GM – directing postings, recruiting and hiring of each position.

Lisa Varner – Sales Manager – posting, organizing the job fair, recruiting and hiring of each position.

Kaley Phillips – Promotions Director – posting on Social Media, newsletters and websites all open positions.

Whitney Zarder – Director of Digital - posting on Social Media and websites all open positions.

In 2021-2022 there were 21 full-time employees.

In 2022-2023 there were 23 full-time employees.

In 2022 the population in Ocala was 64,600.

In 2023 the population in Ocala was 65,100

Source: Florida Population 2023

Ocala, Florida Population 2023
65,100

Section 2 (b) (vi) - None

Section 2 (b) (vii)

Unit staff members including the General Manager, Howard Tuuri, Sales Manager, Lisa Varner, Program Director, Rebecca Wallace, Operations Manager, Scott Bechtel, Account Managers, Cindy Kitchens, Alicia Quartararo, Todd Kane and Business Manager, Holly Kreienbrink interviewed applicants or worked the job fair at our table. All department heads: General Manager, Program Managers, Director of Digital, Business Manager, News Director have been involved with the interns at the Unit to highlight jobs in the broadcast industry.

Holly Kreienbrink, Business Manager, is the Unit official with direct responsibility for equal employment opportunity at the Unit. In the process of hiring for any full-time position, she works with the General Manager, Operations Manager, Sales Manager, Program Directors. Through individual instruction and group discussions regarding diversity in the workplace, EEO compliance is learned and shared.

Section 2 (b) (viii)

During the hiring process, officials of the Unit review the sources of applicants to measure each source for its effectiveness. Based on the responses, the Unit adds additional sites or outlets to maximize visibility to the varied constituencies. The Unit actively disseminates information on its hiring policies on Unit websites, Allaces.com, Unit Social Media pages and parent company's website.

Section 2 (b) (ix)

The unit disseminates its EEO program to job applicants and employees by posting job openings on the Unit's websites. There is no established seniority directive except for the length of vacation time earned, and this is done on a non discriminatory basis. Unit executives annually examine rates of pay and benefits for employees having the same duties to make certain there are no inequities based upon race, national origin, color, religion, or sex. The Unit utilizes media for recruitment purposes in a manner that does not indicate either explicitly or implicitly, any preference for one race, national origin, color, religion, or sex over another. The Unit ensures that promotions of greater responsibility are made in a nondiscriminatory manner by selection of the best qualified person for the position posted and avoids the use of selection techniques or tests that have the effect of discriminating against any person based on race, national origin, color, or sex.

Section 2 (b) (x) - This does not apply as Unit is not a religious broadcaster.

Section 3 and Section 4 does not apply to this Unit.

Email address of Station Representative: hkrienbrink@ncfmgroup.com

NCFM Account Manager

Job Posting:

4/14/2021- Job posting approved and made live in www.EmployFlorida.com system.

Job Description displayed in EmployFlorida.com:

Job Description

This role is guaranteed a salary of \$3000 per month for the first 6 to 12 months and then will change to a Commission Only compensation plan. Employer will discuss.

Our Account Managers offer innovative digital media and radio advertising solutions in North Central Florida. Our radio stations - 93.7 K-Country and 92.5/95.5 Wind-FM - have been prolific radio stations for a quarter of a century. They also have very strong Social Media footprints, websites, and email capabilities for businesses.

Our Advertising Account Managers represent the most reputable brands in North Central Florida. Our digital product offerings allow us to reach targeted audiences using geo-fencing, Targeted Display advertising, retargeting, video pre-roll and online lead-generating promotions. We hire professionals driven to succeed and to solve marketing problems.

At NCFM our Account Managers enjoy a collaborative and fast-paced sales environment and recognition for your performance.

Responsibilities:

- Identify and engage with new and existing clients to understand their business objectives and create multi-media marketing campaigns to produce results.
- Generate new business opportunities to achieve and exceed sales goals
- Create and present customized sales presentations/proposals and close business.
- Employer will provide ongoing training in the sales process.

Qualifications:

Required:

- High School Diploma or Equivalent.
- 1+ years of advertising sales/support or marketing experience.
- Ability to develop new business and achieve individual sales goals.
- Proficient use of Microsoft Office (Excel, Word, PowerPoint, Outlook and Teams).
- Valid Florida Driver's License and transportation to perform daily travel to various locations.

- Ability to multitask, manage multiple assignments and prioritize tasks in a fast-paced, deadline-driven, collaborative environment.
- Employer conducts Background Checks, Reference Checks, and Motor Vehicle Record Check.

Preferred:

- BS/BA degree in related discipline strongly desired (business, advertising, or marketing).
- Comprehensive understanding of marketing principals and applications in business.
- Experience selling marketing solutions via Digital and Social platforms.

Work Schedule: M-F 8am - 5pm, flexible to work events as needed

Recruitment Log:

04/14/2021: Talent Center, an affiliate of CareerSource Citrus Levy Marion, sourced candidate Annaikha Raju for consideration. Candidate completes a sales assessment, is interviewed by various team members, and attends a staff meeting/sales ride along during the month of April. Candidate is offered the position on 4/28 and has until 5/5 to accept offer. Candidate declines offer on 5/5.

04/23/2021: Talent Center conducts candidate search, no prospects identified.

05/06/2021: Talent Center conducts candidate search, one prospect identified and contacted with no response.

05/21/2021: Talent Center conducts candidate search, one prospect identified and contacted with no response.

06/05/2021: Employer plans to participate in job fair on this date at the Paddock Mall in Ocala.

07/28/2021: Talent Center conducts candidate search, two prospects identified and contacted with no response.

08/20/2021: Talent Center conducts candidate search, one prospect identified. Requested updated status on posting before making contact.

09/22/2021: Talent Center conducts candidate search, no prospects identified.

11/08/2021: Talent Center conducts candidate search, two prospects identified. Requested updated status on posting before making contact.

11/16/2021: Job posting will be "refreshed" in EmployFlorida.com system. (Existing job order will be closed and new one opened to avoid the appearance of a "stale" job posting in the system.)

Howard Tuuri

From: Chris Wilkinson <cwilkinson@talentcenter.org>
Sent: Tuesday, October 31, 2023 3:53 PM
To: Howard Tuuri
Subject: RE: Sales Coordinator position on Employ Florida

CAUTION: This email originated from outside of Saga Communications. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello Howard,

Here is the data I have for the following positions:

1. **Account Manager**
 - a. Posted 11/17/21 and Closed 2/4/22; 11 people viewed and 2 applied
2. **Sales Coordinator**
 - a. Posted 8/9/22 and Closed 8/10/22; 1 person viewed posting and 0 applied
 - b. Posted 8/10/23 and Closed 11/16/22; 4 people viewed posting and 1 applied
 - c. Posted 11/16/22 and Closed 2/20/23; 16 people viewed posting and 1 applied

I hope this was helpful!

