

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

Vacancy Data Form

Account Executive

Recruitment source referring hire: Clear Channel Careers Website
Date of hire: 10/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Brewster Tech Center 2222 North Tampa St Tampa, Florida 33602 Email : john.holmes@sdhc.k12.fl.us John Holmes	N	0
6	Clear Channel Careers Website 200 E. Basse Road San Antonio, Texas 78209 Url : http://www.clearcareers.com Career Services Manual Posting	N	5
7	Employee Referral 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	4
11	Internal Posting 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
13	Jobing.com 5301 W. Cypress Street - Tampa, Florida 33607 Phone : 813-649-8411 Email : matt.lachoney@jobing.com Jerime OConnor	N	1
14	Keiser University 5225 Memorial Hwy Tampa, Florida 33634 Phone : None Ms. E. Tamayo Manual Posting	N	0

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Clear Channel Careers Website
Date of hire: 10/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Non Employee Referral 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	1
17	Pinellas County Urban League 333 31st St North St Petersburg, Florida 33713 Phone : 727-327-2081 Email : cmyrick@pcul.org Cyndi Myrick	N	0
19	Not contacted by SEU <i>simply HIRED</i>	N	1
22	University of South Florida 4202 E. Fowler Avenue SVC 2088 Tampa, Florida 33620 Phone : 813-974-3202 Kathi Roche Manual Posting	Y	0
23	University of Tampa 401 West Kennedy Blvd. Box K Tampa, Florida 33606 Phone : 813-253-6236 Email : shood@ut.edu Fax : 1-813-258-7271 Sheila Hood	Y	0
25	Workforce/Empoy Florida.com 9215 N Florida Avenue Suite 101 Tampa, Florida 33612 Phone : 813-830-7508 Url : EmpoyFlorida.com Odie Clark Manual Posting	Y	1

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Clear Channel Careers Website

Date of hire: 10/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	YWCA of Tampa Bay 655 2nd Ave South ST Petersburg, Florida Email : patti@ywcaoftampabay.org Patti Bacha	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			13

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

Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: October 29, 2010

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

Requirements:

Media sales experience and knowledge of market demographics a plus. Must have valid drive license, vehicle, and insurance.

Experience:

The ideal candidate will be self motivated and able to communicate product value; should have excellent negotiation, presentation, and computer skills. Prospective candidate should have the ability to exercise judgement and operate independently. Must also be able to read, draft, and comprehend complex and persuasive business correspondence and creative proposals.

Additional Information:

Contact:

Please send all resumes to Shannongibson@clearchannel.com. No phone calls please. Equal Opportunity Employer

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 Peter Fulton at peterfulton@clearchannel.com

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

Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	Brewster Tech Center E-mail: john.holmes@sdhc.k12.fl.us	Sent: Manual Posting On 8/18/2010 Sent: Manual Posting On 8/18/2010
2	Jobing.com E-mail: Theresa@jobing.com	Sent: Manual Posting On 8/18/2010 Sent: Manual Posting On 8/18/2010
3	Pinellas County Urban League E-mail: cbrown@pcul.org	Sent: Manual Posting On 8/18/2010 Sent: Manual Posting On 8/18/2010
4	University of Tampa E-mail: shood@ut.edu	Sent: Manual Posting On 8/18/2010 Sent: Manual Posting On 8/18/2010
5	YWCA of Tampa Bay E-mail: patti@ywcaoftampabay.org	Sent: Manual Posting On 8/18/2010 Sent: Manual Posting On 8/18/2010

Keiser University

College Central Network Services

Augu:

Job Detail Information

Job Information**Job ID 2011635****School ID Tampa****Job Title ACCOUNT EXECUTIVE - WFLZ/WBTP/WXTB**

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

Job Description

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

Salary 100% COMMISSIONS - 40K+**Type of Job Full Time****Job Location Tampa, Florida****Posting Date 08/22/2010****Expiration Date 09/03/2010****Job Requirements****Degrees Wanted Bachelors****Majors Wanted Any Major****Job Targets Wanted Sales****Special Skills Wanted****Minimum GPA 3.00****Other Job Requirements****Company Information****Company Name Clear Channel Radio****Employer Web Site** <http://www.clearchannel.com/radio/StationSearch.aspx?RadioSearch=tampa>

Company Description Clear Channel Radio is a leading radio company focused on serving local communities across the U.S. with more than 110 million listeners choosing Clear Channel Radio programming each week. The company's content can be heard on AM/FM stations, HD digital radio channels, on the Internet, via iPods and cell phones and used via navigation systems from BMW, Volvo, TomTom, Garmin and others.

