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July 15, 2022

**VIA E-MAIL & POSTING TO
FCC ONLINE PUBLIC INSPECTION FILE**

Elizabeth E. Goldin
Assistant Chief, Investigations & Hearings Division
Enforcement Bureau
Federal Communications Commission

Re: Response to Broadcast EEO Audit Letter
WDIZ(AM), Venice, FL (FAC. ID# 3060)
WHNZ(AM), Tampa, FL (FAC. ID# 23077)
WDAE(AM), St. Petersburg, FL (FAC. ID# 74198)

Dear Ms. Goldin:

On behalf of iHM Licenses, LLC, licensee of WDIZ(AM), Venice, FL (Fac. ID# 3060), WHNZ(AM), Tampa, FL (Fac. ID# 23077), and WDAE(AM), St. Petersburg, FL (Fac. ID# 74198), as well as the commonly owned stations in the Tampa-Sarasota, Florida station employment unit ("SEU"), the undersigned submits the SEU's response to your letter of March 21, 2022 concerning compliance with the Commission's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080 ("Audit Letter").¹ Per your request, this submission consists of a sworn statement by Chris Soechtig, Area President with copies of documentation responsive to your inquiry.

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

Respectfully Submitted,

A handwritten signature in blue ink that reads "Meredith G. Singer".

Meredith G. Singer

cc: Lynn Kalagian (FCC) (*via email*)

¹ The SEU received an extension of time to submit this response to and through July 15, 2022.

DECLARATION OF CHRIS SOECHTIG, AREA PRESIDENT

I, Chris Soechtig, hereby declare as follows:

1. I am an Area President for iHM Licenses, LLC, the licensee of WHNZ(AM), Tampa, FL (Fac. ID # 23077), WDIZ(AM), Venice, FL (Fac. ID # 3060), and WDAE(AM), St. Petersburg, FL (Fac. ID # 74198), which are part of a station employment unit based in Tampa-Sarasota, FL and which includes WSRZ-FM, Coral Cove, FL (Fac. ID # 48673), WTZB(FM), Englewood, FL (Fac. ID # 59127), WSDV(AM), Sarasota, FL (Fac. ID # 48671), WRUB(FM), Sarasota, FL (Fac. ID # 48672), WCTQ(FM), Venice, FL (Fac. ID # 3059), WFUS(FM), Gulfport, FL (Fac. ID # 63984), WXTB(FM), Clearwater, FL (Fac. ID # 11274), WMTX(FM), Tampa, FL (Fac. ID # 23078), WBTP(FM), Clearwater, FL (Fac. ID # 41382), WFLA(AM), Tampa, FL (Fac. ID # 29729), WFLZ-FM, Tampa, FL (Fac. ID # 29732) (the “SEU” or “Unit”). The stations in this SEU are commonly owned through subsidiaries ultimately owned and controlled by iHeartMedia, Inc. (collectively, “iHeartMedia”).¹ This Statement and relevant attachments are being submitted in response to the March 21, 2022 letter of Elizabeth E. Goldin, Assistant Chief, Investigations & Hearings Division of the Commission’s Enforcement Bureau, concerning a random audit of EEO compliance (the “EEO Audit Letter”).

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

3. In response to Question 2(b)(i) of the EEO Audit Letter, the SEU’s two most recent EEO Public File Reports, as described in 47 C.F.R. § 73.2080(c)(6), are appended at Attachment A.

4. In response to Question 2(b)(ii) of the EEO Audit Letter, the web addresses of the stations in this SEU are as follows: <https://acciontampabay.iheart.com/> (WHNZ(AM)), <https://oldies1320.com> (WDIZ(AM)), <https://953wdae.com> (WDAE(AM)), <https://wsrz.com> (WSRZ-FM), <https://z105rocks.com> (WTZB(FM)), <https://kiss1039.com> (WSDV(AM)), <https://rumba1065.com> (WRUB(FM)), <https://ctqcountry.com> (WCTQ(FM)), <https://us1035.com> (WFUS(FM)), <https://98rock.com> (WXTB(FM)), <https://tampabaysmix.com> (WMTX(FM)), <https://957thebeat.com> (WBTP(FM)), <https://wflanews.com> (WFLA(AM)), <https://933FLZ.com> (WFLZ-FM). A copy of the current EEO Public File Report is included on or linked to each of these websites.

5. In response to Question 2(b)(iii), the date of each full-time hire listed in the SEU’s above-referenced EEO Public File Reports, in accordance with 47 C.F.R. § 73.2080(c)(5)(vi), is included in the internal business records appended at Attachment B. Further, the licensee acknowledges that it is required to retain records to document its outreach to the recruitment

¹ As of October 1, 2020, the iHM Sarasota SEU (consisting of stations WSRZFM, WTZB(FM), WSDV(AM), WRUB(FM), WCTQ(FM), and WDIZ(AM)) merged with the iHM Tampa SEU (consisting of stations WFUS(FM), WXTB(FM), WMTX(FM), WHNZ(AM), WBTP(FM), WDAE(AM), WFLA(AM), and WFLZ-FM(FM)) as part of a planned internal restructuring of business operations in the market. At the direction of FCC staff, this response includes the 2020 Sarasota EEO Public File Report, the 2020 Tampa EEO Public File Report, and the post-merger 2021 Tampa-Sarasota EEO Public File Report together with the associated supporting documentation.

sources used to fill its full-time positions pursuant to 47 C.F.R. § 73.2080(c)(5)(iii), including the recruitment reflected in the above EEO Public File Reports. However, pursuant to the EEO Audit Letter, only one such job notice per position is included at Attachment B in addition to announcements sent to those sources that have notified the SEU that they want to be alerted to job openings at the Unit, as described in 47 C.F.R. § 73.2080(c)(1)(ii).

6. In response to Question 2(b)(iv) of the EEO Audit Letter, the internal business records appended at Attachment B also provide data concerning (a) the total number of interviewees for each vacancy and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the above EEO Public File Reports.

7. In response to Question 2(b)(v) of the EEO Audit Letter, documentation concerning the Unit's performance of four points worth of recruitment initiative activity during the period covered by the above EEO Public File Reports and as described in § 73.2080(c)(2) is appended at Attachment C with participating personnel noted therein. This SEU employs a total of 99 full-time employees and at least one of our stations is located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four points worth of recruitment initiative activity during each two-year period measured from the date the stations in the SEU are required to file license renewal applications.

8. In response to Question 2(b)(vi) of the EEO Audit Letter, the licensee affirms that it is not aware of any complaints alleging unlawful discrimination in the employment practices of the stations in this SEU based on race, color, religion, national origin or sex filed before a body with jurisdiction under federal, state, territorial or local law during the current license term.

9. In response to Question 2(b)(vii) of the EEO Audit Letter, the licensee affirms that iHM Licenses, LLC deployed an EEO compliance plan, with the assistance of outside communications counsel, known as the Broadcast Diversity Recruitment Plan (the "Recruitment Plan" or "Plan") in conjunction with the effective date of the current EEO regulations. The Plan contains directives as to how iHeartMedia SEUs are to engage in broad recruitment for job vacancies and undertake recruitment initiatives, details the required recordkeeping requirements and provides a quarterly self-assessment program.

