

**Exhibit 4**

Documentation of Recruitment for Vacancies



# Media Account Executive - Wichita Falls, TX

at Townsquare Media

(View all jobs)

Wichita Falls, Texas, United  
States

## Townsquare Media Group

Integrated Media Advertising Sales  
(Broadcast/Digital)

Are you Commission Driven? Have a sense of what it takes to win? If you want to grow professionally, can move at the speed of light and still have fun - Well then we want to talk to you!

Townsquare Media is looking for a dynamic sales executive to join our media and digital advertising team. You will be selling local advertising for our innovative stations.

## Responsibilities

- Prospect for qualified local and regional businesses; conduct thorough Customer Needs Analysis (C N A); present and close appropriate marketing solution programs. These programs may include any of Townsquare Media's many assets for clients: Broadcast and Online radio, digital products such as display, streaming, loyalty programs, e-commerce, audience extension and digital marketing services.
- Leverage our live event platform through sponsorship and sales programs to new and existing clients.
- Create new relationships with local and regional businesses in our area.
- Work with local and corporate marketing teams to develop campaign support materials.
- Responsible to accurately project revenues, meet and exceed monthly budgets for all product lines and overachieve annual budgets.
- Enter new customer data and other sales contract details for station clients.
- Follow accountabilities set forth by your Sales Manager to help guide you to success achieving monthly sales quotas

management to shape the future of our organization.

### **Qualifications**

- Minimum of 3 years sales experience required.
- Goal oriented, a strong work ethic and a strong desire to learn.
- Previous sales experience- A history of success with customers and a proven ability to develop and grow revenue.
- Knowledge and experience with digital media.
- The successful candidate will be smart, curious, tenacious, entrepreneurial, independent, passionate, and enthusiastic, and work with urgency to meet deadlines.
- Accomplished at prospecting and qualifying.
- Ability to engage clients quickly and develop rapport, with excellent communication and problem-solving skills.
- Associates/Bachelor's business/marketing-related degree or equivalent experience.
- Valid driver's license, auto insurance, and vehicle required.

### **Benefits**

- Weekly, Monthly, and Quarterly contests
- 3 weeks of Vacation Time
- Company provided Laptop
- Medical, Dental, and Vision Insurance
- 401(k) Retirement Plan
- High Energy Work Environment
- Opportunity for Upward Mobility- The growth opportunity is great. TSM is a fast growing public company offering unlimited earning potential to our managers and salespeople.

### **About Us**

Townsquare is a radio, digital media, entertainment and digital marketing solutions company principally focused on being the premier local advertising and marketing solutions platform in small and mid-sized markets across the U.S. Our assets include 321 radio stations and more than 330+ local websites in 67 U.S. markets, a digital marketing solutions company (Townsquare Interactive), a proprietary digital programmatic advertising platform (Townsquare Ignite) and approximately 200 live events. Our brands include local media assets such as WYRK, KLAQ, K2 and NJ101.5; iconic local and regional events such as WYRK's Taste of Country (update link!), the Boise Music Festival, the Red Dirt BBQ & Music Festival and Taste of Fort Collins.



as [XXLmag.com](http://XXLmag.com), [TasteofCountry.com](http://TasteofCountry.com)  
and [Loudwire.com](http://Loudwire.com)

TOWNSQUARE MEDIA BROADCASTING, LLC  
MAINTAINS A DRUG-FREE WORKPLACE  
AND IS AN EQUAL EMPLOYMENT  
OPPORTUNITY EMPLOYER. APPLICANTS  
MUST BE ELIGIBLE TO WORK IN THE U.S.

**Townsquare Media provides equal  
employment opportunities (EEO) to all  
employees and applicants for employment  
without regard to race, color, religion, sex,  
national origin, age, disability or genetics. In  
addition to federal law requirements,  
Townsquare Media complies with applicable  
state and local laws governing**

**LOCAL  
MEDIA**

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## Job Applications

11-19 of 19

## Job Posts

## Applications

## Filter By

- ☐
- Favorited
- 
- ☐
- New

## Status

- ☐
- Contacted
- 
- ☐
- Interview Scheduled
- 
- ☐
- Interviewed
- 
- ☐
- Hired
- 
- ☐
- Rejected