Equal Opportunity Employer Yes**Contact Information****Name: Shannon Gibson****Address: 4002 W Gandy Blvd****Contact Tampa, FL 33611****Phone: 813-832-1913**

Fax: 813-837-0300

E-mail: shannongibson@clearchannel.com

Application Instructions

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

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I want to...

Report a Hire

Viewing Job: 28801/ACCOUNT EXECUTIVE - WFLZ/WBTP/WXTB

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Position Information [\[Edit\]](#)

Steps To Completing a Job Posting:

1. **Enter Position Information** -- Job Title, No. of Openings, & Job Description.
2. **Enter/Verify Contact Information** -- The user/employer entering the data will automatically be the Contact for the job posting. If this is not the case, enter the correct information in the Contact Information Section.
3. **Enter Posting Information** -- Here is where you set the criteria for the student applicants you are searching for and also for defining how long your job posting will be active on the online job listings.
4. **To archive/inactivate a job listing** - scroll down to 'Posting Information.' Click on 'Edit.' Scroll down to 'Post End Date.' Type in current date. Click 'Save.'

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

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

*Job ID: 28801

*Job Title: ACCOUNT EXECUTIVE - WFLZ/WBTP/WXTB

Job Reference Num:

Organization Name : Clear Channel

*No of Openings: 1

Work Schedule: MON-FRIDAY

Hours per Week: 40

*Wage/Salary: 100% COMMISSIONS

Job Start Date: 09/13/2010

Job End Date:

Supervisor: Shannon Gibson

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

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

Application Instructions: Please send all resumes to Shannongibson@clearchannel.com. NO phone calls please.

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

Contact Information [\[Edit\]](#)

First Name: Shannon

Middle Initial:

Last Name: Gibson

Address Line 1: 4002 Gandy Boulevard

Address Line 2:

City: Tampa

State: FL

Zip: 33611

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

Phone: 813-832-1913

Fax: 813-832-9933

Email: shannongibson@clearchannel.com

Website:

Posting Information [\[Edit\]](#)

Job Location:

Job Category: Sales

Position Type: Full-time, Degree

Applicant Type: Full-time

Minimum GPA: 3.0000
Citizenship:
Graduation Start:
Graduation End:
Classification:
Degrees: Bachelors
Majors:
Screen Applicant Types: Yes
Screen Minimum GPA: Yes
Screen Citizenship: Yes
Screen Graduation Range: No
Screen Classification: No
Screen Degrees: No
Screen Majors: No
***Post Start Date: 8/18/2010**
***Post End Date: 9/3/2010**
***Show Contact Info: Yes**
***Allow Online Referrals: No**

* Indicates required fields.

For help click the question mark next to each section.

Job Order Number: 9507957

Occupation

Sales and Related Workers, All Other (41909900)

Location

Clear Channel Broadcasting, Inc.
4002 Gandy Blvd.
Tampa, FL 33611 US
[Change Current | Edit Current | Add New]

Contact

Name: Shannon Gibson
Phone: 813-832-1913
Email: shannongibson@clearchannel.com
[Change Current | Edit Current | Add New]

Job Details

* Job Title:	ACCOUNT EXECUTIVE - \
* Number of open positions for this job order:	1 (max: 999)
* Earliest date to display this job order on the system:	08/18/2010 (mm/dd/yyyy)
* Last date this job order will be displayed on this system:	09/03/2010 (mm/dd/yyyy)
* Anticipated Hire Date	09/10/2010 (mm/dd/yyyy)
* Type of Job:	Regular
* Full-Time or Part-Time:	Full Time (30 Hours or More)
* Anticipated Job Duration:	Over 150 Days
* Does this Job fall within any of the following Special Categories:	None Selected
* Maximum Number of applicants you would like to consider at this time:	25 (999 max.)

Job Duties and Skills

* Job Description:

[Insert occupational description] or create a specific job description.

