



STAMP & RETURN

Christina H. Burrow
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cburrow@cooley.com

VIA HAND DELIVERY

July 21, 2014

EEO Staff
Policy Division
Media Bureau
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

RECEIVED - FCC

JUL 21 2014

Federal Communications Commission
Bureau / Office

RE: Cox Radio, Inc.
WHPT(FM), Sarasota, Florida (Facility ID No. 51986)
Response to FCC Audit of EEO Program

Ladies and Gentlemen:

On behalf of Cox Radio, Inc. ("Cox") and in response to the Commission's letter to Cox dated June 10, 2014 regarding EEO program audits, enclosed herein please find the response for WHPT(FM), Sarasota, Florida (Facility ID No. 51986).

Should you have any questions regarding this response, please contact the undersigned counsel.

Sincerely yours,

Christina H. Burrow

Enclosures



EEO Staff
Policy Division
Media Bureau
Federal Communications Commission
445 12th Street, S.W.
Washington, DC 20554

Re: **Cox Radio, Inc.**
WHPT(FM), Sarasota, Florida (Facility ID No. 51986)
Response to FCC Audit of EEO Program

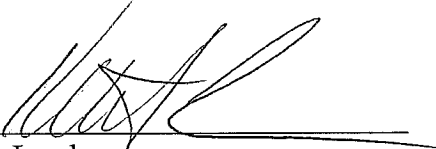
Ladies and Gentlemen:

This letter is written on behalf of Cox Radio, Inc. ("Cox"), licensee of WHPT(FM), Sarasota, Florida (Facility ID No.51986) (the "Station"), with reference to the Commission's letter dated June 10, 2014. In that letter, the Commission notified WHPT(FM) that the Station "has been randomly selected for an audit of its EEO program."

The Commission's letter requests certain information from Cox regarding the Station's compliance with the FCC's EEO rules. That information is attached hereto. I am familiar with the Station and have reviewed the attached information and hereby confirm that the attached information fully and accurately supplies the audit data requested in the June 10, 2014 letter.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on July 18, 2014.



Keith Lawless
Vice President and Market Manager
Cox Media Group Tampa

AUDIT DATA RESPONSE

ATTACHMENT A

(a) Copies of the Unit's two most recent EEO public file reports, described in Section 73.2080(c)(6). For any stations in the Unit that have websites, provide each web address. If the Unit's most recent EEO public file report is not included on or linked to on each of these websites, indicate each station involved and provide an explanation of why the report is not so posted or linked, as required by Section 73.2080(c)(6). In accordance with Section 73.2080(c)(5)(vi), provide the date of each full-time hire listed in each report provided. If the unit does not have its own website, but its corporate site contains a link to a site pertaining to the unit, then the unit's most recent EEO public file report must be linked to either the unit's site or the general corporate site, pursuant to 47 C.F.R. §2080(c)(6).

WHPT(FM), Sarasota, Florida, WSUN-FM, Holiday, Florida, WXGL(FM) and WPOI(FM), St. Petersburg, Florida, WWRM(FM), Tampa, Florida and WDUV(FM), New Port Richey, Florida, are commonly owned and controlled and together form one employment unit ("Unit") for FCC EEO purposes. Attached are the two most recent EEO public file reports for this Unit. These reports cover the periods of October 1, 2011 – September 30, 2012 and October 1, 2012 – September 30, 2013.

The latest public file report for WHPT(FM) is available at www.theboneonline.com.

The latest public file report for WSUN-FM is available at www.97xonline.com

The latest public file report for WXGL(FM) is available at www.1073theeagle.com.

The latest public file report for WPOI(FM) is available at www.hot1015tampabay.com.

The latest public file report for WWRM(FM) is available at www.newmagic949.com.

The latest public file report for WDUV(FM) is available at www.wduv.com.

For the date each position was filled, please see the attached EEO public file reports.

RECRUITMENT SOURCES

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL
 October 1, 2012 - September 30, 2013

No.	Recruitment Source	Contact	Total Interviewed	Entitled to Notification
1	Company: EEO Mailing List (attached) Address:	Name: EEO Mailing List (attached) Phone:	0	Y
2	Company: Cox Career Network Address: Cox Enterprises Job Web Site	Name: Linda Qualls Phone: 321-281-2015	4	N
3	Company: Employee Referral from Internal Posting Address: Employee Lounges/Email To All Staff	Name: Linda Qualls Phone: 321-281-2015	11	N
4	Company: Florida A&M University Media Sales Institute Address: Tallahassee, FL	Name: Dana Myers Phone: 301-595-1871	1	N
5	Company: Sierra Marketing Address: 7114 Colesbrook Dr., Hudson, OH 44236	Name: Debbie Carter Phone: 800-661-7837	8	N
6	Company: USF College Address: 4202 E. Fowler Ave., Tampa, FL 33620	Name: Carol Osborne Phone: 813-974-6224	4	N
7	Company: FSU Career Fair Address: 600 W. College Ave., Tallahassee, FL 32306	Name: Seminole Showcase Phone: 850-844-2525	2	N
			30	TOTAL

EEO MAILING LIST

COX MEDIA GROUP - TAMPA BAY
 WWFRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL
 October 1, 2012 - September 30, 2013

Company	Last	Contact	Job Title/Department	Address	City	State	Zip	Email	Phone
ethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
eward Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
entral Florida Employment Council	Weir	Paullett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
onnecticut School of Broadcasting	Mariscano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
skend College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	grunskik@eckerd.edu	(727) 864-8258
erest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 879-6000
orida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
orida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
orida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-3533
orida Southern College	Leap	Marscha	Career Resources	111 Lake Hollingsworth Dr.	LakeLake	FL	33803		(863) 860-4390
Isborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Isborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605		(813) 253-7978
Stro Orlando Urban League	Jenkins	Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
ACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
ellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
smussen College	Stiles	Shella	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
source Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 586-1110
triole Community College	Sautter	Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773		(407) 328-2033
Petersburg College	Migliro	Rose	Cleanwater Campus	2465 Drew St., AD 115	Cleanwater	FL	33765		(727) 341-4640
Petersburg College	Smith	Nikka	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 794-2738
iversity of Central Florida	Meeske	Mike	School of Communications	P. O. Box 161344	Orlando	FL	32816		(407) 823-2000
iversity of Florida	Reshard	Lennette	Career Resource Center	POB 119807, CR-170, Wayne Reitz Union	Gainesville	FL	32611		(352) 392-1601
iversity of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P. O. Box 118400	Gainesville	FL	32611-8400		(352) 392-0289
iversity of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hirent@ut.edu	(813) 253-6236
ndia Community College	Hunt	Vertilia	Career Placement	7108 N. Econlochatchee Trail	Orlando	FL	32825		(407) 299-5000

Prong 3 Longer-Term Recruitment Initiatives Implemented During Previous Year: October 1, 2012 - September 30, 2013
 Cox Media Group - Tampa

No.	Date	Initiative	Description	Scope of Involvement	Personnel Involved
1	May 22, 2012	FAIU - Florida A&M University Media Sales Institute Tallahassee, FL	This program gives employers an opportunity to gain a close-up view of the selling techniques of the students and potential sales candidates.	Cox Media Group has an on-going relationship with Florida A&M University and provided representatives from several CMG locations to interview sales candidates.	Renee Driscoll Paul Defazio Matt Urban Bob DeBlolis
2	February 7-8, 2013	Florida State University Seminole Showcase Career Fair Tallahassee, FL	This program gives employers an opportunity to promote our company to students and potential candidates.	Several CMG locations attended this Showcase Career Fair and allowed us to interview students who might become candidates for hire.	Julie Dangler Jenna Kesneck Russell Lawson
3	March 6, 2013	Bethune-Cookman University CMG Career Day	This special Career Day was put together just for CMG. We had exclusive interview time with over 50 students from the Communication Dept.	Cox Media Group worked on developing a relationship with Bethun Cookman and developing this Career Day where we invited representatives for several CMG locations to attend and interview.	Renee Driscoll Melissa Cartwright JC Campese Julie Morgan James Williams
4	June 6, 2013	University of South Florida Tampa, FL	One of our CMG General Sales Managers was asked to speak to one of the Marketing Classes at USF.	This was an opportunity for our GSM to speak to students about our company and the broadcast industry.	Jenny Sutton
5	August 1-3, 2013	NABU Career Fair Orlando, FL	This is the National Assoc. of Black Journalists Annual Career Fair which was held in Orlando, FL this year.	Cox Media Group had representatives from several locations participate throughout the course of 3 days, allowing us to meet & interview students.	Tim Clarke Matt Parcess Monica May Marc Dixon
6	March 1, 2013 June 6, 2013 September 17, 2013 December 6, 2013	Florida Statewide Mentoring Program - Cox Enterprises	Corporate Mentoring Program has been expanded to a FL Program including all divisions under Cox Enterprises in the State of Florida only.	This mentoring program allows high potential employees to partner with senior-level mentors who can help guide their career development and grow their professional skills.	Tim Clarke Aaron Miller
7	July 30-31, 2013	Leadership Fundamentals	Leadership Fundamentals is designed to equip managers and supervisors with critical skills to maximize performance and lead people.	Cox Media Group provides this training on an on-going basis for all managers within the company.	John Larson Dan Connelly
8	On-going	Internship Program	An Internship Program allows CMG to give students first-hand experience in the career area they wish to pursue.	Cox Media Group has an on-going relationship with local colleges and specialty schools to provide internships for students.	All departments within Cox Radio - Tampa

EEO PUBLIC FILE REPORT

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL
 October 1, 2011 - September 30, 2012

Full Time Positions Filled

Full-Time Position(s)	Station(s)	Position Title	Date Open	Date Filled	Recruitment Sources	Number Interviewed	Number Hired
1	WSUN	Account Manager	9/1/2011	11/7/2011	Cox Career Network EEO Mailout Employee Referral from Internal Posting Walk-In	1 4 2	1
2	WPOI	On Air Talent	12/30/2011	2/27/2012	Cox Career Network EEO Mailout Employee Referral from Internal Posting All Access	1 1 2	1
3	WPOI	Sales Assistant	12/30/2011	3/1/2012	Cox Career Network EEO Mailout Employee Referral from Internal Posting	10 1 1	1
4	WSUN	Account Manager	5/7/2012	7/30/2012	Cox Career Network EEO Mailout Employee Referral from Internal Posting	2 4	1
TOTAL:						27	4