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

At the local level, this SEU utilizes an internal team, under my supervision, to ensure compliance with the FCC's EEO rules. The SEU's internal team includes our Finance Manager, who is responsible for overseeing day-to-day EEO compliance and recordkeeping, along with

our Senior Vice President of Sales, two Senior Vice Presidents of Programming and the Area President, who conduct our recruitment efforts. The SEU's internal EEO team works together to maintain accurate contact information for our recruitment sources and ensures that notices of job vacancies are broadly disseminated throughout our local community. The SEU's compliance efforts include identifying our efforts to afford equal employment opportunities to employees and applicants through statements disseminated in job applications and posted in conspicuous areas within the workplace. This SEU's employment practices are my ultimate responsibility, working in conjunction with in-house counsel at iHeartMedia corporate headquarters and, when applicable, outside employment and labor counsel.

10. In response to Question 2(b)(viii) of the EEO Audit Letter, the SEU understands that it must periodically analyze the effectiveness of its EEO recruitment program by reviewing the productivity of sources on its recruitment list and the outcome of its recruitment initiatives. The company's Recruitment Plan, through the quarterly self-assessment mechanism, provides SEUs with an opportunity to consult the corporate headquarters about these issues. To boost the effectiveness of outreach efforts on an ongoing basis, the SEU also includes language on its station websites encouraging qualified community organizations to contact the SEU to request its job notices. Further, this SEU reviews its master recruitment source list regularly to ensure recruitment sources are updated. We also work with the local community organizations and educational institutions, including the University of Florida, to promote career opportunities in broadcasting by actively engaging at job fairs and participating in speaking events.


11. In response to Question 2(b)(ix) of the EEO Audit Letter, this SEU strives to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that they provide equal opportunity and do not have a discriminatory effect.

Dated: July 15, 2022

[SIGNATURE PAGE FOLLOWS]

**SIGNATURE PAGE TO
DECLARATION OF CHRIS SOECHTIG, AREA PRESIDENT**

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



Chris Soechtig

TAB A

EEO PUBLIC FILE REPORTS

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB¹**EEO PUBLIC FILE REPORT****October 1, 2019 - September 30, 2020****I. VACANCY LIST**

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Account Executive	2-15, 17-29	15

¹ This report was modified in July 2022 to address reporting issues. As of June 29, 2020, WDDV(AM), Fac. ID #3060, changed its call sign to WDIZ(AM).

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	All Access 28955 Pacific Coast Hwy Suite 210-5 Malibu, California 90265 Phone : 310-457-6616 Url : http://www.allaccess.com Career Services Manual Posting	N	0
2	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
4	Everglades University 6001 Lake Osprey Drive #110 Sarasota, Florida 34240 Phone : 941-552-4800 Caroline King Manual Posting	N	0
5	Flagler College 74 King St. St. Augustine, Florida 32084 Phone : 904-819-6286 Url : www.flagler.edu/careerdevelopment Tara Stevenson Manual Posting	N	0
6	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
7	Florida Agricultural and Mechanical University 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell Manual Posting	N	0
8	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Lindsay Varn Manual Posting	N	0
9	Florida International University 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter Manual Posting	N	0
10	Florida State University 100 South Woodward Avenue Tallahassee, Florida 32306 Phone : 850-644-9771 Url : http://www.career.fsu.edu/ Jeff Garis Manual Posting	N	0
11	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs LatiNews Editor LatiNews Editor Manual Posting	N	0
12	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
14	Indeed.com – Not Directly Contacted by SEU	N	1
15	Internal Posting 1779 Independence Blvd Sarasota, Florida 34234 Phone : 941-552-4800 John Cosgrove Manual Posting	N	2
16	Keiser University 6151 Lake Osprey Drive Sarasota, Florida 34240 Phone : 941-907-3900 Unknown Unknown Manual Posting	N	0
17	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
18	Ringling College of Art and Design 2700 N. Tamiami Trail Sarasota, Florida 34234 Phone : 941-359-7502 Url : http://www.collegecentral.com/ringling/?Submit=OK Career Center Student Manual Posting	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
19	Rollins College 1000 Holt Ave Winter Park, Florida 32789 Phone : 407-646-2195 Url : rollins.edu Lisa Gillean-Johnson Manual Posting	N	0
20	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Christina Lopez Manual Posting	N	0
21	State College of Florida 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
22	University of Central Florida P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Florida P.O. Box 118507 Gainesville, Florida 32611 Phone : 941-552-4800 Url : http://www.crc.ufl.edu/ Wayne Wallace Manual Posting	N	0
24	University of Miami 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
25	University of South Florida 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Russ Coughenour Manual Posting	N	0
26	University of South Florida-Sarasota/Manatee 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo Manual Posting	N	0
27	University of South Florida-St Petersburg 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesa Shouse Manual Posting	N	0
28	University of Tampa 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach Manual Posting	N	0
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			4

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	9/9/2020	Provision of training to management	On September 9, 2020 one of our SEU's managers took the Valuing Diversity Training Course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization.	1	Office manager

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive	1-2, 5, 7-9, 12, 14, 16-22	9
Outside Account Executive	1-2, 5, 7-12, 15, 17-22	9
Outside Account Executive	1-2, 5, 7-12, 15, 17-22	15
Vice President of Sales/Sports and Talk	1-2, 5-22	11
Account Executive	1, 3, 6-9, 17, 20-21	6
WFLZ Morning Show Host	1-5, 7-10, 12-13, 15, 17-22	4

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	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	Barry University 11300 NE Second Avenue Miami Shores, Florida 33161-6695 John Moriarty Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Internal Transfer/Promotion	N	1
5	DirectEmployers Association, Inc. 9002 N. Purdue Road, Suite 100 Indianapolis , Indiana Katherine Larrabee Manual Posting	N	0
6	Employee Referral	N	2
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0
8	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	13
10	Indeed.com – Not Directly Contacted by SEU	N	1
11	Indeed.com - Not Directly Contacted by SEU	N	2
12	Inside Radio Texas Phone : 813-832-1000 Miki Parks Manual Posting	N	0
13	Internal Posting	N	0
14	Internal Posting	N	4
15	LinkedIn – Not Directly Contacted by SEU	N	5
16	LinkedIn - Not Directly Contacted by SEU	N	2
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
18	Society of Broadcast Engineers 9102 N Meridian St Suite 150 Indianapolis, Indiana 46260 Phone : 317-846-9000 John Poray Manual Posting	N	0
19	On-Air Announcements (one or more SEU stations)	N	0
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
22	www.MyDamnChannel.com/RAMP 25379 Wayne Mills Place #382 Valencia, California 91355 Phone : 661-294-9408 Kevin Carter Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			30

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	10/15/2019	Participation in events or programs sponsored by educational institutions	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The event concluded with an open Q&A session for attendees.	1	On Air/Producer
2	9/17/2020	Participation in events or programs sponsored by educational institutions	On September 17, 2020, our SEU participated in the Junior Achievement Finance Park's career day in Tampa, FL. Station participants included our Area President, SVP of Sales and Office Manager. Our station participants spoke to students about careers in radio and employment opportunities in broadcasting generally.	3	Area President SVPS Office Manager
3	2/12/2020	Participation in events or programs sponsored by educational institutions	On February 12, 2020, our SEU participated in the Junior Achievement BizTown's career day event in Tampa, FL. Our SVPP, Area President and Office Manager discussed careers in radio with students and employment opportunities in broadcasting generally.	3	Area President SVPP Office Manager
4	2/18/2020	Participation in events or programs sponsored by educational institutions	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The event concluded with an open Q&A session for attendees.	1	On Air/Producer