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REQUIREMENTS:

- Bachelors degree in a related field.
- Minimum of 24 months of related and verifiable experience.
- ideal candidate will be self-motivated and able to communicate product value.
- He/She should also have excellent negotiation, presentation and computer skills.
- Prospective candidate should have the ability to exercise judgment and operate independently.
- They also need to be able to read, draft and comprehend complex and persuasive business correspondence and creative proposals.
- Media sales experience and knowledge of market demographics is a plus.
- Must have a valid Drivers License, vehicle and insurance.

JOB DUTIES:

- Radio account executive will identify and solicit new business' service and develop existing

[Spell Check | Remove All Formatting]

Listed below are the skills that are associated with this occupation. You may add or remove skills from this list by clicking the "Specify required job skills" link. When clicked, you will be asked to select skills from several categories and use those criteria to determine the aptitudes and suitability for this job order.

* [Specify required job skills]

1. use computer graphics design software
 2. compute financial data
 3. interview customers
 4. advise clients or customers
 5. collect payment

* Special Software/Hardware skills needed: Yes No

* Enter other specific skills required (e.g. degrees, certification, software, etc.):

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[Spell Check]

Job Requirements

* If you have a minimum age requirement for this job, what is that requirement?

* Reason for age requirement:

* Test Requirement:

Provide a brief description of testing performed:

[Spell Check]

* Hiring Requirements:

- Drug Testing/Screening
- Background Checks
- Credit Checks
- Reference Checks
- Bonding
- Motor Vehicle Record Check
- Other(specify)

Hiring Requirements Other: (2500 characters max.)

Please send all resumes to
shannongibson@clearchannel.com.
No phone calls please.

[Spell Check]

- * Minimum Education Required: Bachelors Degree
- * Minimum Months of Experience in Selected Occupation: 24
- * Is a driver's license required for this position? Yes, Operator License
- * Commercial Drivers License Certification:
 - Class A - Any combination of vehicles with a gross vehicle weight rating of 26,001 or more pounds provided the gross vehicle weight rating of the vehicle(s) being towed is in excess of 10,000 pounds.
 - Class B - Any single vehicle with a gross vehicle weight rating of 26,001 or more pounds, or any such vehicle towing a vehicle not in excess of 10,000 pounds gross vehicle weight rating.
 - Class C - Any single vehicle, or combination of vehicles, that does not meet the definition of Class A or Class B, but is either designed to transport 16 or more passengers, including the driver, or is placarded for hazardous materials.
 - Class E - Private Vehicle
 - Class E - Learner
 - Motorcycle Also
 - Motorcycle ONLY
- * Drivers License Endorsements:
 - T - CDL - Double / Triple Trailers
 - P - CDL - Passenger Bus
 - N - CDL - Tankers
 - H - CDL - Hazardous Materials
 - X - CDL - Combo-Tanker/Hazardous
 - K - CDL - No Operator of airbrakes
 - CDL - ICC Physical

Compensation and Hours

For an exact salary, not a range, enter the same amount in the minimum and maximum salary fields below.

* Minimum Salary: 40000.00 (Ex: 5.00 or 25000.00 - no commas)

* Maximum Salary: 80000.00 (Ex: 5.00 or 25000.00 - no commas)

* Basis for unit of salary/pay: Year

View Typical Labor Market Wage Rates

* Pay Comments: Commission Only

* Is Supplemental Compensation offered? Yes No

* Type of Compensation: Use of Car Expense Allowance Pager and/or Cell Phone Other

* Hours Per Week: Hours are Specific 40

* Shift: Not Applicable

* Benefits Offered for this Job:

- Benefits not specified
 No benefits provided
 Benefits provided outlined below

- Medical, Dental, Vision, Vacation, Sick Leave, Job Share, 401K, Retirement/Pension, Uniform Allowance, Other, Paid Time Off, Meals, Life Insurance, Child Care, Holidays, Tuition Assistance, Flex-Time, Stock Options, Relocation Assistance, Company Vehicle, Short/Long Term Disability, Expense Account

Enter a brief description of other benefits you may offer:

[Empty text box for other benefits description]

[Spell Check]

* Is this job accessible by public transportation? Yes No

*** Job Order Information to be displayed online**

- Option 1 - Job details, employer name and contact information will be displayed online.
- Option 2 - No contact information is displayed online. Job seeker must apply at One-Stop Center. (Suppressed)
- Option 3 - This job is not to be displayed online and is only available to the One-Stop Center staff. (Not Online)