RECRUITMENT SOURCES

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL

October 1, 2011 - September 30, 2012

No.	Recruitment Source	Contact	Total Interviewed	Entitled to Notification
1	Company: EEO Mailing List (attached) Address:	Name: EEO Mailing List (attached) Phone:	0	Y
2	Company: Cox Career Network Address: Cox Enterprises Job Web Site	Name: Linda Qualls Phone: 321-281-2015	13	N
3	Company: Employee Referral from Internal Posting Address: Employee Lounges/Email To All Staff	Name: Linda Qualls Phone: 321-281-2015	10	N
4	Company: All Access Address: 28955 Pacific Coast Hwy, #210, Malibu, CA 90265	Name: WWW.allACCESS.COM Phone: 310-457-6616	2	N
5	Company: Walk In: CMG - Tampa Office Address: 11300 4th St North, #300, St Petersburg, FL 33716	Name: Linda Qualls Phone: 321-281-2015	2	N
			27	TOTAL

EEO MAILING LIST

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL
 October 1, 2011 - September 30, 2012

Company	Last	Contact First	Job Title/Department	Address	City	State	Zip	Email	Phone
Bethune Cockman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
Central Florida Employment Council	Weir	Paulet	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	gjrnskik@eckerd.edu	(727) 864-8258
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 879-6000
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
Florida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
Florida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-5533
Florida Southern College	Leap	Martina	Career Resources	111 Lake Hollingsworth Dr.	Lakelake	FL	33803		(863) 680-4390
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605		(813) 253-7978
Vetro Orlando Urban League	Jenkins	Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
VAAOP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
Pinellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
Raamussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 566-1110
Seminole Community College	Sautter	Nancy	Career Services	100 Weidon Blvd.	Sanford	FL	32773		(407) 328-2033
St. Petersburg College	Migliano	Rose	Cleanwater Campus	2465 Drew St., AD 115	Clearwater	FL	33765		(727) 341-4640
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 791-2738
University of Central Florida	Meeske	Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816		(407) 823-2000
University of Florida	Reshard	Lennette	Career Resource Center	POB 118607, CR-170, Wayne Reltz Union	Gainesville	FL	32611		(352) 392-1601
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400		(352) 392-0289
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hireut@ut.edu	(813) 253-6236
Valencia Community College	Hurt	Vertilla	Career Placement	7108 N. Econolochatchee Trail	Orlando	FL	32825		(407) 299-5000

Prong 3 Longer-Term Recruitment Initiatives Implemented During Previous Year: October 1, 2011 - September 30, 2012
Cox Media Group - Tampa

No.	Date	Initiative	Description	Scope of Involvement	Personnel Involved
1	October 26, 2011	University of Tampa - Career Fair	Designed to give UT students a chance to speak to businesses for employment opportunities.	Cox Media Group hosted a presentation table with a representative on hand to give out information on our company and meet potential candidates.	Aaron Miller Paul Defazio
2	March 7, 2012	Southwest Florida College Tampa Campus Spring 2012 Job & Internship Fair	Designed to give students a chance to speak to businesses for internships and employment.	Cox Media Group hosted a presentation table with a representative on hand to give out information on our company and meet potential job candidates and/or interns.	Aaron Miller
3	May 22, 2012	FAMU - Florida A&M University Media Sales Institute Tallahassee, FL	This program gives employers an opportunity to gain a close-up view of the selling techniques of the students and potential sales candidates.	Cox Media Group has an on-going relationship with Florida A&M University and provided representatives from several CMG locations to interview sales candidates.	Renee Driscoll Paul Defazio Matt Urban Bob DeBlolis
4	June 6, 2012	Hispanic Chamber of Commerce - Metro Orlando 1st Annual Job Fair	This event supports the economic development of the Hispanic business community of Metro Orlando.	Cox Media Group hosted a presentation table with a representative on hand to give out information on our company and meet potential job candidates and meet potential job candidates.	Renee Driscoll Linda Qualls
5	June 6-9, 2012	2012 BEEP Leadership Conference. Black Executive Exchange Program.	Designed to provide one-on-one, hands on support for students in preparation for employment with presentation and mock interviews.	Cox Media Group sponsored 2 students for this event. CMG also provided the Master of Ceremony for the Awards Banquet and representatives who participated in the mock interview process.	Bill Funke Debbie Morel Monica May
6	June 27-29, 2012	LUUAC National Convention and Career Fair. The League of United Latin American Citizens	This event helps to empower Hispanic Americans and builds strong Latino communities.	Cox Media Group & Cox Enterprises had a booth at this event and several company representatives who gave out company information and spoke to potential job candidates.	Dina Pancoast Melissa Cartwright Stefanie Santos Erik Smith Nilida Almidovar
7	January 12, 2012 April 12, 2012 July 19, 2012 November 8, 2012	Florida Statewide Mentoring Program - Cox Enterprises	Corporate Mentoring Program has been expanded to a FL Program including all divisions under Cox Enterprises in the State of Florida only.	This mentoring program allows high potential employees to partner with senior-level mentors who can help guide their career development and grow their professional skills.	Jason Meder Wendi Power

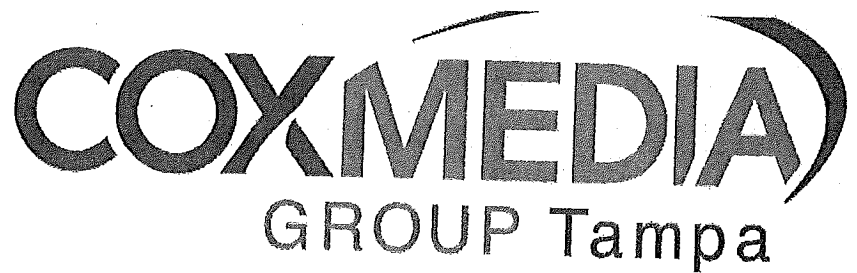
8	May 15-16, 2012 October 9-10, 2012	Leadership Fundamentals	Leadership Fundamentals is designed to equip managers and supervisors with critical skills to maximize performance and lead people.	Cox Media Group provides this training on an on-going basis for all managers within the company.	Cory Pierce Deb McLean
9	On-going	Internship Program	An Internship Program allows CMG to give students first-hand experience in the career area they wish to pursue.	Cox Media Group has an on-going relationship with local colleges and specialty schools to provide internships for students.	All departments within Cox Radio - Tampa

ATTACHMENT B

(b) For each Unit full-time position filled during the period covered by the above EEO public file reports, or since your acquisition of the Station, if after that period, dated copies of all advertisements, bulletins, letters, faxes, e-mails, or other communications announcing the position, as described in Section 73.2080(c)(5)(iii). However, to reduce your burden of responding to this audit, if you have sent a job notice to multiple sources, you may send us only one copy of each such notice, along with a list of the sources to which you have sent the notice. In addition, indicate in your response whether you retain copies of all notices sent to all sources used, as required by Section 73.2080(c)(5)(iii). For on-air ads that aired multiple times, you may send us one log sheet indicating when the ad aired and tell us the other times it aired instead of providing multiple log sheets. Also, tell us whether you have retained all the log sheets for each time the ad aired. We may ask for them for verification, but you need not provide them at this time. Include copies of all job announcements sent to any organization (identified separately from other sources) that has notified the Unit that it wants to be notified of Unit job openings, as described in Section 73.2080(c)(1)(ii).

Attachment B provides the requested announcements. For postings sent to the Unit's EEO Mailing List, one representative letter for each posting has been included. The Unit uses a mail merge program to create the letters and so retains a copy of each notice. The stations do not run on-air job announcements.

JOB POSTING



Job Title: Account Executive
HOT 101.5 - WPOI

Job Description

Cox Media Group – Tampa Radio is looking for highly motivated Account Executives for the most talked about CHR station ... Tampa Bay's new Hot 101.5 which is part of our six-station cluster.

Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer focus.

Responsibilities

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

Contact: Paul Defazio
General Sales Manager
Paul.Defazio@coxinc.com

Close Window

Help

Search Jobs



[View Job Postings](#)

Job Description

Job Title: Account Executive - HOT 101.5/WPOI
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Full/Part Time: Full-Time
Location: FL - St. Petersburg
Posting ID: 300689



Email to Friend Submit

[Return to Previous Page](#)

Job Description

Cox Media Group - Tampa Radio is looking for highly motivated Account Executives for the most talked about CHR station ... Tampa Bay's new Hot 101.5!

Cox Media Group offers all the necessary tools to get the job done. Excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer focus.

Responsibilities

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned and assisting in generating revenue for the company. Servicing and security mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal & external communications as well as collections owed to the company.

Qualifications

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

Closing Statement

Please submit your application and/or resume through this Cox Career Network and the information you submit will be sent directly to the hiring manager for this position.

Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

Please submit resume before: 11/01/2012

Email to Friend Submit

[Return to Previous Page](#)

Create New Job Opening Job Opening

Posting Title: Account Executive - HOT 101.5/WPOI **Job Opening ID:** 300689
Job Opening Status: 010-Open
Job Title: Account Executive **Job Code:** 3001
Business Unit: RADIO Cox Radio

[Print Job Opening](#)

Save

[Previous Step](#) [Next Step](#)

Job Information Posting Hiring Team Addl Job Information Screening

Assignments

To assign a Recruiter to the Job Opening select the Add Recruiters hyperlink. To add a Recruiter Team, containing one or more recruiters, to the Job Opening select the Add Recruiter Team hyperlink.

*Recruiter ID	Name	Primary	
00177321	Linda Qualls	<input checked="" type="checkbox"/>	

[+ Add Additional Recruiters](#) [+ Add Recruiter Team](#)

To assign a Hiring Manager to the Job Opening select the Add Hiring Managers hyperlink. To add a Hiring Manager Team containing one or more hiring managers to the Job Opening select the Add Hiring Manager Team hyperlink.