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

EEO PUBLIC FILE REPORT

October 1, 2019 - September 30, 2020

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
5	6/22/2020	Hosting of Job Fair	Our SEU hosted the iHeartMedia Career & Education Fair, presented by the State College of Florida. Station participants included the Area President, SVPS, SVPP, and VPS. Our SEU organized and implemented the online career and education fair, which ran from June 22nd through the 26th. Our SEU ran ads to promote event and solicited local businesses to participate. During the event, station participants discussed careers in broadcasting with interested attendees.	4	Area President SVPP SVPS VPS

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021¹

I. VACANCY LIST

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

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Outside Account Executive	1, 3-4, 7-29	28
Outside Account Executive	1-4, 6-10, 12-14, 16-21, 23-29	28
Outside Account Executive	1-4, 6-10, 12-14, 16, 18-21, 23-25, 27-29	28
Outside Account Executive	1-5, 7-9, 12, 16, 18-19, 21, 23-26, 29	5
Outside Account Executive	1-4, 7-9, 12, 16, 18-19, 23-26, 28-29	28
Morning Show Producer	1-5, 7-9, 12, 14, 16, 18-19, 21, 23-26, 29	14

¹ This report was modified in July 2022 to address reporting issues. As of October 1, 2020, the Sarasota SEU (consisting of stations WSRZ-FM, WTZB(FM), WSDV(AM), WRUB(FM), WCTQ(FM), and WDIZ(AM)) merged with the Tampa SEU (consisting of stations WFUS(FM), WXTB(FM), WMTX(FM), WHNZ(AM), WBTP(FM), WDAE(AM), WFLA(AM), and WFLZ-FM(FM)) as part of a planned internal restructuring of business operations in the market.

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
5	Employee Referral	N	2
6	Flagler College 74 King St. St. Augustine, Florida 32084 Phone : 904-819-6286 Url : www.flagler.edu/careerdevelopment Tara Stevenson Manual Posting	N	0
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famuedu.edu Melony Washinton	Y	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
10	Florida International University (via Handshake) 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter Manual Posting	N	0
11	Florida State University (via Handshake) 100 South Woodward Avenue Tallahassee, Florida 32306 Phone : 850-644-9771 Url : http://www.career.fsu.edu/ Jeff Garis Manual Posting	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermpop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0
13	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

II. MASTER RECRUITMENT SOURCE LIST ("MRSLS")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	2
15	Keiser University (via Handshake) 6151 Lake Osprey Drive Sarasota, Florida 34240 Phone : 941-907-3900 Unknown Unknown Manual Posting	N	0
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
17	Rollins College 1000 Holt Ave Winter Park, Florida 32789 Phone : 407-646-2195 Url : rollins.edu Email : careercenter@rollins.edu Lisa Gillean-Johnson	N	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
20	State College of Florida (via Handshake) 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
22	University of Florida P.O. Box 118507 Gainesville, Florida 32611 Phone : 941-552-4800 Url : http://www.crc.ufl.edu/ Email : UFCareerCenter@ufsa.ufl.edu Wayne Wallace	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services Manual Posting	N	0
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

II. MASTER RECRUITMENT SOURCE LIST ("MRSL")

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesha Shouse	N	0
27	University of Tampa (via Handshake) 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach Manual Posting	N	0
28	Unknown (source not adequately identified upon inquiry by SEU)	N	7
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			11

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

EEO PUBLIC FILE REPORT

October 1, 2020 - September 30, 2021

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participants	Participant Title
1	10/13/2020	Participation in events or programs sponsored by educational institutions	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The speech was followed by a Q&A session.	1	On Air/Producer
2	2/17/2021	Participation in events or programs sponsored by educational institutions	On February 17, 2021, our SEU participated in the Junior Achievement BizTown's career day event in Tampa, FL. Our SVPP, Area President and Office Manager discussed careers in radio with the students and employment opportunities in broadcasting generally.	3	Market President SVPP Office Manager
3	2/23/2021	Participation in events or programs sponsored by educational institutions	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The speech was followed by a Q&A session.	1	On Air/Producer
4	8/18/2021	Provision of training to management	On August 18, 2021, one of our SEU managers took the Valuing Diversity training course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization.	1	VP of sales
5	9/16/2021	Participation in events or programs sponsored by educational institutions	On September 16, 2021, our SEU participated in the Junior Achievement Finance Park's career day in Tampa, FL. Station participants included our Area President, SVP of Sales and Office Manager. Our station participants spoke to students and careers in radio and employment opportunities in broadcasting generally.	3	Area President SVPS Office Manager

TAB B

VACANCY DOCUMENTATION

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Internal Posting

Date of hire: 1/22/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
2	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
4	Everglades University 6001 Lake Osprey Drive #110 Sarasota, Florida 34240 Phone : 941-552-4800 Caroline King Manual Posting	N	0
5	Flagler College 74 King St. St. Augustine, Florida 32084 Phone : 904-819-6286 Url : www.flagler.edu/careerdevelopment Tara Stevenson Manual Posting	N	0
6	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famuedu Melony Washinton	Y	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida Agricultural and Mechanical University 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell Manual Posting	N	0
8	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
9	Florida International University 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter Manual Posting	N	0
10	Florida State University 100 South Woodward Avenue Tallahassee, Florida 32306 Phone : 850-644-9771 Url : http://www.career.fsu.edu/ Jeff Garis Manual Posting	N	0
11	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermpop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
12	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
13	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
14	Indeed.com - Not directly contacted by SEU	N	1
15	Internal Posting 1779 Independence Blvd Sarasota, Florida 34234 Phone: 941-552-4800 Unknown Unknown Manual Posting	N	2
17	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
18	Ringling College of Art and Design 2700 N. Tamiami Trail Sarasota, Florida 34234 Phone : 941-359-7502 Url : http://www.collegecentral.com/ringling/?Submit=OK Career Center Student Manual Posting	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	Rollins College 1000 Holt Ave Winter Park, Florida 32789 Phone : 407-646-2195 Url : rollins.edu Email : careercenter@rollins.edu Lisa Gillean-Johnson	N	0
20	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
21	State College of Florida 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
22	University of Central Florida P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Florida P.O. Box 118507 Gainesville, Florida 32611 Phone : 941-552-4800 Url : http://www.crc.ufl.edu/ Email : UFCareerCenter@ufsa.ufl.edu Wayne Wallace	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	University of Miami 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
25	University of South Florida 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services Manual Posting	N	0
26	University of South Florida-Sarasota/Manatee 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo Manual Posting	N	0
27	University of South Florida-St Petersburg 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesha Shouse Manual Posting	N	0
28	University of Tampa 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach Manual Posting	N	0