*** Job Application Methods Accepted**

* Company Job Application Web Site: <http://www.clearcareers.com>
e.g. (<http://www.applicationwebsite.com>)

- | | |
|--|---|
| <input type="checkbox"/> Online Resume | <input checked="" type="checkbox"/> Apply In Person |
| <input checked="" type="checkbox"/> Email | <input type="checkbox"/> Call For Appointment |
| <input type="checkbox"/> Fax | <input type="checkbox"/> Mail |
| <input type="checkbox"/> Apply at One Stop | <input type="checkbox"/> Online Application |
| <input type="checkbox"/> Company Website | |

Enter a brief description of the application process: (2500 characters max.)

Format Font Size

B I U

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

[Spell Check | Remove All Formatting]

Job Applicant Questions

* Use this section to associate an Interview Question Set to this job order. Any applicant that applies for this position will be presented with this question set you have selected.

* Interview Question Set:

[Create Interview Questions]

Applicant Notification Method



* Job applicants can be viewed by selecting the Manage Jobs option and clicking on the number in the applicants column or the applicants link.

* Would you like to be notified when a job seeker applies for this job? Yes No

* If you would like to be notified, select a notification method. Message Center Email

Other Information



* Is this a Green Job? click here for a definition Yes No
 Not Specified

* Is this job order for work subsidized by the American Recovery & Reinvestment Act (The Stimulus Package)? click here for a definition Yes No

* Upload this job to Job Central: Yes No

* Is this job order under a Federal Contract Yes No

* Does a court ordered affirmative action plan require posting this job order? Yes No

* Is this job order for an Enterprise Zone? Yes No

[View Applicants | Preview Job Listing]

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Clear Channel Careers Website

Date of hire: 11/22/2010

Recruitment source referring hiree: Employee Referral

Date of hire: 11/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
4	Brewster Tech Center 2222 North Tampa St Tampa, Florida 33602 Email : john.holmes@sdhc.k12.fl.us John Holmes	N	0
6	Clear Channel Careers Website 200 E. Basse Road San Antonio, Texas 78209 Url : http://www.clearcareers.com Career Services Manual Posting	N	2
7	Employee Referral 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	3
11	Internal Posting 4002 Gandy Blvd Tampa, Florida 33611 Phone : 813-832-1000 Miki Parks Manual Posting	N	0
13	Jobing.com 5301 W. Cypress Street - Tampa, Florida 33607 Phone : 813-649-8411 Email : matt.lachoney@jobing.com Jerime OConnor	N	0

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Clear Channel Careers Website

Date of hire: 11/22/2010

Recruitment source referring hiree: Employee Referral

Date of hire: 11/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Keiser University 5225 Memorial Hwy Tampa, Florida 33634 Phone : None Ms. E. Tamayo Manual Posting	N	0
17	Pinellas County Urban League 333 31st St North St Petersburg, Florida 33713 Phone : 727-327-2081 Email : cmyrick@pcul.org Cyndi Myrick	N	0
22	University of South Florida 4202 E. Fowler Avenue SVC 2088 Tampa, Florida 33620 Phone : 813-974-3202 Kathi Roche Manual Posting	Y	1
23	University of Tampa 401 West Kennedy Blvd. Box K Tampa, Florida 33606 Phone : 813-253-6236 Email : shood@ut.edu Fax : 1-813-258-7271 Sheila Hood	Y	0
25	Workforce/Empoy Florida.com 9215 N Florida Avenue Suite 101 Tampa, Florida 33612 Phone : 813-830-7508 Url : EmpoyFlorida.com Odie Clark Manual Posting	Y	0

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

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Clear Channel Careers Website

Date of hire: 11/22/2010

Recruitment source referring hiree: Employee Referral

Date of hire: 11/29/2010

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	YWCA of Tampa Bay 655 2nd Ave South ST Petersburg, Florida Email : patti@ywcaoftampabay.org Patti Bacha	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			6

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

Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: November 22, 2010

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

The Clear Channel Radio account executive will identify and solicit new business; service and develop existing accounts; utilize available resources in marketing, operations, and sales to present company in the best possible light; develop persuasive proposals in response to client needs and opportunities; ensure client satisfaction through cooperative communication. Account executive will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

Requirements:

Must have valid driver license, vehicle, and insurance

Experience:

Media sales experience and knowledge of market demographics is a plus.

