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Tampa Jobs

Integrated Media Solutions Providers

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Company: Clear Channel Tampa, FL

Salary: 100% Commission
Date: 1/4/2012
Status: Full Time

A hiring decision will be made during 1st Qtr 2012

Job Description:

The Clear Channel Radio IMSP will identify and solicit new business; service and develop existing accounts. Utilize available resources in marketing, operations and sales to present Company in the best possible light. Develop persuasive proposals in response to client needs and/or opportunities. Drive clients based on general market or specific station information. Ensure client satisfaction through cooperative communication. IMSP's will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

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To Apply:

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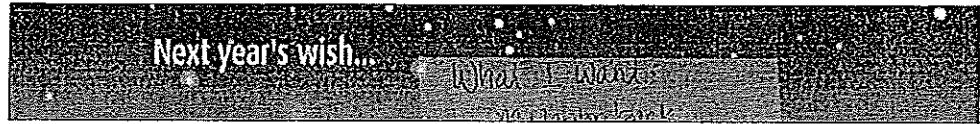
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Integrated Media Solutions Providers

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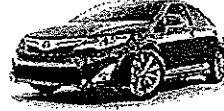


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Integrated Media Solutions Providers

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Company: Clear Channel Tampa, FL

Salary: 100% Commission
Date: 1/4/2012
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1. **Enter Position Information** -- Job Title, No. of Openings, & Job Description.
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4. **To archive/inactivate a job listing** - scroll down to 'Posting Information.' Click on 'Edit.' Scroll down to 'Post End Date.' Type in current date. Click 'Save.'

If you have just entered a new job posting, complete Steps 2 and 3 above by clicking [\[Edit\]](#) and completing the **Contact Information** and **Posting Information** sections below. Please read carefully, required fields are marked by an *.

[\[Required Fields Help\]](#)

*Job ID: 34156

*Job Title: Integrated Media Solutions Provider

Job Reference Num:

Organization Name: Clear Channel

*No of Openings: 1

Work Schedule: M-F

Hours per Week: 40

*Wage/Salary: 100% Comm

Job Start Date: 01/15/2012

Job End Date:

Supervisor: Chuck Deskins

*Job Description: The Clear Channel Radio IMSP will identify and solicit new business; service and develop existing accounts. Utilize available resources in marketing, operations and sales to present Company in the best possible light. Develop persuasive proposals in response to client needs and/or opportunities. Drive clients based on general market or specific station information. Ensure client satisfaction through cooperative communication. IMSP's will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

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Qualifications: See Ad

Application Instructions: See Ad

Contact Information

[\[Edit\]](#)

First Name: Chuck

Middle Initial:

Last Name: Deskins

Address Line 1: 4002 Gandy Boulevard

Address Line 2:

City: Tampa

State: FL

Zip: 33611

Map to Address Above: [Online Map](#)

Phone:

Fax:

Email: chuckdeskins@clearchannel.com

Website:

Posting Information

[\[Edit\]](#)

Job Location: Tampa, FL

Job Category:

Position Type: Full-time, Degreed

Applicant Type: Full-time

Minimum GPA: 3.0000

Citizenship: U.S. Citizen or U.S. National

Graduation Start:
Graduation End:
Classification:
Degrees:
Majors :
Screen Applicant Types: Yes
Screen Minimum GPA: No
Screen Citizenship: No
Screen Graduation Range: No
Screen Classification: No
Screen Degrees: No
Screen Majors: No
***Post Start Date:** 1/4/2012
***Post End Date:** 3/31/2012
***Show Contact Info:** Yes
***Allow Online Referrals:** Yes

Florida Job Order Print Document

Job Order: 9633657

Print Date: 1/4/2012 4:55:48 PM

Office: WorkForce North Tampa - 4460

LWIA/Region: Tampa Bay Workforce Alliance

Employer Information:

Employer Name: Clear Channel Broadcasting, Inc.

How to Apply: Provide an VOS Resumé Online (recommended)

Company Website:

Application Comments: Send resume to chuckdeskins@clearchannel.com

Location:

Main Address:

Clear Channel Broadcasting, Inc.
4002 Gandy Blvd.