*Manager ID	Name	Primary	
00470671	Paul Defazio	<input checked="" type="checkbox"/>	

[+ Add Additional Hiring Managers](#) [+ Add Hiring Manager Team](#)

Job Information Posting Hiring Team Addl Job Information Screening

Save

[Previous Step](#) [Next Step](#)

Favorites Main Menu Recruiting Create New Job Opening

Home Add to Favorites Sign out

Job Description

Job Title: Account Executive - HOT 101.5/WPOI
 Job ID: 9999999999999999
 Location: FL - St Petersburg
 Full/Part Time: Full-Time



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Job Description

Cox Media Group - Tampa Radio is looking for highly motivated Account Executives for the most talked about CHR station ... Tampa Bay's new Hot 101.5!

Cox Media Group offers all the necessary tools to get the job done. Excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer focus.

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Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

[Return to Previous Page](#) [Switch to Internal View](#)



Job Opening

Posting Information

Job Postings

Posting Title: Account Executive - HOT 101.5MPOI

Job Descriptions Find First 1-4 of 4 Last

*Description Type: Job Description

Description ID:

Description:

[+ Add Posting Descriptions](#)

*Description Type: Responsibilities

Description ID:

Description:

[+ Add Posting Descriptions](#)

*Description Type: Qualifications

Description ID:

Description:

[+ Add Posting Descriptions](#)

*Description Type: Closing Statement

Description ID:

Description:

[+ Add Posting Descriptions](#)

Job Posting Destinations Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	08/29/2012	11/01/2012	64

OK Cancel Preview

View Job Postings

Job Description

Job Title: Account Managers for Cox Media Group - Tampa
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 300043 **Full/Part Time:** Full-Time



 [Return to Previous Page](#)

Job Description

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission. Our stations includes:
 WDUV, The Dove 105.5 - "Soft Adult Contemporary"
 WHPT, The Bone 102.5 - Tampa Bay's Real, Raw Radio"
 WPOI, HOT 101.5 - "Contemporary Hits Radio"
 WSUN, 97X - "Alternative Rock"
 WWRM, Magic 94.9 - "Adult Contemporary"
 WXGL, The Eagle 107.3 - "Classic Hits"

Responsibilities

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned and assisting in generating revenue for the company. Servicing and securing mutually beneficial relationships with various local businesses, agencies, or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

Closing Statement

Please apply through this Cox Career Network and the information entered will go directly to the hiring manager(s). Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

Please submit resume before: 12/14/2012



Job Opening

Posting Information

Job Postings

Posting Title: Account Managers for Cox Media Group - Tampa

Job Descriptions

Find First 1-4 of 4 Last

*Description Type: Job Description

Description ID:

Description: Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission. Our stations

[Add Posting Descriptions](#)

*Description Type: Responsibilities

Description ID:

Description: Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned and assisting in generating revenue for the company. Servicing and securing mutually beneficial relationships with various local businesses, agencies, or individuals that have a desire to reach our audience through the media opportunity offered by the

[Add Posting Descriptions](#)

*Description Type: Qualifications

Description ID:

Description: Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

[Add Posting Descriptions](#)

*Description Type: Closing Statement

Description ID:

Description: Please apply through this Cox Career Network and the information entered will go directly to the hiring manager(s). Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

[Add Posting Descriptions](#)

Job Posting Destinations

Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	05/07/2012	12/14/2012	221

OK

Cancel

Preview

Job Opening

Posting Title: Account Managers for Cox Media Group - Job Opening ID: 300043
 Tampa
 Job Opening Status: 010-Open
 Job Title: Account Manager Job Code: 3002
 Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team

Opening Information

*Template ID: 1 Cox Recruitment Template
 Job Opening Type: Standard Requisition
 Created By: 00177321 Linda Qualls
 Posted Date: 05/07/2012
 *Openings to Fill: Limited
 Target Openings: 1
 Available Openings: 1
 Establishment ID: TAM1 Tampa radio stations
 Business Unit: RADIO Cox Radio
 Job Code: 3002 Account Manager
 Company: RAD Cox Radio
 Department: 2135000500 Tampa Radio-Sales
 Location: TAM1 Cox Radio-Tampa
 Recruiting Location: 478 FL - St. Petersburg

Status Code: 010-Open
 Status Reason: Continuous Job Posting
 *Status Date: 05/07/2012
 Desired Start Date:

Additional Job Specifications Find | View All First 1 of 1 Last

Staffing Information

Schedule Type: Full-Time
 Travel Percentage: <= 25%

Find | View All First 1 of 1 Last

Assignments

Job Postings	Primary Posting Title
Account Managers for Cox Media Group - Tampa	<input checked="" type="checkbox"/>

Job Information Add Job Information Hiring Team

Job Opening

Posting Title: Account Managers for Cox Media Group - Tampa
Job Opening Status: 010-Open
Job Title: Account Manager **Job Code:** 3002
Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team
 Save & Open Save as Draft Cancel Previous Step Next Step

Assignments

Routing Resumes Via Email
 Enter multiple email addresses separated by a semicolon
 jobstampa@coxmg.com Route ALL

Recruiters Customize | Find | First 1 of 1 Last

*Recruiter ID	Name	Primary
00177321	Linda Qualls	<input checked="" type="checkbox"/>

Add Additional Recruiters

Hiring Managers Customize | Find | First 1-4 of 4 Last

*Manager ID	Name	Primary
00277317	Jason Meder	<input checked="" type="checkbox"/>
00470871	Paul Defazio	<input type="checkbox"/>
00462443	Aaron Miller	<input type="checkbox"/>
00295690	Mary Elizabeth Rogers	<input type="checkbox"/>

Add Additional Hiring Managers

Job Information Add Job Information Hiring Team
 Save & Open Save as Draft Cancel Previous Step Next Step

4192 John Young Parkway
Orlando, Florida 32804
321.281.2000

September 5, 2012

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

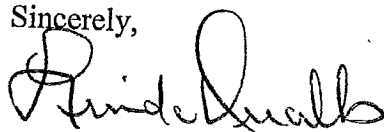
I am writing to let you know of an on-going job opportunity at Cox Media Group - Tampa. Enclosed is our description for an Account Manager, along with the position qualifications and contact information for all six of our radio stations. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

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Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,



Linda Qualls
Human Resources Manager





September 5, 2012

JOB OPPORTUNITY FOR "ACCOUNT MANAGERS"

Description:

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission.

Responsibilities:

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications:

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

WDUV, The Dove 105.5 – "Soft Adult Contemporary"

Contact: Paul.Defazio@coxinc.com

WHPT, The Bone 102.5 – "Tampa Bay's Real, Raw Radio"

Contact: Jason.Meder@coxinc.com

WPOI, HOT 101.5 – "Contemporary Hits Radio"

Contact: Paul.Defazio@coxinc.com

WSUN, 97X – "Alternative Rock"

Contact: Aaron.Miller@coxinc.com

WWRM-FM Magic 94.9 – "Adult Contemporary"

Contact: Mary.Rogers@coxinc.com

WXGL, The Eagle 107.3 – "Classic Hits"

Contact: Mary.Rogers@coxinc.com

Cox Media Group is an Equal Opportunity Employer

Company	Last	First	Job Title/Department	Address	City	State	Zip
Bethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935
Central Florida Employment Council	Weir	Paulett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307
Florida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307
Florida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431
Florida Southern College	Leap	Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakelake	FL	33803
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605
Metro Orlando Urban League	Jenkins	Tina	Career Services	2804 Belco Drive	Orlando	FL	32808
NAACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603
Pinellas County Urban League	Meiville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713
Rasmussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705
Seminole Community College	Sautter	Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773
St. Petersburg College	Miglino	Rose	Cleanwater Campus	2465 Drew St., AD 115	Cleanwater	FL	33765
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710
University of Central Florida	Meeske	Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816
University of Florida	Reshard	Lennette	Career Resource Center	POB 118507, CR-170, Wayne Reitz Union	Gainesville	FL	32611
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606
Valencia Community College	Hunt	Vertrilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825

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Job Description

Job Title: Digital Producer - CMG Tampa Radio
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Full/Part Time: Full-Time
Location: FL - St. Petersburg
Posting ID: 301737


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Job Description

Cox Media Group - Tampa Radio is looking for a full-time Digital Producer to work with the Programming & Marketing Departments of our 6 radio stations.

Responsibilities

- Produce and publish assigned Digital content and Digital advertising
- Train and assist Programming and Promotions teams on all digital content needs
- Project manage all Digital production for station promotions, marketing and events
- Manage, interpret and communicate reporting and metrics for all Digital channels
- Work with the Digital Sales Coordinator, Digital Ad Operations, and the CMG Tampa Business Dept. for Digital Sales Production and reconciliation needs

Qualifications

- WordPress
- CSS
- Doubleclick For Publishers
- HTML – HTML5
- Adobe Creative Suite

Closing Statement

Please submit your application and/or resume through this Cox Career Network and the information you submit will be sent directly to the hiring manager.

Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

Please submit resume before: 03/29/2013

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Job Opening Printable Details

▽ General Information

Job Opening ID: 301737
 Job Opening Type: Standard
 Posting Title: Digital Producer - CMG Tampa Radio
 Job Title: Web Producer
 Job Family:

▽ Job Information

Created By: 00177321 Linda Qualls
 Posted Date: 01/29/2013
 Openings to Fill: Limited
 Target Openings: 1
 Available Openings: 1
 Establishment ID: TAM1 Tampa radio stations
 Business Unit: RADIO Cox Radio
 Company: RAD Cox Radio
 Department: 2135000508 Tampa Radio-Sales Adm Dlg
 Status Code: 010-Open
 Status Reason: Job/Position Vacated
 Status Date: 01/29/2013
 Desired Start Date: 03/04/2013
 Encumb Date:
 Projected Fill Date:
 Date Authorized: 01/29/2013
 Referral Program ID:
 Recruitment Contact:

▽ Locations

Code	Location	Target Openings	Primary
TAM1	Cox Radio-Tampa		Yes

▽ Recruiting Locations

Recruiting Area	Location	Target Openings	Primary
478	FL - St. Petersburg	1	Yes

▽ Job Codes

Job Code	Description	Primary
3388	Web Producer	Yes

▽ Staffing Information

Region: USA
 Schedule Type: Full-Time
 Regular/Temporary: Regular
 Begin Date:
 End Date:
 Not To Exceed Date:
 Not-to-Exceed Days:
 Summer Appointment:
 Shift:
 Hours: 40.00
 Work Period: Weekly
 Travel Percentage: None
 Supervisor Level: Non-Manager
 FLSA Status:
 LEO/Fire Position:
 Sensitivity Code:
 Type of Appointment:

▽ Screening Options

Job Code	Sequence	Screening Level
3388	1	Pre Screening
3388	2	Online Screening

▽ Hiring Team

Name	Team Type	Primary
Linda Qualls	Recruiter	Yes
Joseph Naylor	Manager	Yes

▽ Job History

Date	Subject	Reason	Edited By
01/29/2013	010-Open	Job/Position Vacated	Linda Qualls

Job Postings

Description	Posting Type	Post Date	Remove Date	Duration
Internet	External Posting	01/29/2013	03/29/2013	

Job Posting Description

Visible: Internal and External

Description Type: Job Description

Description:

Cox Media Group - Tampa Radio is looking for a full-time Digital Producer to work with the Programming & Marketing Departments of our 6 radio stations.