Best Regards,

Chris

From: Howard Tuuri <htuuri@ncfmgroup.com>
Sent: Tuesday, October 31, 2023 3:39 PM
To: Chris Wilkinson <cwilkinson@talentcenter.org>
Subject: RE: Sales Coordinator position on Employ Florida

EXTERNAL EMAIL: This email originated from outside of the organization. Do not click links or open attachments unless you are certain both the sender and the content are safe.

Thanks Chris!

I would appreciate your help. Any job postings and Recruitment Logs we have done for the period October 1, 2021 – September 30, 2023 would be perfect.

I believe the only two positions we posted were for Account Manager and Sales Coordinator.

Can you provide that information?

Howard Tuuri
President & General Manager
Direct: 352.355.2211

Job Postings

10-1-2021 – 9-30-2023

Vacancy	Sales Manager	Sales Coordinator	Account Manager	Account Manager	Morning Show Co-host	Digital Account Manager
Ncfmgroupp.com		4/12/22 – 11/1/22	3/24/21 - Present	3/24/21 - Present	8/22/23 – 9/18/23	9/27/23 - Present
937kcountry.com		4/12/22 – 11/1/22	3/24/21 - Present	3/24/21 - Present	8/22/23 – 9/18/23	9/27/23 - Present
Windfm.com		4/12/22 – 11/1/22	3/24/21 - Present	3/24/21 - Present	8/22/23 – 9/18/23	9/27/23 - Present
Sagacom.com		4/12/22 – 2/20/23				
LinkedIn.com		-	-	-	8/22/23 – 9/18/23	9/27/23 – 10/27/23
Employflorida.com		4/14/21 – 2/20/23	11/17/21 – 2/4/22	-	-	-
Talentcenter.org		4/14/21– 2/20/23	11/17/21 – 2/4/22	-	-	-
Allaccess.com	-	-	-	-		-
WOGK-FM			11/10/21 – 11/28/21			
WYND-FM/ WNDD-FM/ WNDN-FM			11/10/21 – 11/28/21			

...
 1901 E. Ft. King Street
 Ocala, FL, Florida 34471
 Phone: (352) 622-5600



North Central Florida Media

NCFM GROUP
 Attention: DO NOT MAIL
 1901 E FORT KING ST.
 Ocala, Florida 34471

Advertiser: NCFM GROUP
 Order #: 42949735525
 Contract #: 430897
 Date Entered: 04/25/2022
 Last Modified: 08/17/2023
 Product:
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 04/27/2022 through 05/15/2022 (3 weeks)
 Media Outlets: WOGK-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	04/27/22-04/29/22	WOGK-FM	06:00AM-10:00AM	60	--	--	2	1	1	--	--	4	0.00	4	0.00
2	04/27/22-04/29/22	WOGK-FM	10:00AM-03:00PM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
3	04/27/22-04/29/22	WOGK-FM	03:00PM-07:00PM	60	--	--	1	1	1	--	--	3	0.00	3	0.00
4	04/27/22-04/29/22	WOGK-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
5	04/30/22-04/30/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	8	--	8	0.00	8	0.00
6	05/01/22-05/01/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00
7	05/02/22-05/06/22	WOGK-FM	06:00AM-10:00AM	60	--	--	2	1	1	--	--	4	0.00	4	0.00
8	05/02/22-05/06/22	WOGK-FM	10:00AM-03:00PM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
9	05/02/22-05/06/22	WOGK-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
10	05/07/22-05/07/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	5	--	5	0.00	5	0.00
11	05/08/22-05/08/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00
12	05/09/22-05/13/22	WOGK-FM	06:00AM-10:00AM	60	2	2	1	1	1	--	--	7	0.00	7	0.00
13	05/09/22-05/13/22	WOGK-FM	10:00AM-03:00PM	60	2	2	1	1	1	--	--	7	0.00	7	0.00
14	05/09/22-05/13/22	WOGK-FM	03:00PM-07:00PM	60	2	2	1	1	1	--	--	7	0.00	7	0.00
15	05/14/22-05/14/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	5	--	5	0.00	5	0.00
16	05/15/22-05/15/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WOGK-FM	89	0	0	0	\$0.00	\$0.00
Totals	89	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
 Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
May	2022	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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NCFM

North Central Florida Media

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Advertiser: NCFM GROUP
 Order #: 42949734110
 Contract #: 431747
 Date Entered: 10/13/2022
 Last Modified: 08/17/2023
 Product: Recruiting Spot
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 10/17/2022 through 10/30/2022 (2 weeks)
Media Outlets: WOGK-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	10/17/22-10/28/22	WOGK-FM	12:00AM-11:59PM	60	2	2	2	2	2	--	--	10	0.00	20	0.00
2	10/22/22-10/29/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	2	--	2	0.00	4	0.00
3	10/23/22-10/30/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	2	2	0.00	4	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WOGK-FM	28	0	0	0	\$0.00	\$0.00
Totals	28	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
October	2022	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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Advertiser: NCFM GROUP
 Order #: 42949733372
 Contract #: 431748
 Date Entered: 10/13/2022
 Last Modified: 08/17/2023
 Product: Coordinator Recruit
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 10/17/2022 through 01/13/2023 (13 weeks)
 Media Outlets: WYND-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	10/17/22-10/28/22	WYND-FM	12:00AM-11:59PM	60	2	2	2	2	2	--	--	10	0.00	20	0.00
2	10/22/22-10/29/22	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	2	--	2	0.00	4	0.00
3	12/23/22-01/13/23	WYND-FM	11:00AM-07:00PM	60	--	--	--	--	2	--	--	2	0.00	8	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WYND-FM	32	0	0	0	\$0.00	\$0.00
Totals	32	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
 Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
October	2022	\$0.00	\$0.00
November	2022	\$0.00	\$0.00
December	2022	\$0.00	\$0.00
January	2023	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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Advertiser: NCFM GROUP
 Order #: 42949733334
 Contract #: 432148
 Date Entered: 01/11/2023
 Last Modified: 08/17/2023
 Product: Recruiting Spot
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 01/14/2023 through 01/27/2023 (2 weeks)
Media Outlets: WOGK-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	01/14/23-01/27/23	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	3	--	3	0.00	6	0.00
2	01/15/23-01/27/23	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	6	0.00
3	01/16/23-01/27/23	WOGK-FM	06:00AM-07:00PM	60	2	2	2	2	2	--	--	10	0.00	20	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WOGK-FM	32	0	0	0	\$0.00	\$0.00
Totals	32	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
January	2023	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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NCFM