Mailing Address:

4002 W GANDY BLVD

Tampa, FL 33611

TAMPA, FL 33611

Contact:

Contact: Chuck Deskins

Title: Director of Sales

Phone: (813) 832-1904 x Fax: (813) 837-0300

Email: CCtampasales@clearchannel.com

Job Details:

Occupational Code: 41301100 Advertising Sales Agents

Job Title: Integrated Media Solutions Provider

Industry Code: Radio Stations

Number of Positions: 1

Referrals: 100

Earliest Date to Display: 1/4/2012

Last Date Job Order Will Display: 3/31/2012

Type of Job: Regular

Job Time Type: Full Time (30 Hours or More)

Duration: Over 150 Days

Special Job Category:

Job Duties and Skills:

Description:

The Clear Channel Radio IMSP will identify and solicit new business; service and develop existing accounts. Utilize available resources in marketing, operations and sales to present Company in the best possible light. Develop persuasive proposals in response to client needs and/or opportunities. Drive clients based on general market or specific station information. Ensure client satisfaction through cooperative communication. IMSP's will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

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Special Software/Hardware Skills Needed: No

Special Skills: See Ad

Job Requirements:

Minimum Age:

Test Done By: No test required

Required Tests: NA

Hiring Requirements: Background Checks, Motor Vehicle Record Check

Hiring Requirements Other:

Education Level: No Minimum Education Requirement

Months of Experience: 24

Requires a Drivers License: Yes, Operator License

Near Public Transportation: Yes

Drivers License Certification:

Drivers License Endorsements:

Compensation and Hours:

Minimum Salary: 18000.00 Other

Maximum Salary:

Pay Comments: **Commission Only**

Supplemental Compensation: **No**

Hours per Week: **Hours Vary**

Actual Hours:

Shift: **Day Shift**

Benefits: **Medical, Dental, Life Insurance, Vision, Vacation, Holidays, Sick Leave, 401K, Short/Long Term Disability**

Other Benefits: **No Benefits Listed**

Job Order Information to be Displayed Online:

Job Order Information Online: **Job details, employer name and contact information will be displayed online.**

Other Information:

Green Job: **No**

Subsidized by ARRA (Stimulus): **No**

Featured Job: **No**

In an Enterprise Zone: **No**

Federal Contractor: **No**

Court Ordered Affirmative Action: **No**

Staff Information:

Category: **Regular (Non Domestic)**

Job Developer Mandatory Listing: **NA**

Status: **Open and available**

Employer Status: **Open and available**

Reason: **NA**

Future Release From Hold:

Job Order Followup: **2/3/2012**

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Fax and E-mail verification summary report for Integrated Media Solution Provider

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 1/4/2012 4:24:38 PM
2	Brewster Tech Center E-mail: john.holmes@sdhc.k12.fl.us	Sent: 1/4/2012 4:24:36 PM
3	My Air Check E-mail: registration@myaircheck.com	Sent: 1/4/2012 4:24:37 PM
4	Pinellas County Urban League E-mail: cmyrick@pcul.org	Sent: 1/4/2012 4:24:37 PM
5	The Freeform Radio Initiative, Inc. E-mail: announcements@thefreeformradioinitiative.org	Sent: 1/4/2012 4:24:36 PM
6	University of Tampa E-mail: shood@ut.edu	Sent: 1/4/2012 4:24:35 PM

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Fax and E-mail verification summary report for Integrated Media Solution Provider

Position: Integrated Media Solution Provider

Hire Date: January 30, 2012

This report, generated by Broadcast1Source, verifies that WBTP-FM, WDAE-AM, WFLA-AM, WFLZ-FM, WFUS-FM, WHNZ-AM, WMTX-FM, WXTB-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

The Clear Channel Radio IMSP will identify and solicit new business; service and develop existing accounts. Utilize available resources in marketing, operations and sales to present Company in the best possible light. Develop persuasive proposals in response to client needs and/or opportunities. Drive clients based on general market or specific station information. Ensure client satisfaction through cooperative communication. IMSP's will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

Requirements:

See Ad

Experience:

You should have 2 years Media sales experience and knowledge of market demographics

Additional Information:

See Ad

Contact:

chuckdeskins@clearchannel.com

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Miki Parks at mikiparks@clearchannel.com

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WXTB-FM****Fax and E-mail verification summary report for Integrated Media Solution Provider**