Visible: Internal and External

Description Type: Responsibilities

Description:

- Produce and publish assigned Digital content and Digital advertising
- Train and assist Programming and Promotions teams on all digital content needs
- Project manage all Digital production for station promotions, marketing and events
- Manage, interpret and communicate reporting and metrics for all Digital channels
- Work with the Digital Sales Coordinator, Digital Ad Operations, and the CMG Tampa Business Dept. for Digital Sales Production and reconciliation needs

Visible: Internal and External

Description Type: Qualifications

Description:

- WordPress
- CSS
- Doubleclick For Publishers
- HTML – HTML5
- Adobe Creative Suite

Visible: Internal and External

Description Type: Closing Statement

Description:

Please submit your application and/or resume through this Cox Career Network and the information you submit will be sent directly to the hiring manager.

Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.



January 29, 2013

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of a job opportunity at Cox Media Group - Tampa. Enclosed is our description for a full-time Digital Producer, along with the position qualifications and contact information for this job opportunity. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

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Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Linda Qualls". The signature is written in a cursive, flowing style.

Linda Qualls
Human Resources Manager



January 29, 2013

Job Opportunity

Job Title: Digital Producer

Effective Date: Immediately

Job Description: Cox Media Group is one of the premier media companies in America. CMG – Tampa Radio has an opportunity for an entry level Digital Producer to design and coordinate the development of a wide range of print and multimedia materials. The Digital Producer will report to the Director of Digital and work primarily with the CMG Tampa Programming & Promotions Departments.

Job Responsibilities:

- Produce and publish assigned Digital content and Digital advertising
- Train and assist Programming and Promotions teams on all digital content needs
- Project manage all Digital production for station promotions, marketing and events
- Manage, interpret and communicate reporting and metrics for all Digital channels
- Work with the Digital Sales Coordinator, Digital Ad Operations, and the CMG Tampa Business Dept. for Digital Sales Production and reconciliation needs

Job Qualifications:

- WordPress
- CSS
- Doubleclick For Publishers
- HTML – HTML5
- Adobe Creative Suite

Contact: Joseph Naylor
CMG – Tampa Radio
11300 4th Street North
Suite 300
Joseph.naylor@coxinc.com
727-579-2000

Deadline for Response: February 28, 2013

Cox Media Group is an Equal Opportunity Employer

Company	Last	First	Job Title/Department	Address	City	State	Zip
Bethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935
Central Florida Employment Council	Weir	Paulett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307
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Florida Southern College	Leap	Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakeland	FL	33803
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605
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NAACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603
Pinellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713
Rasmussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705
Seminole Community College	Sautter	Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773
St. Petersburg College	Miglino	Rose	Cleanwater Campus	2465 Drew St., AD 115	Cleanwater	FL	33765
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710
University of Central Florida	Meeske	Mike	School of Communications	P. O. Box 161344	Orlando	FL	32816
University of Florida	Reshard	Lennette	Career Resource Center	POB 118507, CR-170, Wayne Reitz Union	Gainesville	FL	32611
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606
Valencia Community College	Hunt	Vertrilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825

View Job Postings

Job Description

Job Title: Account Managers for Cox Media Group - Tampa
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 300043 **Full/Part Time:** Full-Time



[Email to Friend](#) [Submit](#) [Return to Previous Page](#)

Job Description

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Qualifications

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Closing Statement

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Please submit resume before: ~~12/14/2012~~ 12/20/13
 EXTENDED

CEHPROD

[Favorites](#) [Main Menu](#) [Recruiting](#) [Find Job Openings](#)[Home](#)[Add to Favorites](#)[Sign out](#)**Job Description**

Job Title: Account Managers for Cox Media Group - Tampa
Job ID: 300043
Location: FL - St. Petersburg
Full/Part Time: Full-Time

[Return to Previous Page](#) [Switch to Internal View](#)

Job Description

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Job Opening

Posting Information

Job Postings

Posting Title: Account Managers for Cox Media Group - Tampa

Job Descriptions

Find First 1-4 of 4 Last

*Description Type: Job Description

Description ID: []

Description: []

[+ Add Posting Descriptions](#)

*Description Type: Responsibilities

Description ID: []

Description: []

[+ Add Posting Descriptions](#)

*Description Type: Qualifications

Description ID: []

Description: []

[+ Add Posting Descriptions](#)

*Description Type: Closing Statement

Description ID: []

Description: []

[+ Add Posting Descriptions](#)

Job Posting Destinations

Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	05/07/2012	12/20/2013	592

OK Cancel Preview



May 15, 2013

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of an on-going job opportunity at Cox Media Group - Tampa. Enclosed is our description for an Account Manager, along with the position qualifications and contact information for all six of our radio stations. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

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Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,

A handwritten signature in cursive script that reads "Linda Qualls".

Linda Qualls
Human Resources Manager



JOB OPPORTUNITY FOR "ACCOUNT MANAGERS"

Description:

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission.

Responsibilities:

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Contact: Paul.Defazio@coxinc.com

WHPT, The Bone 102.5 – "Tampa Bay's Real, Raw Radio"
Contact: Jason.Meder@coxinc.com

WPOI, HOT 101.5 – "Contemporary Hits Radio"
Contact: Paul.Defazio@coxinc.com

WSUN, 97X – "Alternative Rock"
Contact: Aaron.Miller@coxinc.com

WWRM-FM Magic 94.9 – "Adult Contemporary"
Contact: Jenny.Sutton@coxinc.com

WXGL, The Eagle 107.3 – "Classic Hits"
Contact: Jenny.Sutton@coxinc.com

Cox Media Group is an Equal Opportunity Employer

Company	Last	First	Job Title/Department	Address	City	State	Zip
Bethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935
Central Florida Employment Council	Weir	Paulette	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307
Florida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307
Florida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431
Florida Southern College	Leap	Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakelake	FL	33803
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605
Metro Orlando Urban League	Jenkins	Tina	Career Services	2804 Belco Drive	Orlando	FL	32808
NAACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603
Pinellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713
Rasmussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705
Seminole Community College	Sautter	Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773
St. Petersburg College	Migliano	Rose	Clearwater Campus	2465 Drew St., AD 115	Clearwater	FL	33765
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710
University of Central Florida	Meeske	Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816
University of Florida	Reshard	Lennette	Career Resource Center	POB 118507, GR-170, Wayne Reitz Union	Gainesville	FL	32611
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606
Valencia Community College	Hunt	Vertrilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825



Job Opening

Posting Information

Job Postings

Posting Title: Account Manager - Cox Radio Tampa Bay

Job Descriptions Find First 1-4 of 4 Last

***Description Type:** Responsibilities

Description ID:

Description: Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the Company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the

Add Posting Descriptions

***Description Type:** Qualifications

Description ID:

Description: Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

Add Posting Descriptions

***Description Type:** Job Description

Description ID:

Description: Cox Media Group Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast Company with a keen sense of customer mission.

Add Posting Descriptions

***Description Type:** Closing Statement

Description ID:

Description: Cox Media Group Tampa is an equal opportunity employer - drug free workplace. If you wish, resumes may also be submitted via fax to 727-579-2272 or e-mailed to jobstampa@coxradio.com. EOE/MF

Add Posting Descriptions

Job Posting Destinations Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	02/10/2011	11/05/2013	999

OK

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View Job Postings

Job Description

Job Title: Account Manager - Cox Radio Tampa Bay
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 297522 **Full/Part Time:** Full-Time



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Job Description

Cox Media Group Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast Company with a keen sense of customer mission.

WXGL-FM 107.3 The Eagle - www.1073online.com Classic Hits of the 60's 70's and 80's. 100,000 watt signal. Rolling Stones, CCR, Billy Joel, Elton John. Tampa Bay's #1 station for attracting affluent adults.

WDUV-FM 105.5 The Dove - www.wduv.com Tampa Bay's Key Consumers - Super serves the area's 45+ population of exclusive and loyal listeners. Most listened to station in the market. Streisand, Carpenters, Barry Manilow. #1 12+ station in the market four years running.

WHPT-FM 102.5 The Bone Tampa Bay's Classic Rock Station - www.theboneonline.com Top Adult Rock Station in the market. 100,000 watt signal. Aerosmith, Van Halen, Zeppelin.

WPOI-FM 101.5 The Point - www.1015thepoint.com Tampa Bay's station for Thirtysomethings - Working Playing Spending. Foreigner, Journey, Go-Go's, R.E.M. The newest, hottest upbeat radio station in the market.

WSUN-FM 97.1 97X - www.97Xonline.com Tampa Bay's New Rock Alternative My Chemical Romance, Green Day, 30 Seconds to Mars. Gen X and Y. The #1 Alternative Rock station in the market.

WWRM-FM Magic 94.9 - www.949online.com Tampa's #1 A/C Station. Backstreet Boys, Cher, Faith Hill, Sheryl Crow. "Family Friendly" and voted #1 "at work" radio station

Responsibilities

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the Company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the Company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the Company

Qualifications

Candidates must be highly motivated with a winning attitude and strong verbal and written

communication skills. Prior outside sales experience preferred.

Closing Statement

Cox Media Group Tampa is an equal opportunity employer - drug free workplace. If you wish, resumes may also be submitted via fax to 727-579-2272 or e-mailed to jobstampa@coxradio.com.
EOE/MF

Please submit resume before: 11/05/2013

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September 15, 2011

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of an on-going job opportunity at Cox Media Group - Tampa. Enclosed is our description for an Account Manager, along with the position qualifications and contact information for all six of our radio stations. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

Cox Media Group is an Equal Opportunity Employer. We encourage all qualified individuals without regard to race, color, religion, national origin, age or sex, to seek to apply for available positions at our company.