North Central Florida Media

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Advertiser: NCFM GROUP
 Order #: 42949735527
 Contract #: 430898
 Date Entered: 04/25/2022
 Last Modified: 08/17/2023
 Product:
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 04/27/2022 through 05/15/2022 (3 weeks)
 Media Outlets: WYND-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	04/27/22-04/29/22	WYND-FM	06:00AM-10:00AM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
2	04/27/22-04/29/22	WYND-FM	10:00AM-03:00PM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
3	04/27/22-04/29/22	WYND-FM	03:00PM-07:00PM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
4	04/27/22-04/29/22	WYND-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
5	04/30/22-04/30/22	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
6	05/01/22-05/01/22	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00
7	05/02/22-05/06/22	WYND-FM	10:00AM-03:00PM	60	3	1	--	--	--	--	--	4	0.00	4	0.00
8	05/02/22-05/06/22	WYND-FM	03:00PM-07:00PM	60	2	2	--	--	--	--	--	4	0.00	4	0.00
9	05/02/22-05/06/22	WYND-FM	08:00PM-12:00AM	60	2	2	2	2	2	--	--	10	0.00	10	0.00
10	05/07/22-05/07/22	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
11	05/08/22-05/08/22	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	--	6	6	0.00	6	0.00
12	05/09/22-05/13/22	WYND-FM	06:00AM-10:00AM	60	2	2	1	2	2	--	--	9	0.00	9	0.00
13	05/09/22-05/13/22	WYND-FM	10:00AM-03:00PM	60	3	3	2	2	2	--	--	12	0.00	12	0.00
14	05/14/22-05/14/22	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
15	05/15/22-05/15/22	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	--	6	6	0.00	6	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WYND-FM	99	0	0	0	\$0.00	\$0.00
Totals	99	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
 Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
May	2022	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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NCFM

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Advertiser: NCFM GROUP
 Order #: 42949733705
 Contract #: 431915
 Date Entered: 11/17/2022
 Last Modified: 08/17/2023
 Product: Recruiting
 Salesperson: Lisa Varner
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Date Range: 11/19/2022 through 12/16/2022 (4 weeks)
 Media Outlets: WOGK-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	11/19/22-11/26/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	3	--	3	0.00	6	0.00
2	11/20/22-11/27/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	6	0.00
3	11/21/22-12/02/22	WOGK-FM	12:00AM-11:59PM	60	2	2	2	2	2	--	--	10	0.00	20	0.00
4	12/03/22-12/10/22	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	3	--	3	0.00	6	0.00
5	12/04/22-12/11/22	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	6	0.00
6	12/05/22-12/16/22	WOGK-FM	06:00AM-07:00PM	60	2	2	2	2	2	--	--	10	0.00	20	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WOGK-FM	64	0	0	0	\$0.00	\$0.00
Totals	64	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
 Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
November	2022	\$0.00	\$0.00
December	2022	\$0.00	\$0.00
Totals		\$0.00	\$0.00

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NCFM GROUP
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Advertiser: NCFM GROUP
 Order #: 42949736867
 Contract #: 430136
 Date Entered: 11/09/2021
 Last Modified: 08/17/2023
 Product: AE Recruitment Nov 21 YND
 Salesperson: Howard Tuuri
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Name: AE Recruitment Nov 21 YND
Current Order State: Archived
Last Published on: Never published
Order Date Range: 11/10/2021 through 11/28/2021 (3 weeks)
Media Outlets: WYND-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	11/10/21-11/12/21	WYND-FM	10:00AM-03:00PM	60	--	--	3	3	2	--	--	8	0.00	8	0.00
2	11/10/21-11/12/21	WYND-FM	03:00PM-07:00PM	60	--	--	2	2	2	--	--	6	0.00	6	0.00
3	11/10/21-11/12/21	WYND-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
4	11/13/21-11/13/21	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
5	11/14/21-11/14/21	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	3	3	0.00	0.00	3	0.00
6	11/15/21-11/19/21	WYND-FM	10:00AM-03:00PM	60	3	1	--	--	--	--	4	0.00	0.00	4	0.00
7	11/15/21-11/19/21	WYND-FM	03:00PM-07:00PM	60	1	--	--	--	--	--	1	0.00	0.00	1	0.00
8	11/15/21-11/19/21	WYND-FM	08:00PM-12:00AM	60	2	1	3	2	2	--	10	0.00	0.00	10	0.00
9	11/20/21-11/20/21	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
10	11/21/21-11/21/21	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	6	6	0.00	0.00	6	0.00
11	11/22/21-11/26/21	WYND-FM	06:00AM-10:00AM	60	2	2	1	2	3	--	10	0.00	0.00	10	0.00
12	11/22/21-11/26/21	WYND-FM	10:00AM-03:00PM	60	3	3	3	3	3	--	15	0.00	0.00	15	0.00
13	11/27/21-11/27/21	WYND-FM	06:00AM-07:00PM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
14	11/28/21-11/28/21	WYND-FM	12:00PM-08:00PM	60	--	--	--	--	--	6	6	0.00	0.00	6	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WYND-FM	96	0	0	0	\$0.00	\$0.00
Totals	96	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
November	2021	\$0.00	\$0.00
Totals		\$0.00	\$0.00

Approvals

Date/Time	User	Title	Approval Type	Status
Aug 17, 2023 06:23 PM	Marketron Admin		Manager Approval	Approved

OMNIA Profiles 10/1/2022 – 9/30/2023

Last Name	First Name	Status	Date	Report Type	Job
Ewers	Sophia	Analyzed	2023-09-20 10:04	Target Selection	Admin/Sales Support/Co...
Ewers	Sophia	Analyzed	2023-09-18 11:31	Target Selection	Sales Representative
Murphy	Ashley	Analyzed	2023-08-04 15:35	Target Selection	Sales Representative
Snyder	Tamara	Analyzed	2023-07-08 13:06	Target Selection	Sales Representative
Poole	Jennifer	Analyzed	2023-05-30 17:27	Target Selection	Sales Representative
Paradiso	Samantha	Analyzed	2023-01-20 12:19	Target Selection	Sales Representative
Paradiso	Samantha	Analyzed	2023-01-18 19:21	Target Selection	Admin/Sales Support/Co...
Thomas	Kat	Analyzed	2023-01-18 18:59	Target Selection	Admin/Sales Support/Co...
Harrell	Bridgid	Analyzed	2023-01-11 15:44	Target Selection	Admin/Sales Support/Co...
Hewey	Leeanne	Analyzed	2022-12-29 08:55	Target Selection	Sales Representative
Cole	Hayilee	Analyzed	2022-12-20 06:06	Target Selection	Admin/Sales Support/Co...
Berg	Erika	Analyzed	2022-12-06 16:09	Target Selection	Admin/Sales Support/Co...
Fels	Christine	Analyzed	2022-11-30 17:20	Target Selection	Admin/Sales Support/Co...
Bell	Shannon	Analyzed	2022-11-28 11:28	Target Selection	Admin/Sales Support/Co...
Coley	Alice	Analyzed	2022-11-01 17:33	Target Selection	Admin/Sales Support/Co...
Neverman	Betty	Analyzed	2022-10-21 17:24	Target Selection	Admin/Sales Support/Co...
Bye-Jahn	Meghan	Analyzed	2022-10-21 12:10	Target Selection	Admin/Sales Support/Co...
Bye-Jahn	Meghan	Analyzed	2022-10-19 12:55	Target Selection	Sales Representative
Luciano	Julian	Analyzed	2022-10-19 09:21	Target Selection	Sales Representative
Luciano	Julian	Analyzed	2022-10-18 19:49	Target Selection	Admin/Sales Support/Co...
Moore	Brittany	Not Taken	2022-10-18 17:19	Target Selection	Admin/Sales Support/Co...
Davis	Shannon	Not Taken	2022-10-14 13:50	Target Selection	Sales Representative

JOIN OUR
TEAM!