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

Vacancy Data Form

Account Executive

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			4

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: January 22, 2020

This report, generated by Broadcast1Source, verifies that WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB, WXTB used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB
Fax and E-mail verification summary report for Account Executive

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

Qualifications

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

Work Experience

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

Education

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB
Fax and E-mail verification summary report for Account Executive

- High school diploma, college degree preferred

Certifications

- None required

Location

Sarasota, FL: 1779 Independence Blvd, 34234

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Sarasota-FL/Account-Executive_Req18759

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 Laura Murdoch at lauramurdoch@iheartmedia.com

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB
Fax and E-mail verification summary report for Account Executive

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
3	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 8/9/2019 11:36:52 AM
6	Florida A & M University Career Center E-mail: careercenter@famuedu	Sent: 8/9/2019 11:36:50 AM
17	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 8/9/2019 11:36:51 AM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 8/9/2019 11:36:50 AM

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****Outside Account Executive**

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 10/21/2019

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	Barry University 11300 NE Second Avenue Miami Shores, Florida 33161-6695 John Moriarty Manual Posting	N	0
5	DirectEmployers Association, Inc. 9002 N. Purdue Road, Suite 100 Indianapolis , Indiana Katherine Larrabee Manual Posting	N	0
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0
8	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0

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

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 10/21/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	7
12	Inside Radio Texas Phone : 813-832-1000 Miki Parks Manual Posting	N	0
14	Internal Posting	N	1
16	LinkedIn - Not Directly Contacted by SEU	N	1
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
18	Society of Broadcast Engineers 9102 N Meridian St Suite 150 Indianapolis, Indiana 46260 Phone : 317-846-9000 John Poray Manual Posting	N	0
19	On-Air Announcements (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0

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

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 10/21/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
22	www.MyDamnChannel.com/RAMP 25379 Wayne Mills Place #382 Valencia, California 91355 Phone : 661-294-9408 Kevin Carter Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			9

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: October 21, 2019

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

*Bilingual Candidate Preferred

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req16717

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 Laura Murdoch at lauramurdoch@iheartmedia.com

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 3/27/2019 10:07:08 AM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 3/27/2019 10:07:11 AM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 3/27/2019 10:07:06 AM
22	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 3/27/2019 10:07:01 AM

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

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 12/2/2019

Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU

Date of hire: 1/27/2020

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	Barry University 11300 NE Second Avenue Miami Shores, Florida 33161-6695 John Moriarty Manual Posting	N	0
5	DirectEmployers Association, Inc. 9002 N. Purdue Road, Suite 100 Indianapolis , Indiana Katherine Larrabee Manual Posting	N	0
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0
8	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0

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

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 12/2/2019

Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU

Date of hire: 1/27/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	3
10	Indeed.com - Not Directly Contacted by SEU	N	1
12	Inside Radio Texas Phone : 813-832-1000 Miki Parks Manual Posting	N	0
15	LinkedIn - Not directly contacted by SEU	N	3
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
18	Society of Broadcast Engineers 9102 N Meridian St Suite 150 Indianapolis, Indiana 46260 Phone : 317-846-9000 John Poray Manual Posting	N	0
19	On-Air Announcements (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0

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

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: iHeartMediaCareers.com

Date of hire: 12/2/2019

Recruitment source referring hiree: LinkedIn - Not directly contacted by SEU

Date of hire: 1/27/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
22	www.MyDamnChannel.com/RAMP 25379 Wayne Mills Place #382 Valencia, California 91355 Phone : 661-294-9408 Kevin Carter Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			7

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: December 2, 2019

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

*Bilingual Candidate Preferred

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req18681

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 Laura Murdoch at lauramurdoch@iheartmedia.com

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 8/9/2019 11:34:58 AM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 8/9/2019 11:34:59 AM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 8/9/2019 11:34:58 AM
21	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 8/9/2019 11:34:56 AM

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Position: Outside Account Executive

Hire Date: January 27, 2020

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

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

Qualifications

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

*Bilingual Candidate Preferred

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req18681

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

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WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Outside Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 8/9/2019 11:34:58 AM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 8/9/2019 11:34:59 AM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 8/9/2019 11:34:58 AM
21	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 8/9/2019 11:34:56 AM

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****Vice President of Sales/Sports and Talk****Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU****Date of hire: 12/2/2019**

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	Barry University 11300 NE Second Avenue Miami Shores, Florida 33161-6695 John Moriarty Manual Posting	N	0
5	DirectEmployers Association, Inc. 9002 N. Purdue Road, Suite 100 Indianapolis , Indiana Katherine Larrabee Manual Posting	N	0
6	Employee Referral	N	1
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0
8	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****Vice President of Sales/Sports and Talk****Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU****Date of hire: 12/2/2019**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
10	Indeed.com - Not Directly Contacted by SEU	N	1
12	Inside Radio Texas Phone : 813-832-1000 Miki Parks Manual Posting	N	0
13	Internal Posting	N	3
15	LinkedIn - Not Directly Contacted by SEU 2029 Stierlin Court Mountain View, California 94043 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
16	LinkedIn - Not directly contacted by SEU	N	3
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
18	Society of Broadcast Engineers 9102 N Meridian St Suite 150 Indianapolis, Indiana 46260 Phone : 317-846-9000 John Poray Manual Posting	N	0

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****Vice President of Sales/Sports and Talk**

Recruitment source referring hiree: Indeed.com - Not Directly Contacted by SEU

Date of hire: 12/2/2019

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	On-Air Announcements (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
22	www.MyDamnChannel.com/RAMP 25379 Wayne Mills Place #382 Valencia, California 91355 Phone : 661-294-9408 Kevin Carter Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			8

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

Fax and E-mail verification summary report for Vice President of Sales/Sports and Talk

Position: Vice President of Sales/Sports and Talk

Hire Date: December 2, 2019

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Oversees sales management activities in top 20 radio market.

Responsibilities

- Manages local Account Executives with goal of meeting/exceeding station revenue, prospecting and new business targets.
- Oversees advertising sales activities in the Tampa market; is accountable for achieving/ exceeding targeted advertising sales revenues for the market and for controlling sales expenses.
- Drives results through others, manages team performance and holds team accountable against business metrics
- Manage sales efforts for all our Sports assets. Work with sellers across the organization locally and nationally to build and execute revenue generating ideas.
- Translates market and station business strategies into specific actions to generate sales and revenue.
- Directs sales activities and processes that generate new business and deepen existing relationships.

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Vice President of Sales/Sports and Talk

- Sets sales goals and guides subsequent goal-setting processes.
- Prepares budgets and revenue forecasts.
- Obtains, allocates and adjusts operations resources to achieve sales and service goals.
- Oversees management of available advertising inventory to drive most profitable sales.
- Meets with key accounts and comfortable going on closing calls.
- Recruits, hires and ensures ongoing training and development of Account Executives.
- Goes on sales calls and conducts in-field coaching to develop Account Executives.
- May review and adjust sales territories, product mix targets and assigned call lists.
- May direct other functions such as marketing, advertising, production, traffic and sales operations.