Individuals submitting resumes in response to job openings are not considered applicants for employment until they have been invited to complete and have submitted a completed official company application form. Applications forms typically are provided at the time of interview. The company does not undertake any obligation to consider any resume submitted.

Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,

A handwritten signature in black ink that reads "Linda Qualls". The signature is written in a cursive, flowing style.

Linda Qualls
Human Resources Manager



September 15, 2011

JOB OPPORTUNITY FOR “ACCOUNT MANAGERS”

Description:

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission.

Responsibilities:

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications:

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

WDUV, The Dove 105.5 – “Soft Adult Contemporary”

Contact: Paul.Defazio@coxinc.com

WHPT, The Bone 102.5 – “Tampa Bay’s Real, Raw Radio”

Contact: Jason.Meder@coxinc.com

WPOI, HOT 101.5 – “Contemporary Hits Radio”

Contact: Paul.Defazio@coxinc.com

WSUN, 97X – “Alternative Rock”

Contact: Aaron.Miller@coxinc.com

WWRM-FM Magic 94.9 – “Adult Contemporary”

Contact: Mary.Rogers@coxinc.com

WXGL, The Eagle 107.3 – “Classic Hits”

Contact: Mary.Rogers@coxinc.com

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COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL

October 1, 2011 - September 30, 2012

Company	Contact Last First	Job Title/Department	Address	City	State	Zip	Email	Phone
Bethune Cookman College	McKee Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
Brevard Community College	Pack Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
Central Florida Employment Council	Weir Paulett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
Connecticut School of Broadcasting	Marsicano Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
Eckerd College	Colson Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	grunskjk@eckerd.edu	(727) 864-8258
Everest University	Long Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 879-6000
Florida A&M University	Sweet Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
Florida A&M University	Miles Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
Florida Atlantic University	Cardin Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-3533
Florida Southern College	Leap Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakeland	FL	33803		(863) 880-4390
Hillsborough Community College	Ragsdale Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Hillsborough Community College	Shearer Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605		(813) 253-7978
Metro Orlando Urban League	Jenkins Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
NAACP	Stokes Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
Pinellas County Urban League	Melville Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
Rasmussen College	Stiles Shelia	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
Resource Center for Women	Letvin Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 566-1110
Seminole Community College	Sautter Nancy	Career Services	100 Weidon Blvd.	Sanford	FL	32773		(407) 328-2033
St. Petersburg College	Migliano Rose	Cleanwater Campus	2465 Drew St., AD 115	Cleanwater	FL	33765		(727) 341-4640
St. Petersburg College	Smith Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 791-2738
University of Central Florida	Meeske Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816		(407) 823-2000
University of Florida	Reshard Lennette	Career Resource Center	POB 118507, CR-170, Wayne Reitz Union	Gainesville	FL	32611		(352) 392-1601
University of Florida	Harris Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400		(352) 392-0289
University of Tampa	Harding Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hireut@ut.edu	(813) 253-6236
Valencia Community College	Hunt Vertrilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825		(407) 299-5000

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Job Description

Job Title: On Air Talent - Hot 101.5 Morning Show
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 299233 **Full/Part Time:** Full-Time


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Job Description

Cox Media Group is one of the premier media companies in America. CMG - Tampa's New Hot 101.5 presents a rare opportunity for someone to do mornings in a top 20 market at the most talked about CHR station of 2011!!

Responsibilities

This on-air personality will be part of the morning show weekdays at Hot 101.5 - WPOI. Remotes, appearances & life group functions, as needed. Work closely with the Program Director to develop relatable content, execute format, and deliver ratings goals.

Qualifications

We are looking for a creative individual who can constantly generate new ideas and content appealing to the 24-year old Tampa Bay female. Ideal candidate is opinionated and thrives in a fast-paced environment. This is a 24/7 life style job ... must be passionate and do whatever it takes to win! Perfect candidate:

- *Is obsessed with pop culture
- *Is highly organized
- *Has a sense of humor
- *Has producer or on-air experience

Closing Statement

If qualified, please submit your resume through this Cox Career Network. You can also email to: Tim.Clarke@coxinc.com. Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

Please submit resume before: 02/10/2012



Job Opening

Posting Title: On Air Talent - Hot 101.5 Morning Show
 Job Opening Status: 010-Open
 Job Title: On Air Talent Job Code: 3141
 Business Unit: RADIO Cox Radio

299233

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step

Opening Information

*Template ID: 1 Cox Recruitment Template

Job Opening Type: Standard Requisition

Created By: 00177321 Linda Qualls

Posted Date: 12/30/2011

*Openings to Fill: Limited

Target Openings: 1

Available Openings: 1

Establishment ID: TAM1 Tampa radio stations

Business Unit: RADIO Cox Radio

Job Code: 3141 On Air Talent

Company: RAD Cox Radio

Department: 2135355400 WPOI-Content

Location: TAM1 Cox Radio-Tampa

Recruiting Location: 478 FL - St. Petersburg

Status Code: 010-Open

Status Reason: New Job/Position

*Status Date: 12/30/2011

Desired Start Date: 02/06/2012

Additional Job Specifications Find | View All First 1 of 1 Last

Staffing Information

Schedule Type: Full-Time

Travel Percentage: <= 25%

Find | View All First 1 of 1 Last

Assignments

Job Postings

Postings	Primary Posting Title
On Air Talent - Hot 101.5 Morning Show	<input checked="" type="checkbox"/>

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step



Job Opening
Posting Information

Job Postings

Posting Title:

Job Descriptions Find First 1-4 of 4 Last

*Description Type:

Description ID:

Description:

*Description Type:

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*Description Type:

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*Description Type:

Description ID:

Description:

Job Posting Destinations Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	12/30/2011	02/10/2012	42

OK

Cancel

Preview



Job Opening

Posting Title: On Air Talent - Hot 101.5 Morning Show
 Job Opening Status: 010-Open
 Job Title: On Air Talent Job Code: 3141
 Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team

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Assignments

Routing Resumes Via Email
 Enter multiple email addresses separated by a semicolon
 tim.clarke@coxinc.com Route ALL

Recruiters Customize | Find | First 1 of 1 Last

*Recruiter ID	Name	Primary
00177321	Linda Qualls	<input checked="" type="checkbox"/> <input type="checkbox"/>

+ Add Additional Recruiters

Hiring Managers Customize | Find | First 1 of 1 Last

*Manager ID	Name	Primary
00367192	Timothy Clarke	<input checked="" type="checkbox"/> <input type="checkbox"/>

+ Add Additional Hiring Managers

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step



January 5, 2012

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of a job opportunity at Cox Media Group - Tampa. Enclosed is our description for a Morning On Air Talent for Hot101.5/WPOI, along with the position qualifications and contact information for this job opportunity. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

Cox Media Group is an Equal Opportunity Employer. We encourage all qualified individuals without regard to race, color, religion, national origin, age or sex, to seek to apply for available positions at our company.

Individuals submitting resumes in response to job openings are not considered applicants for employment until they have been invited to complete and have submitted a completed official company application form. Applications forms typically are provided at the time of interview. The company does not undertake any obligation to consider any resume submitted.

Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,

A handwritten signature in cursive script that reads "Linda Qualls".

Linda Qualls
Human Resources Manager

**TITLE: ON AIR TALENT – MORNING SHOW
HOT 101.5 - WPOI**

Job Description:

Cox Media Group – Tampa Radio’s new Hot 101.5 presents a rare opportunity for someone to do mornings in a top 20 market at the most talked about CHR station in 2011!

Job Responsibilities:

- Show prep, CHR format related content and local content; writing and posting web and social media content; writing and delivering commercial or personal endorsement content.
- Hosting morning show weekdays, plus other voice-tracked shifts as assigned. Duties include working closely with co-host and program director to develop relatable content, execute format, and deliver ratings goals.
- Control board operation during morning show, including editing phoners, interviews and other audio.
- Remotes and appearances at station or life group functions, as assigned.
- Work with sales and promotions to maximize revenue opportunities, including promotions and personal endorsements.

Qualifications:

- Minimum 5 years on-air experience, with CHR format experience preferred.
- Strong on-air presence. Outstanding written and verbal communication skills.
- Track record of success in ratings and revenue.
- Experience operating all on-air and production equipment.
- Experience with audio software editing products (Adobe Audition, etc.)
- Experience with web content and social media.
- Computer skills for audio delivery and automation systems (Maestro, Audiovault, etc.), word processing, audio editing and web/social media.
- Available as needed, including nights, weekends, etc., when required.

Deadline for response: January 30, 2012

Contact: Tim Clarke
Program Director
Tim.Clarke@coxinc.com

Cox Media Group is an Equal Opportunity Employer

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COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL

October 1, 2011 - September 30, 2012

Company	Contact Last	Contact First	Job Title/Department	Address	City	State	Zip	Email	Phone
Bethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
Central Florida Employment Council	Weir	Paulett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	grunskik@eckerd.edu	(727) 864-8258
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 879-6000
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
Florida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
Florida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-3533
Florida Southern College	Leap	Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakeland	FL	33803		(863) 680-4390
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605		(813) 253-7978
Metro Orlando Urban League	Jenkins	Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
NAACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
Pinellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
Rasmussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 586-1110
Seminole Community College	Sautter	Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773		(407) 328-2033
St. Petersburg College	Miglino	Rose	Clearwater Campus	2485 Drew St., AD 115	Clearwater	FL	33765		(727) 341-4640
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 791-2738
University of Central Florida	Meeske	Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816		(407) 823-2000
University of Florida	Reshard	Lennette	Career Resource Center	POB 118507, CR-170, Wayne Retz Union	Gainesville	FL	32611		(352) 392-1601
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400		(352) 392-0289
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hireut@ut.edu	(813) 253-8236
Valencia Community College	Hunt	Verilla	Career Placement	7108 N. Econlockhatchee Trail	Orlando	FL	32825		(407) 299-5000

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Rich Lieberman, San Francisco radio writer



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Wanna wake up every morning next to Jayde?

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No voiceover, voicetracking, or other business plugs, please!