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North Central Florida Media

DIGITAL MARKETING ACCOUNT MANAGER

We're looking for a dynamic and results-oriented Account Manager to contribute to the expansion of our digital marketing services.

If you're a self-starter and adept at focusing on sales efforts within the realm of digital marketing services, see if your skills match up with what we're looking for!

Engage with clients, qualify and prospect new accounts, stay up-to-date with the latest digital marketing trends, and more as our newest **Digital Marketing Account Manager**.

APPLY NOW

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DIGITAL MARKETING ACCOUNT MANAGER

We're looking for a dynamic and results-oriented Account Manager to contribute to the expansion of our digital marketing services.

If you're a self-starter and adept at focusing on sales efforts within the realm of digital marketing services, see if your skills match up with what we're looking for!

Engage with clients, qualify and prospect new accounts, stay up-to-date with the latest digital marketing trends, and more as our newest **Digital Marketing Account Manager**.

APPLY NOW!



We're hiring!

Join our team as a full-time **Sales Coordinator!**

This opportunity is perfect for the detail-oriented go getter with a **sales** mindset.

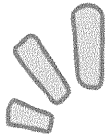
The ideal candidate is ready to assist the **sales** team, coordinate with clients, work events, and perform administrative duties.

Read the full job description and submit your resume today!

[SUBMIT RESUME](#)




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HIRING**



We're hiring!

Join our team as a full-time **Sales Coordinator!**

This opportunity is perfect for the detail-oriented go getter with a **sales** mindset.

The ideal candidate is ready to assist the **sales** team, coordinate with clients, work events, and perform administrative duties.

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NCFM GROUP
 Attention: DO NOT MAIL
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 Ocala, Florida 34471

Advertiser: NCFM GROUP
 Order #: 42949736870
 Contract #: 430137
 Date Entered: 11/09/2021
 Last Modified: 08/17/2023
 Product: AE Recruitment Nov 21
 Salesperson: Howard Tuuri
 Billing Cycle: Broadcast Standard
 Estimate #:

Order Name: AE Recruitment Nov 21 OGD
Current Order State: Archived
Last Published on: Never published
Order Date Range: 11/10/2021 through 11/28/2021 (3 weeks)
Media Outlets: WOGK-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	11/10/21-11/12/21	WOGK-FM	06:00AM-10:00AM	60	--	--	2	1	--	--	--	3	0.00	3	0.00
2	11/10/21-11/12/21	WOGK-FM	10:00AM-03:00PM	60	--	--	2	3	2	--	--	7	0.00	7	0.00
3	11/10/21-11/12/21	WOGK-FM	03:00PM-07:00PM	60	--	--	1	1	--	--	--	2	0.00	2	0.00
4	11/10/21-11/12/21	WOGK-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
5	11/13/21-11/13/21	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	8	--	8	0.00	8	0.00
6	11/14/21-11/14/21	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00
7	11/17/21-11/19/21	WOGK-FM	06:00AM-10:00AM	60	--	--	2	--	1	--	--	3	0.00	3	0.00
8	11/17/21-11/19/21	WOGK-FM	10:00AM-03:00PM	60	--	--	2	3	1	--	--	6	0.00	6	0.00
9	11/17/21-11/19/21	WOGK-FM	08:00PM-12:00AM	60	--	--	3	3	3	--	--	9	0.00	9	0.00
10	11/20/21-11/20/21	WOGK-FM	06:00AM-07:00PM	60	--	--	--	--	--	5	--	5	0.00	5	0.00
11	11/21/21-11/21/21	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00
12	11/22/21-11/26/21	WOGK-FM	06:00AM-10:00AM	60	2	2	2	3	3	--	--	12	0.00	12	0.00
13	11/22/21-11/26/21	WOGK-FM	10:00AM-03:00PM	60	3	3	3	3	3	--	--	15	0.00	15	0.00
14	11/22/21-11/26/21	WOGK-FM	03:00PM-07:00PM	60	1	1	2	3	3	--	--	10	0.00	10	0.00
15	11/27/21-11/27/21	WOGK-FM	06:00AM-07:00AM	60	--	--	--	--	--	6	--	6	0.00	6	0.00
16	11/28/21-11/28/21	WOGK-FM	11:00AM-07:00PM	60	--	--	--	--	--	--	3	3	0.00	3	0.00

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Net Billing
WOGK-FM	104	0	0	0	\$0.00	\$0.00
Totals	104	0	0	0	\$0.00	\$0.00

Total Charges: \$0.00
Total Net: \$0.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
November	2021	\$0.00	\$0.00
Totals		\$0.00	\$0.00

Approvals

Date/Time	User	Title	Approval Type	Status
Aug 17, 2023 06:23 PM	Marketron Admin		Manager Approval	Approved

JOIN OUR TEAM: SALES COORDINATOR JOB OPENING

Description:

North Central Florida Media Group, home of K-Country and Wind-FM, fosters a culture of mentorship, collaboration, teamwork and professional growth. We respect our employees, empower them and treat all members of the team with fairness.

93.7 K-Country and 92.5/95.5 Wind-FM have been prolific radio stations for over a quarter of a century. In addition to our radio stations, we produce concerts and events as well as a variety of Digital marketing opportunities.

If you are ambitious, detail oriented and quick to learn software applications, we invite you to join North Central Florida Media Group as a Sales Coordinator. Our Sales Coordinator will be extremely organized with a high attention to detail and a sense of urgency in your workflow.

Responsibilities:

- Liaison of communication between sales teams and operations.
- Enter sales and production orders in respective software platforms.
- At the direction of the Sales Manager, contact home-based businesses and non-profit exhibitors for events such as our Outdoor Expo, Pet Expo, Ladies Night Out and others.
- Assist the Sales Manager with client booth logistics/communication.
- Gather exhibitor space requirements and follow up with salespeople for display, logos, organization names, Facebook and website links.
- Follow up with salespeople to gather commercials and materials from clients, and coordinate with Digital Director.
- Pull invoices for AE's.
- Attend weekly sales meetings
- Assist with set up and staffing of events.
- Maintain records and set reminds for production/billing deadlines and/or contract expirations.

Qualifications:

Minimum

- 1+ years of administrative or customer service experience.
- Proficient use of Microsoft Office (Word, PowerPoint, Outlook, Excel and Teams).
- Valid Florida Drivers' License, good driving record and reliable transportation.
- Ability to multitask, manage multiple assignments and prioritize tasks in a fast-paced, deadline-driven environment.