Additional Information:

Contact:

Please send all resumes to heatherwallace@clearchannel.com or mail resumes to Heather Wallace, 4002 Gandy Blvd, Tampa, FL 33611. No phone calls please. Equal Opportunity Employer

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 Peter Fulton at peterfulton@clearchannel.com

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

Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	Brewster Tech Center E-mail: john.holmes@sdhc.k12.fl.us	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
2	Jobing.com E-mail: Theresa@jobing.com	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
3	Pinellas County Urban League E-mail: cbrown@pcul.org	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
4	University of Tampa E-mail: shood@ut.edu	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
5	YWCA of Tampa Bay E-mail: patti@ywcaoftampabay.org	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010

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

Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: November 29, 2010

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

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

The Clear Channel Radio account executive will identify and solicit new business; service and develop existing accounts; utilize available resources in marketing, operations, and sales to present company in the best possible light; develop persuasive proposals in response to client needs and opportunities; ensure client satisfaction through cooperative communication. Account executive will also negotiate rates consistent with Clear Channel operating goals and budgets and ensure prompt payment of client's billing.

Requirements:

Must have valid driver license, vehicle, and insurance

Experience:

Media sales experience and knowledge of market demographics is a plus.

Additional Information:

Contact:

Please send all resumes to heatherwallace@clearchannel.com or mail resumes to Heather Wallace, 4002 Gandy Blvd, Tampa, FL 33611. No phone calls please. Equal Opportunity Employer

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

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

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

Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	Brewster Tech Center E-mail: john.holmes@sdhc.k12.fl.us	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
2	Jobing.com E-mail: Theresa@jobing.com	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
3	Pinellas County Urban League E-mail: cbrown@pcul.org	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
4	University of Tampa E-mail: shood@ut.edu	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010
5	YWCA of Tampa Bay E-mail: patti@ywcaoftampabay.org	Sent: Manual Posting On 9/3/2010 Sent: Manual Posting On 9/3/2010

Link, Russell

From: Link, Russell
Sent: Friday, September 03, 2010 10:49
To: 'patti@ywcaoftampabay.org'; 'john.holmes@sdhc.k12.fl.us'; 'cstreet@ourpeoplework.org';
'cbrown@pcul.org'
Subject: New Job Opening - Account Executive WFUS/WMTX
Attachments: 2010 Account Executive.10.10.WFUS.WMTX.doc

Attached.

Russell Link CPA

Controller
Clear Channel Tampa
Ph # (813) 832-1901
Fax# (813) 831-4475

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Account Executive – WFUS / WMTX

Company:

Clear Channel Radio Tampa, FL

Location:

4002 Gandy Blvd.

Tampa, FL 33611

Date: 09/03/2010

Department: Sales

100% Commissions

Status: Full Time

A hiring decision will be made on or about 09/29/10

Job Description

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

The ideal candidate will be self-motivated and able to communicate product value. He/She should also have excellent negotiation, presentation and computer skills. Prospective candidate should have the ability to exercise judgment and operate independently. They also need to be able to read, draft and comprehend complex and persuasive business correspondence and creative proposals. Media sales experience and knowledge of market demographics is a plus. Must have a valid Drivers License, vehicle and insurance. Please send all resumes to heatherwallace@clearchannel.com. Or mail resumes to Heather Wallace, 4002 Gandy Blvd. Tampa, FL 33611 No phone calls please.

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

Russell Link
Controller



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Viewing Job: 28987/ACCOUNT EXECUTIVE WFUS/WMTX

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Position Information

[Edit]

Steps To Completing a Job Posting:

1. Enter Position Information -- Job Title, No. of Openings, & Job Description.
2. Enter/Verify Contact Information -- The user/employer entering the data will automatically be the Contact for the job posting. If this is not the case, enter the correct information in the Contact Information Section.
3. Enter Posting Information -- Here is where you set the criteria for the student applicants you are searching for and also for defining how long your job posting will be active on the online job listings.
4. To archive/inactivate a job listing - scroll down to 'Posting Information.' Click on 'Edit.' Scroll down to 'Post End Date.' Type in current date. Click 'Save.'