Post a reply

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Wanna wake up every morning next to Jayde?

by [tim.clarke](#) » Sun Dec 18, 2011 3:02 pm

The New Hot 101.5 presents: a rare opportunity to do mornings in a top 20 market at the most talked about CHR station of 2011! Perfect candidate:

- Is obsessed with pop culture
- Is highly organized
- Has a sense of humor
- Has producer or on-air experience

We are looking for a creative individual who can constantly generate new ideas and content appealing to the 24 year old Tampa Bay female. Ideal candidate is opinionated and thrives moving at a fast pace. This is a 24/7 life style job – must be passionate and do whatever it takes to win! If you're the funny, quick witted, "story teller" in your circle of friends, apply now!

Get ready for your New Year and new challenge – Send your package to Tim.Clarke@coxinc.com for this EEO post.
tim.clarke

Posts: 11

Joined: Sat Oct 03, 2009 11:04 am

Top

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1 post • Page 1 of 1

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The team • All times are UTC - 8 hours [DST]

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Rich Lieberman, San Francisco media writer



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Net News

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Jayde Donovan To Join Hot 101.5/Tampa For Mornings

December 12, 2011 at 10:28 AM (PT)

Be the first to comment!



Jayde

Former CLEAR CHANNEL Top 40 WXXL (XL106.7)/ORLANDO morning co-host JAYDE DONOVAN is joining COX MEDIA GROUP Top 40 WPOI (HOT 101.5)/TAMPA-ST. PETERSBURG for mornings, starting in JANUARY. DONOVAN left XL106.7 in JUNE; she was one of the radio hosts who were selected to co-host "LIVE WITH REGIS AND KELLY" in 2010 and has most recently done TV work on "ACCESS HOLLYWOOD."

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More

"JAYDE IS The New HOT 101.5," said PD TIM CLARKE. "We could not have found a better fit for what the HOT brand is all about. I am thrilled for JAYDE to take TAMPA BAY by storm!"

"I couldn't be more excited to be back in FLORIDA!" said JAYDE. "It's been my home for the last four years, and to be working my dream job on the most beautiful beach in the world is the opportunity of a lifetime."

VP/GM WENDI POWER said, "From the minute we met JAYDE, we knew she was the perfect fit for the station and for mornings in TAMPA. We are proud to have JAYDE join the HOT team."

Want to be JAYDE's sidekick? Sure you do! Rush the package to TIM at Tim.Clarke@coxinc.com for this EOE post.

« see more Net News



FREE SMARTPHONES

verizon

- 1 Exclusive January PPM Analysis: Atlanta and Boston
posted February 28, 2012 at 3:53 AM (PT)
- 2 Harris Poll Ranks TV, Radio Current Affairs Personalities
posted February 28, 2012 at 3:53 AM (PT)
- 3 EU Regulators Probe UMG Acquisition Of EMI
posted February 28, 2012 at 4:06 AM (PT)
- 4 Auto Industry Focusing On 'Devices And Ways To Connect Them'
posted February 28, 2012 at 3:53 AM (PT)
- 5 106.7 The Fan/D.C. Inks Renewal For Virginia Tech Football, Hoops
posted February 28, 2012 at 4:47 AM (PT)

**TITLE: ON AIR TALENT – MORNING SHOW
HOT 101.5 - WPOI**

Job Description:

Cox Media Group – Tampa Radio’s new Hot 101.5 presents a rare opportunity for someone to do mornings in a top 20 market at the most talked about CHR station in 2011!

Job Responsibilities:

- Show prep, CHR format related content and local content; writing and posting web and social media content; writing and delivering commercial or personal endorsement content.
- Hosting morning show weekdays, plus other voice-tracked shifts as assigned. Duties include working closely with co-host and program director to develop relatable content, execute format, and deliver ratings goals.
- Control board operation during morning show, including editing phoners, interviews and other audio.
- Remotes and appearances at station or life group functions, as assigned.
- Work with sales and promotions to maximize revenue opportunities, including promotions and personal endorsements.

Qualifications:

- Minimum 5 years on-air experience, with CHR format experience preferred.
- Strong on-air presence. Outstanding written and verbal communication skills.
- Track record of success in ratings and revenue.
- Experience operating all on-air and production equipment.
- Experience with audio software editing products (Adobe Audition, etc.)
- Experience with web content and social media.
- Computer skills for audio delivery and automation systems (Maestro, Audiovault, etc.), word processing, audio editing and web/social media.
- Available as needed, including nights, weekends, etc., when required.

Deadline for response: January 30, 2012

Contact: Tim Clarke
Program Director
Tim.Clarke@coxinc.com

Cox Media Group is an Equal Opportunity Employer

Qualls, Linda (CMG-Orlando)

From: Clarke, Tim (CMG-Tampa)
Sent: Sunday, December 18, 2011 5:05 PM
To: Qualls, Linda (CMG-Orlando)
Subject: Job posting

Hey Linda – I will be recruiting for a morning show personality to work with Jayde... here is the job description for CCN and your records! Thanks

The New Hot 101.5 presents: a rare opportunity to do mornings in a top 20 market at the most talked about CHR station of 2011! Perfect candidate:

- Is obsessed with pop culture
- Is highly organized
- Has a sense of humor
- Has producer or on-air experience

We are looking for a creative individual who can constantly generate new ideas and content appealing to the 24 year old Tampa Bay female. Ideal candidate is opinionated and thrives moving at a fast pace. This is a 24/7 life style job – must be passionate and do whatever it takes to win! If you're the funny, quick witted, "story teller" in your circle of friends, apply now!

Get ready for your New Year and new challenge – Send your package to Tim.Clarke@coxinc.com for this EEO post.



Tim Clarke | Program Director

Cox Media Group Tampa | 11300 4th Street N. Suite 300 | St. Petersburg, FL 33716

Ph: (727) 579-2059 | Fax: (727) 578-6340 | Email: tim.clarke@coxinc.com

Creating solutions. Delivering results.

Qualls, Linda (CMG-Orlando)

From: Qualls, Linda (CMG-Orlando)
Sent: Friday, December 30, 2011 2:28 PM
To: ICMG TAM - Mail Users (CMG-Tampa)
Cc: Maurice-Fournier, Sharon (CMG-WestPalm)
Subject: Job Opportunity!
Attachments: Sales Assistant Job Description.docx

CMG – Tampa is currently looking for a Sales Assistant to help support the Sales Departments.

If you know of someone who is qualified and might be interested, please feel free to forward the attached Job Description to them.

The attached includes the qualifications, contact information and deadline to respond.

Thanks.

Linda Qualls | Regional HR Manager
Cox Media Group | 4192 N John Young Parkway | Orlando, FL 32804
Ph: (321) 281-2015 | Fax: (407) 536-2615 | Email: Linda.Qualls@coxinc.com



Creating solutions. Delivering results.



December 30, 2011

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of a job opportunity at Cox Media Group - Tampa. Enclosed is our description for a full-time Sales Assistant, along with the position qualifications and contact information for this job opportunity. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

Cox Media Group is an Equal Opportunity Employer. We encourage all qualified individuals without regard to race, color, religion, national origin, age or sex, to seek to apply for available positions at our company.

Individuals submitting resumes in response to job openings are not considered applicants for employment until they have been invited to complete and have submitted a completed official company application form. Applications forms typically are provided at the time of interview. The company does not undertake any obligation to consider any resume submitted.

Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Linda Qualls". The signature is written in a cursive style.

Linda Qualls
Human Resources Manager



December 30, 2011

Job Opportunity

Job Title: Sales Assistant

Effective Date: Immediately

Job Description: Cox Media Group is one of the premier media companies in America. CMG - Tampa has an opportunity for a full-time Sales Assistant to support our sales department.

Job Responsibilities: Responsibilities include, but are not limited to:

- *Order confirmations & order input
- *Manage missing copy and work with Account Manager/Client to resolve
- *Support General Sales Manager (reports, conduct Full Screener Interviews, etc.)
- *Support Account Manager (proposals, reports, research, etc.)
- *Cover front desk, answer phones (specific shift)

Job Qualifications: Our expectations are for a positive attitude, team spirit and hard work as the norm, not the exception. Experience in a sales support role and creative presentation layout is preferred. Computer literate and proficient in: Powerpoint, Microsoft Word, Excel, and Outlook. Excellent verbal and written communication skills. Strong work ethic and dependable transportation to and from work is necessary.

Job Expectations:

- Collaborates with others/displays team work
- Exhibits personal initiative
- Applies sound judgment to decision-making
- Meets deadlines and quantity expectations
- Provides quality customer service
- Receives feedback in a constructive, appropriate manner
- Maintain confidentiality
- Ability to multi-task

Contact: Paul DeFazio
General Sales Manager
Paul.DeFazio@coxinc.com

Deadline for Response: February 2, 2012

Cox Media Group is an Equal Opportunity Employer

EEO MAILING LIST

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL

October 1, 2011 - September 30, 2012

Company	Contact Last First	Job Title/Department	Address	City	State	Zip	Email	Phone
Bethune Cookman College	McKee Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
Brevard Community College	Pack Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
Central Florida Employment Council	Weir Paulette	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
Connecticut School of Broadcasting	Marsicano Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
Eckerd College	Colson Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	grunskik@eckerd.edu	(727) 864-8258
Everest University	Long Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 879-6000
Florida A&M University	Sweet Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
Florida A&M University	Miles Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
Florida Atlantic University	Cardin Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-3533
Florida Southern College	Leap Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lake Lake	FL	33803		(863) 680-4390
Hillsborough Community College	Ragsdale Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Hillsborough Community College	Shearer Ron	Radio-TV Program Manager	2112 North 15th St, PST 134	Tampa	FL	33605		(813) 253-7978
Metro Orlando Urban League	Jenkins Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
NAAACP	Stokes Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
Pinellas County Urban League	Meiville Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
Rasmussen College	Stiles Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
Resource Center for Women	Letvin Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 586-1110
Seminole Community College	Sautter Nancy	Career Services	100 Weldon Blvd.	Sanford	FL	32773		(407) 328-2033
St. Petersburg College	Migfino Rose	Clearwater Campus	2465 Drew St., AD 115	Clearwater	FL	33765		(727) 341-4640
St. Petersburg College	Smith Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 791-2738
University of Central Florida	Meeske Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816		(407) 823-2000
University of Florida	Reshard Lenette	Career Resource Center	POB 118507, CR-170, Wayne Retz Union	Gainesville	FL	32611		(352) 392-1601
University of Florida	Harris Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400		(352) 392-0289
University of Tampa	Harding Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hireut@ut.edu	(813) 253-6236
Valencia Community College	Hunt Vertrilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825		(407) 299-5000

View Job Postings**Job Description**

Job Title: Sales Assistant
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 299232 **Full/Part Time:** Full-Time

[Email to Friend](#)[Submit](#)[Return to Previous Page](#)**Job Description**

Cox Media Group is one of the premier media companies in America. CMG - Tampa Radio has an opportunity for a full-time Sales Assistant to support our sales department.