Preferred

- BS/BA degree in related discipline (business, advertising or marketing).

Send Cover Letter and Resume to: jobs@ncfmgroup.com

Radio Script for Sales Coordinator
April 2022 – January 2023

Picture a fast-moving office environment where a sales manager, digital director and several salespeople are venting their frustration.

Lisa: [sfx knock, knock]

Got a minute? [in a terse, frustrated tone]

Howard: Sure, what's up? [sarcastic 'what now' tone]

Lisa: When are we going to get a sales coordinator in here?! [demanding tone]

We have so much going on that there just aren't enough hours in the day for me to get things done!

Howard: I know, I know. We've been trying for weeks, but ...

Lisa: [interrupting] ...But we can't keep going like this! We need help now! [urgent tone]

Howard: We've had the job posted, and we've had some interest but they all live far away. We need someone local. Maybe we should emphasize that we have a lot of fun here at K-Country and Wind-FM. Maybe people are looking for a fun place to work where people are treated with dignity and respect.

Whitney: [sfx knock, knock]

Got a minute? [in a terse, frustrated tone]

Howard: You too? [sarcastic 'what now' tone]

Whitney: I've been writing digital insertion orders all day, and don't have time to answer Jessica's questions. We need help now! When are we hiring a sales coordinator? [demanding tone]

Lisa: He was just telling me that we should tell people how much fun we have.

Alicia: [sfx knock, knock]

Got a minute? [in a terse, frustrated tone]

When are we going to hire a sales coordinator?

Howard: [sigh]

Announcer: K-Country and Wind-FM have been so busy that they need a full-time sales coordinator to help out right away. We are looking for someone with great attention to detail and a strong sense of responsibility. If you are interested, or know someone who fits this description, call now: 352-622-5600. You can be our hero. Call 352-622-5600.

Radio Script for Account Manager

November 2021

Male #1: Hey man good to see you again! How's things?

Male #2: Now, you know ... same thing different day.

Male #1: well you so happy about it just came from work yeah alright I guess that's a reason to cheer up I made it through another day at that moon bin so I actually love my job you and what have you done with my friend oh really after being unappreciated stressed burned out hounded and harassed by bad bosses my new job is a breath of fresh air would you get out of sales Nope I just found something better to sell K country and wind FM tired of the way you're doing sales now is you're add to succeed under appreciated where you are there's something better North Central Florida media home of cake country and wind FM are looking for account managers want to feel value heard respected and well paid for your talent and drive go to ncfmgroup.com or call 352-622-5600 to learn more

MEGA Job Fair

23



Event • February 23, 2023

Interested [Edit as North Central Florida Media](#)

Details

10 people responded



Event by WIND-FM North Central Florida Media and 98.7 K COUNTRY

Location: Ocala, Florida

Question: No

Public: Anyone on or off Facebook

Finding employees can be difficult and expensive. North Central Florida Media is here to help Partner with us and CareerSource CLM to brand your business and fill your open positions at the Job Fair held in the Klein Center at the College of Central Florida Ocala campus.

February 23 3pm-7pm

This event will be promoted on the area's top radio stations - 98.7 K Country and 92.1 95.5 Wind-FM - and via on-line advertising. Reach a large pool of potential candidates.

Space is limited so reserve your spot today! 352-422-9600

Presenting Partners:

- Auto Done
- Nash Pumping and Mechanics

Recruiting Companies:

- North Central Florida Media
- Citrus County Board of County Commissioners
- Russel's Western Wear
- Auto Done Parts Store
- Auto Done Distribution Center
- Nash Pumping and Mechanics
- Ocala Housing Authority
- Steve Allen Construction
- Partridge Health Partners
- BrightStar Care of Gainesville
- Monterey Boats
- Ocala Police Department
- Interstate Commercial Driving School
- Wind Central Inc.
- Lowell Correctional Institution
- Manning Building Supplies
- WJBK-TV23
- Sumner County Adult Education
- Marion County Public Schools
- Travel Center of America
- College of Central Florida
- The Lodge Health & Rehabilitation Center
- Centurion Health
- Summit Environmental Services
- Tacamae
- Children's Home Society, Seeless

Professional networking • Ocala, Florida

LA JOYA

12 likes

17 comments



196

College of Central Florida

17,100 likes • 1,000+ posts

The official account for CCF, your first choice for quality college education.

Guests

12

likes

48

comments



Like and Friends

Message Friends

Related Events

Business After Hours with the Chamber!
February 23, 2023



Interested

Belleview Christmas Parade
February 23, 2023



Interested

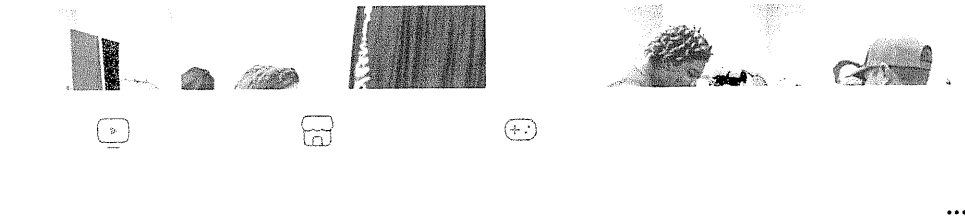
Job Fair Facebook Post

NCFM North Central Florida Media

Another quality event executed yesterday at the Mega Job Fair Ocala with partners Careersource Citrus Levy Marion and WCIB TV23 News.

More than 170 candidates visited 27 hiring businesses to learn about local employment opportunities.

This was one of several community events we host each year, with a focus on connecting business and members of our community through our powerful radio stations WIND-FM and 93.7 K COUNTRY.



Careersource Citrus Levy Marion with 93.7 K COUNTRY and 12 others

The Mega Job Fair was a great success! Thank you to all the businesses and job seekers who attended!

In partnership with North Central Florida Media, 93.7 K CO... See more



Home



My Network



Jobs



Messaging



Notifications



Me



For Business



Recruiting

Morning Show Co Host

North Central Florida Media Group · Ocala, Florida, United States (On-site)

Closed · Closed 1 month ago · Free job post · 29 views

[View applicants](#)

[Repost job](#)



[Job Info](#)

[Settings](#)

Job description

RARE OPENING: Mornings in the sunshine state! Rare opening to co-host mornings on our Iconic Rock station, Wind-FM. Our current co-host is moving back home to be with family so our veteran morning host, Hunter, needs a new friend. Must have minimum 3 years on-air experience, be a guru at editing and imaging and be a social media and blogging maestro. Live near The Villages, the University of Florida, and lots of horses! Plus, we're a short drive to the beach. Come work in a BRAND NEW facility for a company that values its employees. Send your resume and audio to jobs@ncfmgroup.com. North Central Florida Media is an Equal Opportunity Employer.