Qualifications

- History of selling and/or managing sports and news/talk.
- Strong understanding of broadcasting, marketing, promotion, and collection standards
- Proven ability to grow new business and find new revenue opportunities
- Excellent leadership and coaching ability; can successfully coach others in sales practices
- Deep understanding of local markets, customers, and competitors in order to target needs and drive sales
- Can create productive, long-term customer relationships.
- Adept as entrepreneurial self-starter
- Excellent ability to organize, prioritize, and multi task
- Can push self and others to achieve and excel in a fast-paced dynamic environment
- Excellent business and people decision-making skills
- Can model positive energy and handle stress in the face of challenges, deadlines and financial pressures
- Flexibility and creativity
- Excellent communication and influencing skills across multiple groups
- Excellent interpersonal skills and collaboration with others

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

Fax and E-mail verification summary report for Vice President of Sales/Sports and Talk

Work Experience

- 3+ years' experience as an Account Executive or Sales Manager in media industry with proven track record of success

Education

- 4-year college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

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

Fax and E-mail verification summary report for Vice President of Sales/Sports and Talk

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Vice-President-of-Sales-Sports-and-Talk_Req18769

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 Laura Murdoch at lauramurdoch@iheartmedia.com

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Vice President of Sales/Sports and Talk

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 9/3/2019 9:35:07 AM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 9/3/2019 9:35:08 AM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 9/3/2019 9:35:06 AM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 9/3/2019 9:35:05 AM

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****Account Executive**

Recruitment source referring hiree: Employee Referral

Date of hire: 2/18/2020

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
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
6	Employee Referral	N	1
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0
8	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	2

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 2/18/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: February 18, 2020

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

We are looking for an Account Executive to join our Sales Team in Tampa. The iHeartMedia Account Executive works with local and national clients selling iHeartMedia's diverse offerings including broadcast, digital advertising, and live event sponsorships for our most popular stations in Tampa including 93.3, Mix 100.7, 95.7, 103.5, and News Radio WFLA. To succeed in this role, you will need to have relevant digital or advertising sales experience and a demonstrated track record of exceeding goals. We are looking for a passionate, motivated, goal-oriented individual with a proven track record of over-achieving sales goals and targets.

Responsibilities

- Identifies and solicits new business; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing base of clients.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers effective sales presentations.

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Account Executive

- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.
- Candidate must drive their own vehicle with a valid driver's license and state-mandated auto insurance.

Qualifications

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Account Executive

- Professional appearance
- Strong interpersonal skills
- *Bilingual Candidate Preferred

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- Salesforce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Account Executive

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Account-Executive_Req19801

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 2/7/2020 3:19:32 PM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 2/7/2020 3:19:30 PM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 2/7/2020 3:19:34 PM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 2/7/2020 3:19:31 PM
21	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 2/7/2020 3:19:30 PM

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****WFLZ Morning Show Host**

Recruitment source referring hire: Internal Transfer/Promotion

Date of hire: 6/1/2020

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	Barry University 11300 NE Second Avenue Miami Shores, Florida 33161-6695 John Moriarty Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Internal Transfer/Promotion 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Manual Posting	N	1
7	FL Association of Broadcasters 201 South Monroe Street Ste. 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : intern@fab.org Lindsay Varn	N	0

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****WFLZ Morning Show Host**

Recruitment source referring hire: Internal Transfer/Promotion

Date of hire: 6/1/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
9	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
12	Inside Radio Texas Phone : 813-832-1000 Miki Parks Manual Posting	N	0
14	Internal Posting	N	0
15	LinkedIn - Not Directly Contacted by SEU 2029 Stierlin Court Mountain View, California 94043 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
17	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB**Vacancy Data Form****WFLZ Morning Show Host**

Recruitment source referring hire: Internal Transfer/Promotion

Date of hire: 6/1/2020

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Society of Broadcast Engineers 9102 N Meridian St Suite 150 Indianapolis, Indiana 46260 Phone : 317-846-9000 John Poray Manual Posting	N	0
19	On-Air Announcements (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
20	Tampa Radio Websites (one or more SEU stations) 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
21	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
22	www.MyDamnChannel.com/RAMP 25379 Wayne Mills Place #382 Valencia, California 91355 Phone : 661-294-9408 Kevin Carter Manual Posting	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for WFLZ Morning Show Host

Position: WFLZ Morning Show Host

Hire Date: June 1, 2020

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Radio talk show host

Responsibilities

- Performs news, talk, music, comedic or other format shows or program for broadcast entertainment.
- Establishes relationship with listeners by providing entertainment and/or information of interest consistent with format, genre, and targeted demographic audience.
- Interviews guests, moderates debates, converses with callers, and hosts live events.
- Adheres to all guidelines, policies and procedures of the station, iHeartMedia, the FCC and all other federal, state and local laws, including policies and procedures regarding indecency and obscenity.
- Prepares for an air shift using creativity, imagination and exercise of independent professional judgment in writing, producing, interviewing, taping or broadcasting on-air material.
- Ensures logged commercials, promotions and any other programming essential to the stations operation are

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for WFLZ Morning Show Host

aired.

- Maintains a website personality page.
- Participates in required station Programming, Promotions, and Sales staff meetings and events.
- Makes regular approved appearances at paid and non-paid station events; serves as ambassador for the radio station(s) when out in public.
- Executes only the interviews and events on air that are approved by Program Director; follows designated show format.
- Assists with voice over and production of paid and non-paid spots required to run on the station.
- Serves as primary creative voice and directs support staff of show.
- Researches and gains knowledge of subject matter that facilitates speaking extemporaneously and providing immediate non-scripted analysis/commentary.
- Finalizes content using digital audio editing software.
- Prepares written content, visual images, audio material and video footage for websites, blogs, or other social media platforms.
- Checks studio equipment for proper functioning and notifies Engineering of technical malfunctions affecting quality of the broadcast.
- Handles emergency inserts (e.g. news updates and breaking stories, emergencies, alert system tests, etc.); is on call for possible disasters, breaking news, or acts of nature.

Qualifications

- Proficient in Microsoft Office suite and social networking
- Proficient in media production and broadcast systems; familiar with NexGen, Vox Pro, and Pro Tools
- Strong knowledge of all FCC rules and regulations
- Socially informed and perceptive; up-to-date and in tune daily with the local and national trends and/or specialized knowledge of topics/events related to on-air discussions
- Demonstrated upbeat personality, informative, entertaining and engaging on the air; able to relate to station audience
- Pleasant, charismatic and well-controlled voice; excellent pronunciation
- Excellent verbal and written communication and editing skills; proficient in grammar; ability to make others

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for WFLZ Morning Show Host

feel comfortable and open up on air

- Demonstrated creativity and imagination
- Able to maintain composure when faced with difficult situations and personalities
- Can work well in a team environment; collaborative
- Able to adapt to changes in schedules and maintain composure in a fast-paced environment with short deadlines
- May require other language proficiency, e.g., Spanish

Work Experience

- 3+ years of on-air radio experience required
- Audio demo of on-air interviews, commentary, announcements, etc.