## Job Posts

- ☐
- Media and Digital
- 
- Marketing Executive
- 
- posted over a year ago

19

Name	Location	Job Title	Summary	
Thu, Dec 6	Wichita Falls, Texas	Media and Digital Mar...	Housekeeper at	Rejected
Thu, Nov 15	Wichita Falls, Texas	Media and Digital Mar...	Crew member	Rejected
Tue, Nov 13	Wichita Falls, Texas	Media and Digital Mar...	Garden Associate	Rejected
Thu, Nov 8	Wichita Falls, Texas	Media and Digital Mar...	Bartender	Rejected
Mon, Nov 5	Wichita Falls, Texas	Media and Digital Mar...	Insurance Agent	Rejected
Wed, Oct 24	Wichita Falls, Texas	Media and Digital Mar...	warehouse	Rejected
Tue, Oct 16	Wichita Falls, Texas	Media and Digital Mar...	Restaurant Manager a...	Rejected
Mon, Oct 15	Wichita Falls, Texas	Media and Digital Mar...	Sales and marketing ...	Rejected
Wed, Dec 31	Wichita Falls, Texas	Media and Digital Mar...	Dietary Aide at	Rejected

Chat (31)

Create Job

### Job Applications

1-10 of 19

Job Posts

**Applications**

Filter By

☐ Favorited  
☐ New

Status

☐ Contacted  
☐ Interview Scheduled  
☐ Interviewed  
☐ Hired  
☐ Rejected

Job Posts

Media and Digital  
Marketing Executive  
posted over a year ago

19

Name	Location	Job Title	Summary	
Mon, Mar 4	Wichita Falls, Texas	Media and Digital Mar...	Psychiatric Nursing	Select Status
Mon, Mar 4	Wichita falls	Media and Digital Mar...	Sales manager	Select Status
Sat, Feb 16	Wichita Falls Texas	Media and Digital Mar...	Richland College	Select Status
Thu, Feb 14	Bowie, Texas	Media and Digital Mar...	Salesman/Owner	Select Status
Wed, Feb 13	Walters, Oklahoma	Media and Digital Mar...	Bartender at	Select Status
Sat, Feb 8	Wichita Falls, Texas	Media and Digital Mar...	Front desk	Select Status
Fri, Feb 6	Wichita Falls, Texas	Media and Digital Mar...	Business Owner	Select Status
Wed, Jan 30	wichita falls	Media and Digital Mar...	Waitress	Select Status
Tue, Jan 1	Wichita Falls, Tx	Media and Digital Mar...	Vizio Representative	Rejected
Mon, Dec 10	Witchita Falls, TX	Media and Digital Mar...	Nail Technician	Rejected

Chat (31)



*Full Time Jobs*

*Part*



**WICHITA FALLS' #1 HIT MUSIC STATION AND HOME OF THE**

Please read through the job description below and email your resume to [hr@929ninth.com](mailto:hr@929ninth.com) to set up an interview if you are interested in working with us here at 92.9 NIN.

## **Media and Digital Marketing Executive**

### **Responsibilities**

- Prospect for qualified local and regional businesses; conduct initial contact, qualify and present and close appropriate marketing solution program
- Leverage Media's many assets for clients: Broadcast and Online radio, television, print, digital programs, e-commerce, audience extension and digital marketing
- Leverage our live event platform through sponsorship and advertising
- Create new relationships with local and regional businesses
- Work with local and corporate marketing teams to develop and execute marketing programs
- Responsible to accurately project revenues, meet and exceed sales goals and consistently overachieve annual budgets.
- Enter new customer data and other sales contract details into CRM system
- Follow accountabilities set forth by your Sales Manager to meet sales goals and quotas consistently.
- Provide insight and value to executive management to share with the board



## **JOB OPPORTUNITY**

### ***Traffic Coordinator***

#### **LOCATION**

Wichita Falls TX

#### **SUPERVISOR**

Elaina Land

#### **JOB SUMMARY**

Townsquare Media Broadcasting, LLC has an immediate opening in our Traffic Department. This position helps the Traffic manager manage the daily preparation and maintenance of on-air logs utilizing careful and thorough management of commercial inventory while maximizing revenue. Initiates innovative problem solving and decision-making tools to achieve station goals and work with sales management and account executives to efficiently accommodate advertisers and maintain revenue and inventory. This position includes management of the continuity function. It also includes answering phones, greeting people coming into the lobby and facilitating prize distribution and various general office administrative duties.

Competitive pay with paid time off, medical, dental and vision insurance opportunities, 401(k), flex spending accts, supplemental short term and long term disability, and life insurance.

#### **EXPERIENCE/SKILLS**

The successful Candidate will be team-oriented and excel in a multi-tasking environment, strong computer skills, superior organizational skills, excellent interpersonal skills and a demonstrated ability to work under pressure and deadlines with minimal supervision. Strong analytical skills, professional demeanor and business understanding required. Familiarity with Marketron and/or another broadcast inventory management software helpful, but not required.