Employment Type

Full-time

Screening question

No screening questions yet. Add them to identify qualified applicants.

4

Applicants

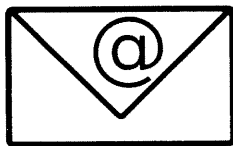
29

Views

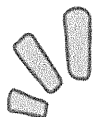
Hiring for more roles?

[Post new job](#)

[Questions?](#) [Contact Support](#) | [Help Center](#)



Sales
Coordinator



We're hiring!

Join our team as a full-time **Sales Coordinator!**

This opportunity is perfect for the detail-oriented go getter with a sales mindset.

The ideal candidate is ready to assist the sales team, coordinate with clients, work events, and perform administrative duties.

Read the full job description and submit your resume today!

SUBMIT RESUME



Sales Coordinator

Posted 4/12/2022-11/1/2022

Join our team: Sales Coordinator



Description

North Central Florida Media Group, home of K-Country and Wind 104.5, fosters a culture of mentorship, collaboration, teamwork and professional growth. We respect our employees, empower them and treat all members of the team with fairness.

K-Country and Wind 104.5 have been around for radio stations for over a quarter of a century. In addition to our radio stations, we produce concerts and events as well as a variety of digital marketing opportunities.

If you are ambitious, detail-oriented and quick to learn software applications, we invite you to join North Central Florida Media Group as a Sales Coordinator. Our Sales Coordinator will be extremely organized with an attention to detail and a sense of urgency in your workflow.

Responsibilities:

- Liaison of communication between sales teams and operations
- Enter sales and production orders in respective software platform
- At the direction of the Sales Manager, contact home-based businesses and non-profit exhibitors for events such as our Outdoor Expo, Pet Expo, Ladies Night Out and others
- Assist the Sales Manager with client booth logistics communication
- Gather exhibitor space requirements and follow up with salespeople for display, logos, organization names, Facebook and website links
- Follow up with salespeople to gather contracts and materials from clients, and coordinate with Digital Director
- Process orders for AEs
- Attend weekly sales meetings
- Assist with set-up and staffing of events
- Maintain records and set reminders for production, billing, deadlines and/or contract expirations

Qualifications:

Minimum:

- 1+ years of administrative or customer service experience
- Proficient use of Microsoft Office: Word, PowerPoint, Outlook, Excel and Teams
- Valid Florida Driver's License, good driving record and reliable transportation
- Ability to multi-task, manage multiple assignments and prioritize tasks in a fast-paced, deadline-driven environment

Preferred:

- BS, BA degree in related discipline, business, advertising or marketing

Send Cover Letter and Resume to: jobs@ncfmgroup.com

1/01

News

Record crowds are expected to take to the air and roads for Thanksgiving



Record crowds are expected to take to the air and roads for Thanksgiving

Reese's unexplained absence brings unwanted scrutiny to No. 2 LSU and coach Kim Mulkey



Reese's unexplained absence brings unwanted scrutiny to No. 2 LSU and coach Kim Mulkey

Allen Hurts leads second-half rally as Eagles beat Chiefs 21-17 in Super Bowl rematch



Allen Hurts leads second-half rally as Eagles beat Chiefs 21-17 in Super Bowl rematch

Public Enemy, R.E.M., Blondie, Heart and Tracy Chapman get nods for Songwriters Hall of Fame

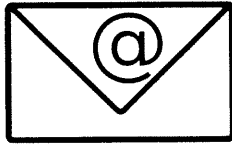


Public Enemy, R.E.M., Blondie, Heart and Tracy Chapman get nods for Songwriters Hall of Fame

Like us on facebook



Like us on facebook



Sales Coordinator

**WE'RE
HIRING**



We're hiring!

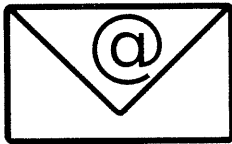
Join our team as a full-time **Sales Coordinator!**

This opportunity is perfect for the detail-oriented go getter with a **sales** mindset.

The ideal candidate is ready to assist the **sales** team, coordinate with clients, work events, and perform administrative duties.

Read the full job description and submit your resume today!

SUBMIT RESUME



Sales Coordinator

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SUBMIT RESUME



Morning Show Co Host

Posted 8/22/2023-9/18-2023

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Morning Show Co-Host



RARE OPENING: Mornings in the sunshine state!

Rare opening to co-host mornings on our Iconic Rock station, Wind-FM. Our current co-host is moving back home to be with family so our veteran morning host, Hunter, needs a new friend.

Must have minimum 3 years on-air experience, be a guru at editing and imaging and be a social media and blogging maestro.

Live near The Villages, the University of Florida, and lots of horses! Plus, we're a short drive to the beach.

Come work in a BRAND-NEW facility for a company that values its employees.

Send your resume and audio to jobs@ncfmgroup.com.

North Central Florida Media is an Equal Opportunity Employer.

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local community news

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LOCAL CONTENT
UNBIASED NEWS
TIMELY & TRUSTED

News

24 hours a day, 7 days a week

Record crowds are expected to take to the air and roads for Thanksgiving



Despite inflation and memories of past holiday travel meltdowns, millions of

people are expected to hit airports and highways in record numbers over the Thanksgiving break.

NCFM

North Central Florida Media

Open Job postings: websites/social posts 10/1/2021-9/30/2023



Job	NCFMgroup.com	937kcountry.com	windfm.com	LinkedIn
Sales Coordinator	4/12/2022-11/1/2022	4/12/2022-11/1/2022	4/12/2022-11/1/2022	--
Account Manager	3/24/2021-Current	Indefinitely	Indefinitely	--
Digital Account Manager	9/27/2023-Current	9/27/2023-Current	9/27/2023-Current	9/27/2023-10/27/2023
Morning Show Co Host	--	--	8/22/2023-9/18/2023	--

Online Requests for Information

NCFMgroup.com	7
LinkedIn	13

NOTES:

Promotions Director position filled prior to 10/1/2021

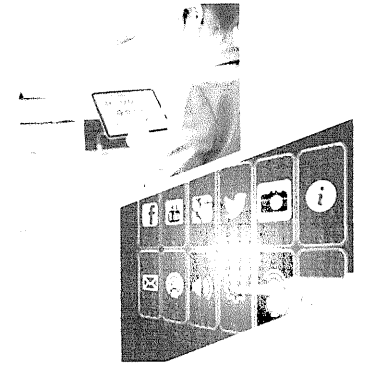
Part Time Reporter/Editor posted after 9/30/2023

Digital Account Manager

Posted
9/27/2023-Current

- Digital Marketing Account Manager
- NCFM, Jacksonville, Florida
- WADSWORTH, Florida
- North Central Florida Outdoor Express, Winter, Florida
- Research Local Communities, Florida

NCFM
join our team
DIGITAL MARKETING ACCOUNT MANAGER



DIGITAL MARKETING ACCOUNT MANAGER

We are seeking a knowledgeable Digital Marketing Account Manager to provide exceptional customer support and manage digital marketing campaigns for our clients. The ideal candidate will have a strong background in digital marketing and a proven track record of success in a similar role.