Education

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

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for WFLZ Morning Show Host

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/WFLZ-Morning-Show-Host_Req21102

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 Erick Espinosa at erickespinosa@iheartmedia.com

WBTP, WDAE, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WXTB
Fax and E-mail verification summary report for WFLZ Morning Show Host

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 4/30/2020 3:36:04 PM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 4/30/2020 3:35:59 PM
7	FL Association of Broadcasters E-mail: intern@fab.org	Sent: 4/30/2020 3:36:05 PM
17	Service Source E-mail: cher.street@servicesource.org	Sent: 4/30/2020 3:36:02 PM
21	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/30/2020 3:35:59 PM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

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
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0

**WBTP, WCTQ, WDAE, WDDV, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
10	Florida International University 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter Manual Posting	N	0
11	Florida State University 100 South Woodward Avenue Tallahassee, Florida 32306 Phone : 850-644-9771 Url : http://www.career.fsu.edu/ Jeff Garis Manual Posting	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0
13	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
15	Keiser University (via Handshake) 6151 Lake Osprey Drive Sarasota, Florida 34240 Phone : 941-907-3900 Unknown Unknown Manual Posting	N	0
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
17	Rollins College 1000 Holt Ave Winter Park, Florida 32789 Phone : 407-646-2195 Url : rollins.edu Email : careercenter@rollins.edu Lisa Gillean-Johnson	N	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
20	State College of Florida (via Handshake) 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
22	University of Florida P.O. Box 118507 Gainesville, Florida 32611 Phone : 941-552-4800 Url : http://www.crc.ufl.edu/ Email : UFCareerCenter@ufsa.ufl.edu Wayne Wallace	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services Manual Posting	N	0
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesa Shouse	N	0
27	University of Tampa (via Handshake) 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach	N	0
28	Unknown (source not adequately identified upon inquiry by SEU)	N	3
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			3

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Position: Outside Account Executive

Hire Date: April 5, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

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

Qualifications

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req22680

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 Erick Espinosa at erickespinosa@iheartmedia.com

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 12/2/2020 6:11:06 PM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 12/2/2020 6:11:01 PM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 12/2/2020 6:11:04 PM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 12/2/2020 6:11:02 PM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 12/2/2020 6:11:06 PM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 12/2/2020 6:11:07 PM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 12/2/2020 6:11:02 PM
17	Rollins College E-mail: careercenter@rollins.edu	Sent: 12/2/2020 6:11:11 PM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 12/2/2020 6:11:04 PM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 12/2/2020 6:11:11 PM
22	University of Florida E-mail: UFCareerCenter@ufsa.ufl.edu	Sent: 12/2/2020 6:11:05 PM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 12/2/2020 6:11:01 PM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
6	Flagler College 74 King St. St. Augustine, Florida 32084 Phone : 904-819-6286 Url : www.flagler.edu/careerdevelopment Tara Stevenson Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
10	Florida International University (via Handshake) 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
20	State College of Florida (via Handshake) 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services	N	0
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 4/5/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	University of Tampa (via Handshake) 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach Manual Posting	N	0
28	Unknown (source not adequately identified upon inquiry by SEU)	N	2
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Position: Outside Account Executive

Hire Date: April 5, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

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

Qualifications

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req23144

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 Erick Espinosa at erickespinosa@iheartmedia.com

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 2/5/2021 9:27:26 AM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 2/5/2021 9:27:22 AM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 2/5/2021 9:27:24 AM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 2/5/2021 9:27:23 AM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 2/5/2021 9:27:26 AM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 2/5/2021 9:27:27 AM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 2/5/2021 9:27:23 AM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 2/5/2021 9:27:24 AM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 2/5/2021 9:27:31 AM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 2/5/2021 9:27:21 AM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 2/1/2021**

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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
6	Flagler College 74 King St. St. Augustine, Florida 32084 Phone : 904-819-6286 Url : www.flagler.edu/careerdevelopment Tara Stevenson Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 2/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
10	Florida International University (via Handshake) 11200 SW 8th St Miami, Florida 33199 Phone : 305-348-2423 Url : www.career.fiu.edu Carmen Carter Manual Posting	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 2/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
13	iHeartMedia.dejobs.org 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.dejobs.org Talent Acquisition Coordinator Manual Posting	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
17	Rollins College 1000 Holt Ave Winter Park, Florida 32789 Phone : 407-646-2195 Url : rollins.edu Email : careercenter@rollins.edu Lisa Gillean-Johnson	N	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 2/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
20	State College of Florida (via Handshake) 5840 25th Street West Bradenton, Florida 34207 Phone : 941-752-5325 Url : http://www.collegecentral.com/scf Delane Solana Manual Posting	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 2/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesha Shouse	N	0
27	University of Tampa (via Handshake) 401 W. Kennedy Blvd Tampa, Florida 33606-1490 Phone : 813-258-7210 Mark Colvenbach Manual Posting	N	0
28	Unknown (source not adequately identified upon inquiry by SEU)	N	1
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

**WBTP, WCTQ, WDAE, WDIZ WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Position: Outside Account Executive

Hire Date: February 1, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

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

Qualifications

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req22821

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 Erick Espinosa at erickespinosa@iheartmedia.com

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 12/22/2020 10:52:52 AM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 12/22/2020 10:52:47 AM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 12/22/2020 10:52:50 AM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 12/22/2020 10:52:48 AM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 12/22/2020 10:52:52 AM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 12/22/2020 10:52:53 AM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 12/22/2020 10:52:49 AM
17	Rollins College E-mail: careercenter@rollins.edu	Sent: 12/22/2020 10:52:57 AM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 12/22/2020 10:52:50 AM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 12/22/2020 10:52:58 AM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 12/22/2020 10:52:47 AM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Employee Referral
Date of hire: 6/1/2021**

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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
5	Employee Referral	N	1
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

Recruitment source referring hiree: Employee Referral
Date of hire: 6/1/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Employee Referral
Date of hire: 6/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services	N	0
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hiree: Employee Referral
Date of hire: 6/1/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesa Shouse	N	0
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Position: Outside Account Executive

Hire Date: June 1, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

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

Qualifications

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req23697

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 Bonnie Gonzales at bonniegonzales@iheartmedia.com

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 4/1/2021 1:39:45 PM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 4/1/2021 1:39:41 PM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 4/1/2021 1:39:43 PM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 4/1/2021 1:39:41 PM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 4/1/2021 1:39:44 PM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 4/1/2021 1:39:45 PM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 4/1/2021 1:39:42 PM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 4/1/2021 1:39:43 PM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 4/1/2021 1:39:48 PM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/1/2021 1:39:40 PM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 5/3/2021**

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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famuedu Melony Washinton	Y	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 5/3/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 5/3/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services Manual Posting	N	0
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesha Shouse	N	0
28	Unknown (source not adequately identified upon inquiry by SEU)	N	1

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Outside Account Executive

**Recruitment source referring hire: Unknown (source not adequately identified upon inquiry by SEU)
Date of hire: 5/3/2021**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Position: Outside Account Executive

Hire Date: May 3, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

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

Qualifications

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

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Work Experience

- 2+ years in media/advertising sales is preferred, but not required
- SalesForce experience is a plus

Education

- High school diploma, college degree preferred

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Outside-Account-Executive_Req23695

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

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**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