#### **CONTACT**

Please mail or fax resume, cover letter and salary requirements to:

Business Manager  
2525 Kell Blvd Suite 200  
Wichita Falls, Tx 76308  
[dtownsquaremedia.com](mailto:dtownsquaremedia.com)  
Fax: 940-763-7195

No phone calls please

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

#### **Current Townsquare Media Broadcasting Employee Qualification Statement:**

It is preferred that current employees of Townsquare Media Broadcasting, LLC and affiliated companies have a minimum of six months of service in their present position, and a fully competent performance rating to be eligible to apply for this position.

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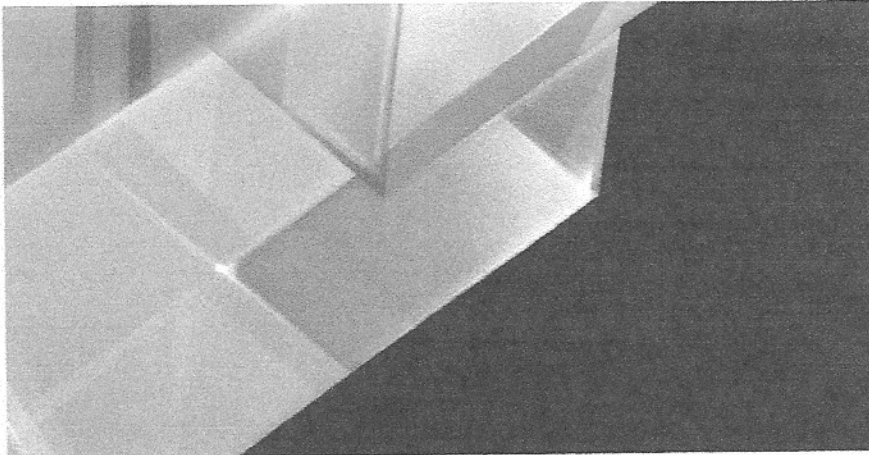
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**Townsquare Media | Wichita Falls**

June 5, 2017 ·

We are **HIRING!**



TOWNSQUAREMEDIA.COM

**Positions Available: Traffic Coordinator**

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**Townsquare Media | Wichita Falls**

June 1, 2017 ·

Ouch. 🤔



**106.3 The Buzz**

June 1, 2017 ·

Could Stryker handle over one million Scoville units of heat?



1063THEBUZZ.COM

**Stryker Sweats Out the Psycho Burger Challenge at Willie's**





### **Career Opportunity**

**Job Title:** Assistant Business Manager

**Reports To:** Market/General Manager; Business Manager and Corporate Market Controller

**FLSA Status:** Exempt

**Department:** Business Office

### **Summary**

Manages a variety of general office activities by performing the following duties personally or through subordinate supervisors.

### **Essential Duties and Responsibilities**

- Assisting in monthly financial close
- Assists with the processing and review of account payables, cash receipts, credit applications, trade, accounts receivable and billing activity
- Helps to ensure all financial deadlines and due dates are met in a timely manner
- Maintains sales/tax use spreadsheet and filing sales tax forms with the state each month or quarter as needed
- Maintains personnel files, ensuring all files are updated properly
- Signs traffic orders on a daily basis
  
- Analyzes and organizes office operations and procedures such as bookkeeping, preparation of payrolls, personnel, information management, filing systems, requisition of supplies, and other clerical services.
- Maximizes office productivity through proficient use of appropriate software applications.
- Maintains contact with customers and outside vendors.
- Audits invoices, researches discrepancies and approves for payment.
- Processes employment applications and assists in other employment activities.

### **Qualifications**

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.



It is preferred that current employees of Townsquare Media Broadcasting, LLC and affiliated companies have a minimum of six months of service in their present position, and a fully competent performance rating to be eligible to apply for this position.

#### **Education/Experience**

Some education in Accounting or Finance recommended; 3-5 years accounting experience preferred; or equivalent combination of education and experience.

#### **Language Ability**

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures or governmental regulations. Ability to interpret business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

#### **Math Ability**

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, percentages.

#### **Computer Skills**

To perform this job successfully, an individual should have knowledge of Word, Excel and Outlook; Internet, Accounting and Database software. Great Plains experience is preferred but not required.

#### **To Apply**

Qualified Applicants please E-mail resume to: \_\_\_\_\_@townsquaremedia.com

#### **Equal Employment Opportunity Policy**

TOWNSQUARE MEDIA BROADCASTING, LLC MAINTAINS A DRUG-FREE WORKPLACE AND IS AN EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER. APPLICANTS MUST BE ELIGIBLE TO WORK IN THE U.S.

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