We are looking for a candidate who is a self-starter, detail-oriented, and has the ability to work independently. The successful candidate will be responsible for managing client accounts, developing marketing strategies, and ensuring the timely execution of campaigns.

Responsibilities

- Manage client accounts and ensure exceptional customer service.
- Develop and execute digital marketing strategies for clients.
- Analyze campaign performance and provide regular reports to clients.
- Collaborate with creative and production teams to ensure timely delivery of content.
- Stay up-to-date on the latest digital marketing trends and technologies.
- Provide ongoing training and support to client staff.

Requirements

- Bachelor's degree in Marketing, Business, or related field.
- Minimum 2 years of experience in a digital marketing role.
- Proven track record of managing client accounts and campaigns.
- Strong communication and interpersonal skills.
- Ability to work independently and manage multiple projects.
- Excellent organizational and time management skills.

WADSWORTH

FLORIDA

9/27/23

WADSWORTH

WADSWORTH, FLORIDA

WADSWORTH, FLORIDA

Select files

WADSWORTH, FLORIDA

WADSWORTH

10/11/2023

Submit

Digital Account Manager

NCFM North Central Florida Media
September 27 · 🌐

...

We're a team of marketers and broadcasters committed to the growth of our local community... and we're #hiring! Know anyone who might be interested?

NCFM
North Central Florida Media
**join
our
team**
DIGITAL MARKETING
ACCOUNT MANAGER



i

NCFMGROUP.COM

Digital Marketing Account Manager - North Central Florida Media

We are looking for an energetic Account Manager to help expand our digital marketing footpr...



Digital Account Manager

Posted 9/27/2023-Current

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Digital Marketing Account Manager

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DIGITAL MARKETING ACCOUNT MANAGER

YOUR COMMUNITY CONNECTION

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FREE ACCESS

News

When you read a news story about a local business, you may not realize that you are also reading a story about the community's economic health. The success of local businesses is a key indicator of the health of the local economy. When you read a news story about a local business, you are also reading a story about the community's economic health. The success of local businesses is a key indicator of the health of the local economy.

With all the news and information available, it's important to stay up-to-date on the latest news and events in your community. This is why we've created a free news app that you can use on your smartphone or tablet. The app provides you with the latest news and events in your community, so you can stay informed and engaged with your community.

The Florida High School Athletic Association (FHSAA) is the governing body for high school sports in Florida. It is responsible for overseeing all high school sports in the state, from football to basketball. The FHSAA is committed to providing a safe and fair environment for all athletes, and to promoting the values of sportsmanship and teamwork.

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Please send cover letter, resume and references to jobs@ncfmgroup.com

We are looking for an energetic Account Manager to help expand our digital marketing footprint. A self-starter to focus sales efforts on digital marketing services, especially PPC, SEM management, targeted display and direct response marketing.

While we will provide leads to you that we generate through our website and marketing campaigns, you will need to be aggressive and proactive in generating your own leads through prospecting, cold outreach, networking, events and prior relationships.

Responsibilities:

- PPC, SEM management, targeted display and direct response marketing
- Discuss initial client needs, prepare proposals and deliver presentations
- Understand client's pain points and eloquently describe our digital marketing solutions and how they will meet client's goals
- Always maintain a warm and friendly etiquette with clients, build a relationship with them and win them over
- Stay up to date with the latest digital marketing trends
- Log all lead activity, deals and status in our CRM

Requirements:

- Experience selling is a big plus
- Understanding of digital marketing concepts including PPC, SEM, SMO, social media marketing, display advertising, retargeting etc
- Experience with CRMs
- Ability to easily build a rapport with prospects
- Ability to listen to clients, understand their situation and come up with creative solutions to address their needs
- Qualify, prospect, present, and close new accounts

Please send cover letter, resume and references to jobs@ncfmgroup.com

LQ:



Digital Account Manager

Posted 9/27/2023-Current

Digital Marketing Account Manager



NCFM join our team

DIGITAL MARKETING ACCOUNT MANAGER



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- Quality prospect, present, and close new accounts

Please send cover letter, resume and references to jobs@ncfmgroup.com
EOL

Bogin, Munns & Munns

Your Ocala Car Accident Lawyer

News

Record crowds are expected to take to the air and roads for Thanksgiving



People that have spent most of their lives in the mountains of Florida are expected to flock to the Thanksgiving

of people are expected to flock to the Thanksgiving

Reese's unexplained absence brings unwanted scrutiny to No. 7 LSU and coach Kim Mulkey



With Reese's absence, LSU's coach Kim Mulkey is expected to face scrutiny

In the second half, Kim Mulkey's team withstood a late-game comeback by Arkansas to win the game 77-69.

Jalen Hurts leads second half rally as Eagles beat Chiefs 21-17 in Super Bowl rematch



The Philadelphia Eagles' Jalen Hurts led a second-half rally to beat the Kansas City Chiefs

Philadelphia's Jalen Hurts led a second-half rally to beat the Kansas City Chiefs

Public Enemy, R.E.M., Blondie, Heart and Tracy Chapman get nods for Songwriters Hall of Fame



Public Enemy, R.E.M., Blondie, Heart and Tracy Chapman were inducted into the Songwriters Hall of Fame

Public Enemy, R.E.M., Blondie, Heart and Tracy Chapman were inducted into the Songwriters Hall of Fame



Digital Account Manager

Posted

9/27/2023-10/27/2023

About the job

We are looking for an energetic Account Manager to help expand our digital marketing footprint. A self-starter to focus sales efforts on digital marketing services, especially PPC/SEM management, targeted display, and direct response marketing.

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- Ability to easily build a rapport with prospects
- Ability to listen to clients, understand their situation and come up with creative solutions to address their needs
- Quality prospect, present, and close new accounts

Email a resume to us at jobs@nfcgroup.com or give us a call to talk more (352) 622-5600



Account Manager

Posted 3/24/2021-Current

- Digital Marketing Account Manager
- NCFM Launches Free Local News Site
- WFTH 5th Annual North Central Florida Outdoor Expo
- North Central Florida Outdoor Expo Vendor Feedback
- Power of Local Community Events



JOIN OUR TEAM: ACCOUNT MANAGER JOB OPENING

Description

North Central Florida Media Group (home of K12Country and Wind FM) is where B2B sales professionals will be valued, respected and appreciated. We foster a culture of mentorship, collaboration, teamwork and professional growth. We respect our salespeople, empower them and treat all members of the team with fairness. Our sales staff are the best!

If you are ambitious and driven to succeed, we should talk about being an Account Manager for North Central Florida Media Group. Our Account Managers offer innovative radio and digital media marketing solutions to businesses in North Central Florida. Our capabilities include an array of on-air, online and interactive opportunities available to over 100 companies in the region.