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

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 4/1/2021 1:38:55 PM
3	Connecticut School of Broadcasting Prong 2 Ended Date: 1/19/2022 E-mail: missy@gocsb.com	Sent: 4/1/2021 1:38:52 PM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 4/1/2021 1:38:53 PM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 4/1/2021 1:38:52 PM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 4/1/2021 1:38:55 PM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 4/1/2021 1:38:56 PM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 4/1/2021 1:38:53 PM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 4/1/2021 1:38:54 PM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 4/1/2021 1:38:59 PM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/1/2021 1:38:51 PM

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Morning Show Producer

Recruitment source referring hire: iHeartMediaCareers.com

Date of hire: 6/7/2021

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	Barry University 11300 NE 2nd Avenue Maimi Shores, Florida 33161 Phone : 305-899-4010 Career Development Center Manual Posting	N	0
4	Connecticut School of Broadcasting 3901 Coconut Palm Drive Tampa, Florida 33619 Phone : 8602887591 Email : missy@gocsb.com Missy Robinson	Y	0
3	Connecticut School of Broadcasting 3901 Coconut Palm Drive, Ste. 105 Tampa, Florida 33619 Phone : 813-443-5037 Email : slance@gocsb.com Shayna Lance	Y	0
5	Employee Referral	N	1
7	Florida A & M University Career Center 100 Student Union Plaza Martin Luther King Blvd. Tallahassee, Florida 32307 Phone : 850-599-3700 Email : careercenter@famu.edu Melony Washinton	Y	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Morning Show Producer

Recruitment source referring hire: iHeartMediaCareers.com

Date of hire: 6/7/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
8	Florida Agricultural and Mechanical University (via Handshake) 1601 S Martin Luther King Jr Blvd, Tallahassee, Florida 32310 Phone : 850-599-3700 Shereada Harrell	N	0
9	Florida Association of Broadcasters 201 South Monroe Street Suite 201 Tallahassee, Florida 32301 Phone : 850-681-6444 Email : info@fab.org Lindsay Varn	N	0
12	Gulf Coast Latin Chamber of Commerce 9040 Town Center Parkway Lakewood Ranch, Florida 34202 Phone : 941-358-7065 Url : http://latinchamber.wildapricot.org/Jobs Email : Guillermop@thelatinchamber.org LatiNews Editor LatiNews Editor	N	0
14	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	1
16	Ohio/Illinois Center for Broadcasting 9000 Sweet Valley Drive Cleveland, Ohio 44125 Phone : 216-447-9117 Url : www.funjobsonair.com Email : JHardy@beonair.com Janice Hannah-Hardy	Y	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Morning Show Producer

Recruitment source referring hire: iHeartMediaCareers.com

Date of hire: 6/7/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
18	Service Source 2735 Whitney Road Clearwater, Florida 33760 Phone : 727-5387370 Email : cher.street@servicesource.org Cher Street	N	0
19	St. Thomas University 16401 NW 37th Ave Opa-locka, Florida 33054 Phone : 305-628-6577 Url : www.stu.edu Email : karina@stu.edu Career Services	N	0
21	University of Central Florida (via Handshake) P.O. Box 160165 Orlando, Florida 32816-0165 Phone : (407) 823-2361 Url : http://career.sdes.ucf.edu/about%20career%20servic Veena Garib Manual Posting	N	0
23	University of Miami (via Handshake) 5225 Ponce De Leon Blvd Coral Gables, Florida 33146 Phone : (305) 284-5451 Christian Garcia Manual Posting	N	0
24	University of South Florida (via Handshake) 4202 E. Fowler Avenue Tampa, Florida 33620 Phone : 813-974-2171 Career Services Manual Posting	N	0

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX,
WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

Vacancy Data Form

Morning Show Producer

Recruitment source referring hire: iHeartMediaCareers.com

Date of hire: 6/7/2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
25	University of South Florida-Sarasota/Manatee (via Handshake) 8350 N. Tamiami Trail SMC A107 Sarasota, Florida 34243 Phone : 941-359-4703 Url : www.sarasota.usf.edu/careercenter Toni Ripo	N	0
26	University of South Florida-St Petersburg (via Handshake) 140 7th Avenue South St. Petersburg, Florida 33701 Phone : 727-873-4129 Lesa Shouse	N	0
29	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone : 336-553-0620 Url : http://www.mediagignow.com Email : customerservice@mediagignow.com MediaGigNow.com	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

Fax and E-mail verification summary report for Morning Show Producer

Position: Morning Show Producer

Hire Date: June 7, 2021

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Creates program content and manages the production process for both live and recorded radio programs as well as digital platforms.

Responsibilities

- Undertakes key administrative responsibilities as well as assists in planning and producing live and/or pre-recorded radio shows which may include news, music, talk, sports, traffic, and feature productions.
- Generates original ideas, identifies suitable ideas from others, and carries out thorough research.
- Researches information, obtains materials and assists with contacting and scheduling guests.
- Gives direction to presenters, content providers, assistants and other crew members.
- Obtains permissions or licenses for recording or broadcasting on location, and for the use of music, sound effects and audio archive material.
- Monitors listener emails, inquiries and responses related to shows.

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

Fax and E-mail verification summary report for Morning Show Producer

- Works in collaboration with brokered programming clients, presenters, performers or other program contributors, in order to perform quality assurance to meet established production standards, rules and regulations.
- Uses various broadcasting technologies such as soundboards and editing/production software.
- Schedules and monitors the radio stream during live recordings.
- Assists with time-keeping, saving show recordings, archiving show files and post-production editing as directed.
- May work the board for pre-recorded or live shows.

Qualifications

- Ability to generate original ideas, and to think creatively about how to communicate them to audiences; has comprehensive knowledge of subjects relevant to specific radio genres
- Excellent writing and storytelling skills; ability to tailor and adapt content for different audiences and platforms
- Knowledgeable of the radio market, different station/program styles, audience demographics
- Knows how to use a variety of recording equipment and to operate different radio studios
- Excellent communication skills, complemented by diplomacy, empathy and patience
- Ability to build rapport and draw information from people
- Can coach and develop others
- Has confidence and tenacity to pursue information, overcome obstacles and pitch ideas to senior colleagues
- Stress tolerance: ability to work calmly and effectively under pressure, and to react quickly to changes
- Ability to plan and organize, set priorities, multi task and meet tight deadlines
- Full knowledge of the law, rules and industry regulations around radio production; knows when it is necessary, and how to acquire, relevant clearances and licenses
- Proficient in Microsoft Office suite and social networking platforms

Work Experience

- This is an entry level position

Education

- 4-year college degree preferred

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

Fax and E-mail verification summary report for Morning Show Producer

Certifications

- None required

Location

Tampa, FL: 4002 W Gandy Blvd, 33611

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Tampa-FL-Gandy/Morning-Show-Producer_Req23610

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

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**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS, WHNZ, WMTX, WRUB,
WSDV, WSRZ-FM, WTZB, WXTB**