Responsibilities

Responsibilities include, but are not limited to:

- * Order confirmation & order input
- * Manage missing copy and work with Account manager/Client to resolve
- * Support General Sales Manager (reports, conduct Full Screener Interviews, etc.)
- * Support Account Manager (proposals, reports, research, etc.)
- * Cover front desk, answer phones (specific shift)

Qualifications

Our expectations are for a positive attitude, team spirit and hard work as the norm, not the exception. Experience in a sales support role and creative presentation layout is preferred. Computer literate and proficient in: Powerpoint, Microsoft Word, Excel and Outlook. Excellent verbal and written communication skills. Strong work ethic and dependable transportation to and from work is necessary. Expectations are as follows:

- **Collaborates with others/displays team work
- **Exhibits personal initiative
- **Applies sound judgement to decision-making
- **Meets deadlines & quantity expectations
- **Provides quality customer service
- **Receives feedback in a constructive, appropriate manner
- **Maintain confidentiality
- **Ability to multitask

Closing Statement

If qualified, please submit your resume through this Cox Career Network. You can also email your resume to: generalsalesmanagers@coxradio.com. Cox Media Group is an Equal Opportunity

Employer and we thank you for your interest..

Please submit resume before: 02/29/2012

[Email to Friend](#)

[Submit](#)

[Return to Previous Page](#)

299232

Job Opening

Posting Title: Sales Assistant
 Job Opening Status: 010-Open
 Job Title: Sales Assistant Job Code: 3177
 Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step

Opening Information

*Template ID: 1 Cox Recruitment Template
 Job Opening Type: Standard Requisition
 Created By: 00177321 Linda Qualls
 Posted Date: 12/30/2011
 *Openings to Fill: Limited
 Target Openings: 1
 Available Openings: 1
 Establishment ID: TAM1 Tampa radio stations
 Business Unit: RADIO Cox Radio
 Job Code: 3177 Sales Assistant
 Company: RAD Cox Radio
 Department: 2135000500 Tampa Radio-Sales
 Location: TAM1 Cox Radio-Tampa
 Recruiting Location: 478 FL - St. Petersburg
 Status Code: 010-Open
 Status Reason: New Job/Position
 *Status Date: 12/30/2011
 Desired Start Date: 01/23/2012

Additional Job Specifications Find | View All First 1 of 1 Last

Staffing Information

Schedule Type: Full-Time
 Travel Percentage: None

Find | View All First 1 of 1 Last

Assignments

Job Postings	Postings	Primary Posting Title
	Sales Assistant	<input checked="" type="checkbox"/>

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step



Job Opening

Posting Information

Job Postings

Posting Title: Sales Assistant

Job Descriptions Find First 1-4 of 4 Last

*Description Type: Job Description

Description ID:

Description: Cox Media Group is one of the premier media companies in America. CMG - Tampa Radio has an opportunity for a full-time Sales Assistant to support our sales department.

[+ Add Posting Descriptions](#)

*Description Type: Responsibilities

Description ID:

Description: Responsibilities include, but are not limited to:
 * Order confirmation & order input
 * Manage missing copy and work with Account manager/Client to resolve
 * Support General Sales Manager (reports, conduct Full Screener Interviews, etc.)

[+ Add Posting Descriptions](#)

*Description Type: Qualifications

Description ID:

Description: Our expectations are for a positive attitude, team spirit and hard work as the norm, not the exception. Experience in a sales support role and creative presentation layout is preferred. Computer literate and proficient in: Powerpoint, Microsoft Word, Excel and Outlook. Excellent verbal and written communication skills. Strong work ethic and dependable transportation to

[+ Add Posting Descriptions](#)

*Description Type: Closing Statement

Description ID:

Description: If qualified, please submit your resume through this Cox Career Network. You can also email your resume to: generalsalesmanagers@coxradio.com. Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

[+ Add Posting Descriptions](#)

Job Posting Destinations Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	12/30/2011	02/29/2012	61

OK

Cancel

Preview



Job Opening

Posting Title: Sales Assistant
 Job Opening Status: 010-Open
 Job Title: Sales Assistant Job Code: 3177
 Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step

Assignments

Routing Resumes Via Email
 Enter multiple email addresses separated by a semicolon
 paul.defazio@coxinc.com Route ALL

Recruiters Customize | Find | First 1 of 1 Last

*Recruiter ID	Name	Primary
00177321	Linda Quails	<input checked="" type="checkbox"/>

Add Additional Recruiters

Hiring Managers Customize | Find | First 1 of 1 Last

*Manager ID	Name	Primary
00470671	Paul Defazio	<input checked="" type="checkbox"/>

Add Additional Hiring Managers

Job Information Add Job Information Hiring Team

Save & Open Save as Draft Cancel Previous Step Next Step

December 30, 2011

Job Opportunity

Job Title: **Sales Assistant**

Effective Date: Immediately

Job Description: Cox Media Group is one of the premier media companies in America. CMG - Tampa has an opportunity for a full-time Sales Assistant to support our sales department.

Job Responsibilities: Responsibilities include, but are not limited to:

- *Order confirmations & order input
- *Manage missing copy and work with Account Manager/Client to resolve
- *Support General Sales Manager (reports, conduct Full Screener Interviews, etc.)
- *Support Account Manager (proposals, reports, research, etc.)
- *Cover front desk, answer phones (specific shift)

Job Qualifications: Our expectations are for a positive attitude, team spirit and hard work as the norm, not the exception. Experience in a sales support role and creative presentation layout is preferred. Computer literate and proficient in: Powerpoint, Microsoft Word, Excel, and Outlook. Excellent verbal and written communication skills. Strong work ethic and dependable transportation to and from work is necessary.

Job Expectations:

- Collaborates with others/displays team work
- Exhibits personal initiative
- Applies sound judgment to decision-making
- Meets deadlines and quantity expectations
- Provides quality customer service
- Receives feedback in a constructive, appropriate manner
- Maintain confidentiality
- Ability to multi-task

Contact: Paul DeFazio
 General Sales Manager
 Paul.DeFazio@coxinc.com

Deadline for Response: February 2, 2012

Cox Media Group is an Equal Opportunity Employer

View Job Postings

Job Description

Job Title: Account Managers for Cox Media Group - Tampa
Cox Subsidiary: Cox Radio
Description: Cox Radio-Tampa
Location: FL - St. Petersburg
Posting ID: 300043 **Full/Part Time:** Full-Time



[Email to Friend](#)

[Submit](#)

[Return to Previous Page](#)

Job Description

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission. Our stations includes:

- WDUV, The Dove 105.5 - "Soft Adult Contemporary"
- WHPT, The Bone 102.5 - Tampa Bay's Real, Raw Radio"
- WPOI, HOT 101.5 - "Contemporary Hits Radio"
- WSUN, 97X - "Alternative Rock"
- WWRM, Magic 94.9 - "Adult Contemporary"
- WXGL, The Eagle 107.3 - "Classic Hits"

Responsibilities

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned and assisting in generating revenue for the company. Servicing and securing mutually beneficial relationships with various local businesses, agencies, or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

Closing Statement

Please apply through this Cox Career Network and the information entered will go directly to the hiring manager(s). Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

Please submit resume before: 12/14/2012



Job Opening

Posting Title: Account Managers for Cox Media Group - Job Opening ID: 300043
 Tampa
 Job Opening Status: 010-Open
 Job Title: Account Manager Job Code: 3002
 Business Unit: RADIO Cox Radio

Job Information Add Job Information Hiring Team

Opening Information	
*Template ID:	1 Cox Recruitment Template
Job Opening Type:	Standard Requisition
Created By:	00177321 Linda Qualls
Posted Date:	05/07/2012
*Openings to Fill:	Limited
Target Openings:	1
Available Openings:	1
Establishment ID:	TAM1 Tampa radio stations
Business Unit:	RADIO Cox Radio
Job Code:	3002 Account Manager
Company:	RAD Cox Radio
Department:	2135000500 Tampa Radio-Sales
Location:	TAM1 Cox Radio-Tampa
Recruiting Location:	478 FL - St. Petersburg
Status Code:	010-Open
Status Reason:	Continuous Job Posting
*Status Date:	05/07/2012
Desired Start Date:	

Additional Job Specifications		Find View All	First 1 of 1 Last
Staffing Information			
Schedule Type:	Full-Time		
Travel Percentage:	<= 25%		
		Find View All	First 1 of 1 Last

Assignments	
Job Postings	
<u>Postings</u>	<u>Primary Posting Title</u>
Account Managers for Cox Media Group - Tampa	<input checked="" type="checkbox"/>

Job Information Add Job Information Hiring Team



Job Opening

Posting Information

Job Postings

Posting Title: Account Managers for Cox Media Group - Tampa

Job Descriptions

Find First 1-4 of 4 Last

*Description Type: Job Description

Description ID:

Description: Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best ongoing sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission. Our stations

+ Add Posting Descriptions

*Description Type: Responsibilities

Description ID:

Description: Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned and assisting in generating revenue for the company. Servicing and securing mutually beneficial relationships with various local businesses, agencies, or individuals that have a desire to reach our audience through the media opportunity offered by the

+ Add Posting Descriptions

*Description Type: Qualifications

Description ID:

Description: Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

+ Add Posting Descriptions

*Description Type: Closing Statement

Description ID:

Description: Please apply through this Cox Career Network and the information entered will go directly to the hiring manager(s). Cox Media Group is an Equal Opportunity Employer and we thank you for your interest.