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 1/4/2012 4:24:38 PM
2	Brewster Tech Center E-mail: john.holmes@sdhc.k12.fl.us	Sent: 1/4/2012 4:24:36 PM
3	My Air Check E-mail: registration@myaircheck.com	Sent: 1/4/2012 4:24:37 PM
4	Pinellas County Urban League E-mail: cmyrick@pcul.org	Sent: 1/4/2012 4:24:37 PM
5	The Freeform Radio Initiative, Inc. E-mail: announcements@thefreeformradioinitiative.org	Sent: 1/4/2012 4:24:36 PM
6	University of Tampa E-mail: shood@ut.edu	Sent: 1/4/2012 4:24:35 PM

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Integrated Media Solutions Providers

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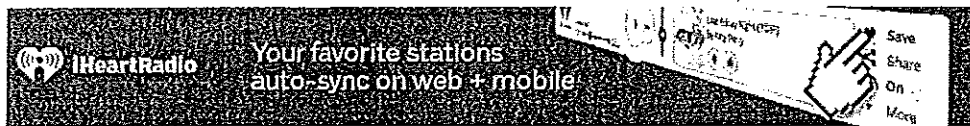
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VARIETY LIVE FROM THE
FLORIDACENTRAL CREDIT UNION
STUDIOS

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SWITCH your auto loan
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SHARE IT EMAIL THIS BOOKMARK

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Tampa Jobs

Integrated Media Solutions Providers

Tweet 0 Like Send

Company: Clear Channel Tampa, FL

Salary: 100% Commission

Date: 1/4/2012

Status: Full Time

A hiring decision will be made during 1st Qtr 2012

Job Description:

The Clear Channel Radio IMSP will identify and solicit new business; service and develop existing accounts. Utilize available resources in marketing, operations and sales to present Company in the best possible light. Develop persuasive proposals in response to client needs and/or opportunities. Drive clients based on general market or specific station information. Ensure client satisfaction through cooperative communication. IMSP's will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

The ideal candidates will be self-motivated and able to communicate product value. He/She should also have excellent negotiation, presentation and computer skills. Prospective candidate should have the ability to exercise judgment and operate independently. They also need to be able to read, draft and comprehend complex and persuasive business correspondence and creative proposals. You should have 2 years Media sales experience and knowledge of market demographics. Must have a valid Drivers License, vehicle and insurance.

To Apply:

Please send all resumes to chuckdeskins@clearchannel.com or mail resumes to Chuck Deskins, 4002 Gandy Blvd, Tampa, FL 33611 No phone calls please.

It is our policy to provide equal opportunity to all qualified individuals without regard to their race, color, religion, national origin, sex, age, disability, sexual orientation, or any other characteristic protected by law, in all personnel actions. We specifically encourage referral of qualified minority and female applicants. Clear Channel is an equal opportunity employer.

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Events:
Photos: Mix Photos | American Idol Finale 2011
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Site Map

Browse 750+ Radio Stations 10,000+ Music Videos, Live Performances and More!
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Do numbers come easily to you? Can you find patterns and trends in data that others can't see? Do you have a skill and creativity to make mind-boggling data attractive and easy to understand? Imagine applying those skills to MARKET an extensive range of Clear Channel's media products to the nation's top agencies and some of the largest advertisers in the country. You'll play a vital role in helping top advertisers develop and implement marketing strategies using a wide range of media platforms. We are looking for a creative thinker who is analytically talented and driven to be a Market Research Director in a Top 20 Market. Candidate will:

- Develop marketing and sales support presentations for eight (8) leading Tampa Bay radio stations and their online/integrated media properties.
- Target and track key prospects and new sources of advertising revenue, utilizing trade publications, Scarborough data, and economic trends.
- Maintain historical records of availed business and RFPs and supply custom research to clients and agencies on an ad-hoc basis, with the goal of increasing market share.
- Perform monthly and quarterly analysis of Arbitron data for stations to identify key marketing strengths of products.
- Analyze data and supply Programming department with audience demographic and psychographic information for use in conjunction with on-air content, including but not limited to contesting and promotions.
- Compile and supply research intelligence to staff and clients regarding market trends, consumer trends, advertising spend trends, and media usage trends.

Special Skills (degrees, certifications, software, etc.)