Fax and E-mail verification summary report for Morning Show Producer

RS Number	Recruiting Source	Date and Time
1	All Access Music E-mail: jdenver@allaccess.com	Sent: 4/1/2021 1:40:31 PM
3	Connecticut School of Broadcasting E-mail: missy@gocsb.com	Sent: 4/1/2021 1:40:27 PM
4	Connecticut School of Broadcasting E-mail: slance@gocsb.com	Sent: 4/1/2021 1:40:29 PM
7	Florida A & M University Career Center E-mail: careercenter@famu.edu	Sent: 4/1/2021 1:40:28 PM
9	Florida Association of Broadcasters E-mail: info@fab.org	Sent: 4/1/2021 1:40:30 PM
12	Gulf Coast Latin Chamber of Commerce E-mail: Guillermop@thelatinchamber.org	Sent: 4/1/2021 1:40:31 PM
16	Ohio/Illinois Center for Broadcasting E-mail: JHardy@beonair.com	Sent: 4/1/2021 1:40:28 PM
18	Service Source E-mail: cher.street@servicesource.org	Sent: 4/1/2021 1:40:29 PM
19	St. Thomas University E-mail: karina@stu.edu	Sent: 4/1/2021 1:40:34 PM
29	www.mediagignow.com E-mail: customerservice@mediagignow.com	Sent: 4/1/2021 1:40:27 PM

TAB C
RECRUITMENT INITIATIVE
DOCUMENTATION

WCTQ, WDDV, WRUB, WSDV, WSRZ-FM, WTZB

RECRUITMENT INITIATIVES FORM

10/1/19 – 9/30/20

	Type of Recruitment Initiative (ex. Job Fair, Internship Program)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Provision of training to management	9-9-20	On September 9, 2020 one of our SEU's managers took the Valuing Diversity Training Course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization.

View Learning Imported Record

08:07 AM

07/12/2022

Page 1 of 1

Learning Imported Record [Singular]	Theresa Wagstaff - Valuing Diversity: Employee Edition - Historical Tracking
Start Moment	
Imported Record Completion Moment	09/09/2020 11:51:30.000 AM
Overall Course Score	70
Inactive	No
Learning Trackable	Valuing Diversity: Employee Edition
Role [Singular]	Theresa Wagstaff
Grade	
Completion Status	Completed

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

RECRUITMENT INITIATIVES FORM

10/1/19 – 9/30/20

	Type of Recruitment Initiative (ex. Job Fair, Internship Program)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in events or programs sponsored by educational institutions	10-15-19	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The event concluded with an open Q&A session for attendees.
2.	Participation in events or programs sponsored by educational institutions	9-17-20	On September 17, 2020, our SEU participated in the Junior Achievement Finance Park's career day in Tampa, FL. Station participants included our Area President, SVP of Sales and Office Manager. Our station participants spoke to students about careers in radio and employment opportunities in broadcasting generally.
3.	Participation in events or programs sponsored by educational institutions	2-12-20	On February 12, 2020, our SEU participated in the Junior Achievement BizTown's career day event in Tampa, FL. Our SVPP, Area President and Office Manager discussed careers in radio with students and employment opportunities in broadcasting generally.
4.	Participation in events or programs sponsored by educational institutions	2-18-20	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. The event concluded with an open Q&A session for attendees.
5.	Hosting of Job Fair	6-22-20	Our SEU hosted the iHeartMedia Career & Education Fair, presented by the State College of Florida. Station participants included the Area President, SVPS, SVPP, and VPS. Our SEU organized and implemented the online career and education fair, which ran from June 22nd through the 26th. Our SEU ran ads to promote event and solicited local businesses to participate. During the event, station participants discussed careers in broadcasting with interested attendees.

October 15, 2019

Speaking Engagement at University of Florida



February 18, 2020

Speaking Engagement at University of Florida



June 22, 2020
Hosting of Job Fair

93.3 FLZ

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CAREER & EDUCATION
PRESENTED BY SCF

Career and Education Fair presented by State College of Florida

Find jobs and educational opportunities in the Tampa and Sarasota areas to better your future

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If you've thought about getting a new career or furthering your education, learn about your options, and attend our online career and education fair, June 22nd through 26th. You'll find information from employers that are hiring right now and information from universities, online colleges, tech schools, training programs, and both public and private education options all in one place.

Click the options below to browse openings and educational opportunities

JOB OPENINGS **EDUCATION**

Woodruff & Sons U.S. Army U.S. Navy

**WBTP, WCTQ, WDAE, WDIZ, WFLA, WFLZ-FM, WFUS,
WHNZ, WMTX, WRUB, WSDV, WSRZ-FM, WTZB, WXTB**

RECRUITMENT INITIATIVES FORM

10/1/20 – 9/30/21

	Type of Recruitment Initiative (ex. Job Fair, Internship Program)	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in events or programs sponsored by educational institutions	10-13-20	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. Speech is followed by an open 30 minute Q&A.
2.	Participation in events or programs sponsored by educational institutions	2-17-21	On February 17, 2021, our SEU participated in the Junior Achievement BizTown's career day event in Tampa, FL. Our SVPP, Area President and Office Manager discussed careers in radio with the students and employment opportunities in broadcasting generally.
3.	Participation in events or programs sponsored by educational institutions	2-23-21	Our SEU's On-Air Host/Executive Producer served as a speaker via Zoom for the University of Florida's Sports Broadcasting Class. Our On-Air Host/Executive Producer discussed his background, as well as careers in radio, discussed internship and employment opportunities in broadcasting. Speech is followed by an open 30 minute Q&A.
4.	Provision of training to management	8-18-21	On August 18, 2021, one of our SEU managers took the Valuing Diversity training course provided by iHeartMedia Learning Center. The online course emphasized the many ways in which a diverse workforce and a culture of inclusion are a source of strength for an organization.
5.	Participation in events or programs sponsored by educational institutions	9-16-21	On September 16, 2021, our SEU participated in the Junior Achievement Finance Park's career day in Tampa, FL. Station participants included our Area President, SVP of Sales and Office Manager. Our station participants spoke to students about careers in radio and employment opportunities in broadcasting generally.

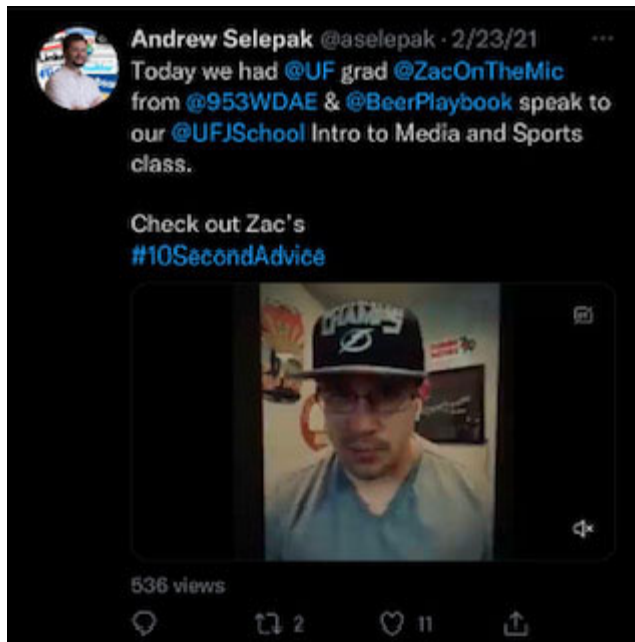
October 13, 2020

Speaking Engagement at University of Florida



February 23, 2021

Speaking Engagement at University of Florida





This certificate is awarded to

Michael Barbaro

for the successful completion of the course

Valuing Diversity: Employee Edition

By Syntrio

Date: 8/18/2021