K12Country and 92.5 FM Wind FM have been prominent radio stations for over a quarter of a century. We offer excellent platforms to create, build and help businesses grow. We produce on-air and events that provide opportunities for consumers and businesses to engage in person.

Our Advertising Account Managers are energetic, personable, professional, creative, hard-working and know how to solve marketing challenges for local businesses.

We foster a collaborative environment and provide the highest industry income with an appealing benefits plan!

Responsibilities

- Identify and engage with new and existing clients to understand their business objectives and create targeted marketing campaigns that produce results.
- Generate new business opportunities to achieve sales goals.
- Create and present customized sales presentations, proposals and case studies.
- Be open to learn and continue to learn about sales process and ever-evolving opportunities through ongoing training.

Qualifications

Minimum:

- 1+ years of B2B sales support or marketing experience
- Ability to develop new business and achieve individual sales goals
- Proficient user of Microsoft Office Word, Excel, Outlook, Email and Teams
- Valid Florida Drivers License, good driving record and insurable transportation
- Ability to multitask, manage multiple assignments and prioritize tasks in a fast-paced, deadline-driven environment

Preferred:

- Ba/Bs degree in related discipline, strategic-level database advertising or marketing
- Good understanding of marketing principles and applications in finance
- Experience solving marketing solutions via digital and social platforms

NAME *

PHONE *

CELL *

EMAIL *

POSITION *

WHEN IS THE BEST TIME TO CONTACT YOU? *

RESUME ATTACHMENT *

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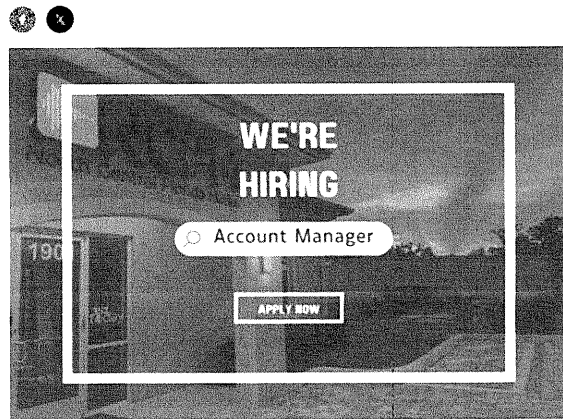
Submit



Account Manager

Posted Indefinitely

Account Manager



Please send cover letter, resume and references to: jobs@wfm.com

Wind-FM and WFLA-TV are seeking a qualified person with a minimum of 3 years of Account Manager experience in the Central Florida market to join our Sales and Marketing department. The ideal candidate will have a proven track record of generating new business and maintaining existing accounts in the Central Florida market. The candidate will be responsible for developing and executing sales strategies, identifying new business opportunities, and providing excellent customer service. The candidate will also be responsible for managing the sales budget and reporting on sales performance.

The Account Manager will be responsible for the following duties:

- Develop and execute sales strategies for the Central Florida market.
- Identify and pursue new business opportunities.
- Provide excellent customer service to existing accounts.
- Manage the sales budget and report on sales performance.

Wind-FM and WFLA-TV are an Equal Opportunity Employer. We are committed to providing a diverse and inclusive work environment for all employees.

Responsibilities:

- Identify and pursue new business opportunities in the Central Florida market.
- Provide excellent customer service to existing accounts.
- Manage the sales budget and report on sales performance.

Qualifications:

- Minimum of 3 years of Account Manager experience in the Central Florida market.
- Proven track record of generating new business and maintaining existing accounts.
- Excellent communication and interpersonal skills.
- Ability to work independently and manage a sales budget.

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The dramatic comedy

VELOCITY

LIVE ON STAGE
NOVEMBER 9-26

News

Velocity is a dramatic comedy that explores the lives of a group of young people in a small town. The play is a powerful and moving story that will leave you with a long-lasting impression. It is a must-see production that will be performed from November 9-26.

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Sales Coordinator

Posted
4/12/2022-
11/1/2022

- Digital Marketing Account Manager
- NCFM Launches Free Local News Site
- WATCH: 5th Annual North Central Florida Outdoor Expo
- North Central Florida Outdoor Expo: Vendor Feedback
- Power of Local Community Events



JOIN OUR TEAM: SALES COORDINATOR

Description

North Central Florida Media Group, home of K-Country and Wind FM, fosters a culture of mentorship, collaboration, teamwork and professional growth. We respect our employees, empower them and treat all members of the team with fairness.

93.7 K-Country and 92.5/95.5 Wind FM have been prolific radio stations for over a quarter of a century. In addition to our radio stations, we produce concerts and events as well as a variety of Digital marketing opportunities.

If you are ambitious, detail-oriented and quick to learn software applications, we invite you to join North Central Florida Media Group as a Sales Coordinator. Our Sales Coordinator will be extremely organized with a high attention to detail and a sense of urgency in your workflow.

Responsibilities

- Liaison of communication between sales teams and operations
- Enter sales and production orders in respective software platforms
- At the direction of the Sales Manager, contact home-based businesses and non-profit exhibitors for events such as our Outdoor Expo, Pet Expo, Ladies Night Out and others
- Assist the Sales Manager with client booth logistics communication
- Gather exhibitor space requirements and follow up with salespeople for display, logos, organization names, Facebook and website links
- Follow up with salespeople to gather commercials and materials from clients, and coordinate with Digital Director
- Pull invoices for AE's
- Attend weekly sales meetings
- Assist with set up and staffing of events
- Maintain records and set reminders for production billing deadlines and/or contract expirations

Qualifications

Minimum

- 1+ years of administrative or customer service experience
- Proficient use of Microsoft Office (Word, PowerPoint, Outlook, Excel and Teams)
- Valid Florida Drivers License, good driving record and reliable transportation
- Ability to multitask, manage multiple assignments and prioritize tasks in a fast-paced, deadline-driven environment

Preferred

- BS/BA degree in related discipline (business, advertising or marketing)

Send Cover Letter and Resume to: jobs@ncfmgroup.com



Sales Coordinator

Posted 4/12/2022-11/1/2022

Join our team: Sales Coordinator



Description:

North Central Florida Media Group, home of [radio stations] and [radio stations], fosters a culture of mentorship, collaboration, teamwork and professional growth. We respect our employees, empower them and treat all members of the team with fairness.

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EOE



News

Supporting the community through the holidays



Despite inflation and memories of past holiday travel meltdowns, millions of people are expected to hit airports and highways in record numbers over the Thanksgiving break.

Local sports news



With 1 Star star forward Angel Reese moving in action and little explanation forthcoming from coach Kim Mulkey, the Phoenix ranked 11th in an intriguing unwanted scrutiny at the outset of their national title defense.

Local sports news



The Philadelphia Eagles insisted that their Super Bowl rematch with the Kansas City Chiefs had nothing to do with revenge. They got a little bit of it, in a way.

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WIND-FM

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