Applicant must have a 4 year College Degree, Research experience, Solid PowerPoint/Presentation skills. Marketing experience a plus. Please send all resumes to chuckdeskins@clearchannel.com or mail resumes to Chuck Deskins, 4002 Gandy Blvd, Tampa, FL 33611 No phone calls please.

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- Jobs by Employer
- Jobs by Occupation
- Occupation Information

Other Job Listings for this Employer

To view other jobs offered by this employer, click a link below:

Other local job listings for this employer
Select this option to view other jobs in this system being offered by this employer that are located in Florida.

All job listings for this employer
Select this option to view all of the jobs in this system being offered by this employer.

WBTP-FM, WDAE-AM, WFLA-AM, WFLZ-FM, WFUS-FM, WHNZ-AM, WMTX-FM, WXTB-FM

Vacancy Data Form

Host/Reporter

Recruitment source referring hire: Employee Referral

Date of hire: 12/1/2011

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	All Access Music 28955 Pacific Coast Highway Malibu, California 90265 Phone : 310-457-6616 Email : jdenver@allaccess.com Fax : 1-310-457-8058 Joel Denver	N	0
2	Brewster Tech Center 2222 North Tampa St Tampa, Florida 33602 Email : john.holmes@sdhc.k12.fl.us John Holmes	N	0
5	Clear Channel Careers Website 200 E. Basse Road San Antonio, Texas 78209 Url : http://www.clearcareers.com Career Services Manual Posting	N	2
7	Employee Referral 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	2
8	Everest University Online 3319 W Hillsborough Ave Tampa, Florida 33614 Phone : 813-879-6000 Email : agillylan@cci.edu A Gillylan	N	0

WBTP-FM, WDAE-AM, WFLA-AM, WFLZ-FM, WFUS-FM, WHNZ-AM, WMTX-FM, WXTB-FM

Vacancy Data Form

Host/Reporter

Recruitment source referring hiree: Employee Referral

Date of hire: 12/1/2011

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Indeed.com Not contacted by SEU www.indeed.com New York, New York Phone : 813-832-1000 Miki Parks Manual Posting	N	1
11	Internal Posting 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
13	Jobing.com 5301 W. Cypress Street - Tampa, Florida 33607 Phone : 813-649-8411 Email : matt.lachoney@jobing.com Jerime OConnor	N	0
14	Keiser University 5225 Memorial Hwy Tampa, Florida 33634 Phone : None Ms. E. Tamayo Manual Posting	N	0
16	My Air Check #1-771 Gibsons Way Gibsons, Texas Phone : 604-740-1374 Email : registration@myaircheck.com Scott Russell	N	0

WBTP-FM, WDAE-AM, WFLA-AM, WFLZ-FM, WFUS-FM, WHNZ-AM, WMTX-FM, WXTB-FM

Vacancy Data Form

Host/Reporter

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Date of hire: 12/1/2011

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Pinellas County Urban League 333 31st St North St Petersburg, Florida 33713 Phone : 727-327-2081 Email : cmyrick@pcul.org Cyndi Myrick	N	0
22	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
23	The Freeform Radio Initiative, Inc. Post Office Box 530369 Miami, Florida 33153-0369 Phone : 305 982 7233 Email : announcements@thefreeformradioinitiative.org Scott McWilliams	N	0
24	University of South Florida 4202 E. Fowler Avenue SVC 2088 Tampa, Florida 33620 Phone : 813-974-3202 Kathi Roche Manual Posting	Y	0
25	University of Tampa 401 West Kennedy Blvd. Box K Tampa, Florida 33606 Phone : 813-253-6236 Email : shood@ut.edu Fax : 1-813-258-7271 Sheila Hood	Y	0

WBTP-FM, WDAE-AM, WFLA-AM, WFLZ-FM, WFUS-FM, WHNZ-AM, WMTX-FM, WXTB-FM

Vacancy Data Form

Host/Reporter

Recruitment source referring hiree: Employee Referral

Date of hire: 12/1/2011

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Walk In/Self Referral 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	1
27	Workforce/Employ Florida.com 9215 N Florida Avenue Suite 101 Tampa, Florida 33612 Phone : 813-830-7508 Url : EmpoyFlorida.com Odie Clark Manual Posting	Y	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			6