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

[Required Fields Help]

*Job ID: 28987

*Job Title: ACCOUNT EXECUTIVE WFUS/WMTX

Job Reference Num:

Organization Name: Clear Channel

*No of Openings: 1

Work Schedule: MON-FRIDAY

Hours per Week: 40

*Wage/Salary: 100% Commissions 50k+

Job Start Date: 09/30/2010

Job End Date:

Supervisor: Heather Wallace

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

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

Application Instructions: Please send all resumes to heatherwallace@clearchannel.com. Or mail resumes to Heather Wallace, 4002 Gandy Blvd. Tampa, FL33611
No phone calls please.

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Contact Information

[Edit]

First Name: Heather

Middle Initial:

Last Name: Wallace

Address Line 1: 4002 Gandy Boulevard

Address Line 2:

City: Tampa

State: FL

Zip: 33611

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

Phone: 813-832-1583

Fax: 813-837-0300

Email: heatherwallace@clearchannel.com

Website:

Posting Information

[Edit]

Job Location: Tampa

Job Category: Sales

Position Type: Full-time, Degreed

Applicant Type: Full-time
Minimum GPA: 3.0000
Citizenship: U.S. Citizen or U.S. National
Graduation Start:
Graduation End:
Classification:
Degrees:
Majors:
Screen Applicant Types: No
Screen Minimum GPA: Yes
Screen Citizenship: Yes
Screen Graduation Range: No
Screen Classification: No
Screen Degrees: No
Screen Majors: No
***Post Start Date:** 9/3/2010
***Post End Date:** 9/24/2010
***Show Contact Info:** No
***Allow Online Referrals:** No

For help click the question mark next to each section.

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Job Information



- * Job Order Number: 9511874
- * Job Title: ACCOUNT EXECUTIVE WFUS/WMTX
- * Occupation: Advertising Sales Agents
- * Job Duration: Over 150 Days
- * Type of Job: Regular
- * Full or Part Time: Full Time (30 Hours or More)
- * Job Position(s): 1
- * Date Job Order Created/Updated: 09/03/2010
- * Last Day Job Order Available Online: 09/24/2010
- * Other Related Jobs: [View other Jobs Available for Advertising Sales Agents](#)
- * Supply and Demand: [View Competition for Advertising Sales Agents](#)
- *

Employer Information



- * Employer Name: Clear Channel Broadcasting, Inc.
- * Company Website:
- * Principal Industry (NAICS): Radio Stations (515112)
- * No. of Employees (Company Size): 100-249
- * Type of Employer: Private Sector
- * Company Profile: [View Company Profile](#)
- * Other Employers: [View Largest Employers of Advertising Sales Agents](#)

Job Requirements



- * Test Requirement: No test required
- * Hiring Requirements: Reference Checks, Motor Vehicle Record Check

- * Minimum Education Level: Bachelors Degree
View Typical Education Requirements for Advertising Sales Agents
- * Minimum Experience: 24 months
View Typical Work Experience Requirements for Advertising Sales Agents
- * Driver's License Certification Requirement: Yes, Operator License
- * Job Skills: View Employer Skill Requirements

Compensation and Hours

- * Salary Range: \$40,000.00 - \$60,000.00 Year
- * Labor Market Wage Rates: View Typical Labor Market Wage Rates for Advertising Sales Agents
- * Pay Comments: Commission Only
- * Hours per Week: 40
- * Shift: Not Applicable
- * Benefits: 401K - Dental - Holidays - Medical - Sick Leave - Vacation - Vision

Work Site Information

- * Location Name: Clear Channel Broadcasting, Inc.
- * Address: 4002 Gandy Blvd.
- * City, State, Zip, and Country: Tampa, FL 33611 US
Map Location
- * Public Transportation Accessible: No
- * Worksite Industry (NAICS): Radio Stations (515112)

Job Description

REQUIREMENTS:

- Bachelors degree in a related field.

- Minimum of 24 months of related and verifiable experience.
- ideal candidate will be self-motivated and able to communicate product value.
- He/She should also have excellent negotiation, presentation and computer skills.
- Prospective candidate should have the ability to exercise judgment and operate independently.
- They also need to be able to read, draft and comprehend complex and persuasive business correspondence and creative proposals.
- Media sales experience and knowledge of market demographics is a plus.
- Must have a valid Drivers License, vehicle and insurance.

JOB DUTIES:

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

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