+ Add Posting Descriptions

Job Posting Destinations

Customize | Find | First 1 of 1 Last

Destination	Posting Type	Post Date	Remove Date	Posting Duration (Days)
Internet	External	05/07/2012	12/14/2012	221

OK

Cancel

Preview



Job Opening

Posting Title: Account Managers for Cox Media Group - Tampa
 Job Opening Status: 010-Open
 Job Title: Account Manager Job Code: 3002
 Business Unit: RADIO Cox Radio

[Job Information](#) [Add Job Information](#) Hiring Team

Assignments

Routing Resumes Via Email
 Enter multiple email addresses separated by a semicolon
 jobstampa@coxmg.com Route ALL

*Recruiter ID	Name	Customize Find	First 1 of 1	Last
00177321	Linda Qualls		<input checked="" type="checkbox"/>	<input type="checkbox"/>

*Manager ID	Name	Customize Find	First 1-4 of 4	Last
00277317	Jason Meder		<input checked="" type="checkbox"/>	<input type="checkbox"/>
00470671	Paul Defazio		<input type="checkbox"/>	<input type="checkbox"/>
00462443	Aaron Miller		<input type="checkbox"/>	<input type="checkbox"/>
00295690	Mary Elizabeth Rogers		<input type="checkbox"/>	<input type="checkbox"/>

[Job Information](#) [Add Job Information](#) Hiring Team

4192 John Young Parkway
Orlando, Florida 32804
321.281.2000

May 4, 2012

Claudine McKee
Career Resources
Bethune Cookman College
640 Mary McLeod Bethune Blvd.
Daytona, FL 32114

Dear Claudine,

I am writing to let you know of an on-going job opportunity at Cox Media Group - Tampa. Enclosed is our description for an Account Manager, along with the position qualifications and contact information for all six of our radio stations. We would appreciate it if you would make this information available to your members and encourage qualified individuals to apply. It also would be most helpful if you would advise the people you refer to indicate your organization as the referral source.

Cox Media Group is an Equal Opportunity Employer. We encourage all qualified individuals without regard to race, color, religion, national origin, age or sex, to seek to apply for available positions at our company.

Individuals submitting resumes in response to job openings are not considered applicants for employment until they have been invited to complete and have submitted a completed official company application form. Applications forms typically are provided at the time of interview. The company does not undertake any obligation to consider any resume submitted.

Thank you in advance for your help. Please do not hesitate to contact me if you should have any questions.

Sincerely,



Linda Qualls
Human Resources Manager





May 4, 2012

JOB OPPORTUNITY FOR "ACCOUNT MANAGERS"

Description:

Cox Media Group - Tampa is looking for highly motivated Account Managers for our six-station cluster. Cox Media Group offers all the necessary tools to get the job done, excellent compensation and great benefits. We offer the best on-going sales training and the opportunity to join a secure broadcast company with a keen sense of customer mission.

Responsibilities:

Responsibilities include, but are not limited to, providing all levels of service to key, target and secondary accounts assigned, and assisting in generating revenue for the company; servicing and securing mutually beneficial relationships with various local businesses, agencies or individuals that have a desire to reach our audience through the media opportunity offered by the company. Position is accountable for all aspects of account list including sales, service, internal and external communications as well as collections owed to the company.

Qualifications:

Candidates must be highly motivated with a winning attitude and strong verbal and written communication skills. Prior outside sales experience preferred.

WDUV, The Dove 105.5 – "Soft Adult Contemporary"

Contact: Paul.Defazio@coxinc.com

WHPT, The Bone 102.5 – "Tampa Bay's Real, Raw Radio"

Contact: Jason.Meder@coxinc.com

WPOI, HOT 101.5 – "Contemporary Hits Radio"

Contact: Paul.Defazio@coxinc.com

WSUN, 97X – "Alternative Rock"

Contact: Aaron.Miller@coxinc.com

WWRM-FM Magic 94.9 – "Adult Contemporary"

Contact: Mary.Rogers@coxinc.com

WXGL, The Eagle 107.3 – "Classic Hits"

Contact: Mary.Rogers@coxinc.com

Cox Media Group is an Equal Opportunity Employer

EEO MAILING LIST

COX MEDIA GROUP - TAMPA BAY
 WWRM, WXGL, WSUN, WHPT, WPOI, WDUV
 ST. PETERSBURG, FL
 October 1, 2011 - September 30, 2012

Company	Contact		Job Title/Department	Address	City	State	Zip	Email	Phone
	Last	First							
Bethune Cookman College	McKee	Claudine	Career Resources	640 Mary McLeod Bethune Blvd.	Daytona	FL	32114		(386) 481-2143
Brevard Community College	Pack	Ashley	Career & Technical Programs	3865 N. Wickham Rd.	Melbourne	FL	32935		321-433-7742
Central Florida Employment Council	Weir	Paulett	Marketing Director	450 Seminola Blvd.	Casselberry	FL	32707		(407) 834-4223
Connecticut School of Broadcasting	Marsicano	Robert	Career Services	3901 Coconut Palm Dr., Suite 105	Tampa	FL	33619		(813) 740-0990
Eckerd College	Colson	Jane	Office of Career Resources	4200 54th Ave. S.	St. Petersburg	FL	33711	grunskjk@eckerd.edu	(727) 864-8258
Everest University	Long	Anita	Director of Career Services	3319 W. Hillsborough Ave.	Tampa	FL	33614		(813) 878-6000
Florida A&M University	Sweet	Joan	C.C. Cunningham Career Center	M.L. King Blvd., 100 Student Union Plaza	Tallahassee	FL	32307		(850) 599-3044
Florida A&M University	Miles	Keith	School of Journalism & Comm.	314 Tucker Hall	Tallahassee	FL	32307		(850) 599-3379
Florida Atlantic University	Cardin	Matt	Career Development	777 Glades Rd., #220	Boca Raton	FL	33431	mcardin@fau.edu	(561) 297-3533
Florida Southern College	Leap	Marsha	Career Resources	111 Lake Hollingsworth Dr.	Lakelake	FL	33803		(863) 680-4390
Hillsborough Community College	Ragsdale	Laurie	Career Resources Center Manager	P. O. Box 30030	Tampa	FL	33630		(813) 253-7310
Hillsborough Community College	Shearer	Ron	Radio-TV Program Manager	2112 North 15th St., PST 134	Tampa	FL	33605		(813) 253-7978
Metro Orlando Urban League	Jenkins	Tina	Metro	2804 Belco Drive	Orlando	FL	32808		(407) 841-7654
NAACP	Stokes	Curtis	Hillsborough County Branch	308 E. MLK Blvd., Suite C	Tampa	FL	33603		(813) 234-8683
Pinellas County Urban League	Melville	Sharon	Minority Skills Coordinator	333 31st St. N.	St. Petersburg	FL	33713		(727) 237-2081
Rasmussen College	Stiles	Sheila	Career Services	2127 Grand Blvd.	Holiday	FL	34690		(727) 942-0069
Resource Center for Women	Letvin	Barbara	Enoch D. David Center	1111 18th Ave. S.	St. Petersburg	FL	33705		(727) 586-1110
Seminole Community College	Sautter	Nancy	Career Services	100 Weidon Blvd.	Sanford	FL	32773		(407) 328-2033
St. Petersburg College	Migliano	Rose	Cleanwater Campus	2465 Drew St., AD 115	Clearwater	FL	33765		(727) 341-4640
St. Petersburg College	Smith	Nikia	Gibbs Campus	6605 5th Ave. N., Admin Bldg. 121	St. Petersburg	FL	33710		(727) 791-2738
University of Central Florida	Meeske	Mike	School of Communications	P.O. Box 161344	Orlando	FL	32816		(407) 823-2000
University of Florida	Reshard	Lenette	Career Resource Center	POB 118507, CR-170, Wayne Reitz Union	Gainesville	FL	32611		(352) 392-1601
University of Florida	Harris	Charles	Knight Div., College of Jour. & Comm.	1080 Weimer Hall, P.O. Box 118400	Gainesville	FL	32611-8400		(952) 392-0289
University of Tampa	Harding	Tim	Director of Career Services	401 W. Kennedy Blvd., Box K	Tampa	FL	33606	hireut@ut.edu	(813) 253-6236
Valencia Community College	Hunt	Vertilla	Career Placement	7108 N. Econolockhatchee Trail	Orlando	FL	32825		(407) 299-5000

ATTACHMENT C

(c) In accordance with Section 73.2080(c)(5)(v), the total number of interviewees for each vacancy and the referral source for each interviewee for all full-time Unit vacancies filled during the period covered by the above-noted EEO public file reports.

See the EEO Public File Reports included as part of Attachment A.

ATTACHMENT D

(d) Documentation of Unit recruitment initiatives described in Section 73.2080(c)(2) during the periods covered by the above-noted EEO public file reports, such as participation at job fairs, mentoring programs, and training for staff. Specify the Unit personnel involved in each such recruitment initiative. Also, provide the total number of full-time employees of the Unit and state whether the population of the market in which any station included in the Unit operates is 250,000 or more. Based upon these two factors, determine and state whether the Unit is required to perform two or four initiatives within a two-year period, pursuant to Sections 73.2080(c)(2) and (e)(3). If you have performed more than four initiatives, you may provide documentation for only four and summarize the rest instead of providing documentation for all of them. If we believe any of the initiatives you have documented are inadequate, we may ask for more information, but documentation for four is all we need at this time.

The station employment unit employs 158 employees and operates in a market with a population size of 250,000 or more. Accordingly, the station employment unit is required to perform four initiatives within a two year period.

See attached for documentation of the recruitment initiatives.

The National Association of Broadcasters and the
National Association of Black Owned Broadcasters are proud to present...

25

Talented candidates ready for hiring at the seventh annual

Media Sales Institute

May 22-23, 2012 • Florida A&M University

PAUL DEFAZIO
ATTENDED

Budget to attend to hire
pre-qualified sales candidates who
will increase your bottom line!

Confirm your participation by completing
the form below by April 23, 2012.

MEDIA SALES INSTITUTE



Name:

Title:

Company:

Call Letters:

Mailing
Address:

Phone:

of entry-
level
positions:

Hotel Reservations

The official hotel for all MSI presenters
and recruiters is:

Fairfield Inn & Suites by Marriott (NEW)
2997 Appalachee Pkwy
Tallahassee, FL 32301

Call (850) 210-1210 and ask for Debi
Paschal to reserve your room under
"MSI" for the special \$84 per night rate.

Car Rental Agencies

Alamo (800) 462-5266
Avis (850) 576-4166
Budget (800) 527-7000
Dollar Rent-A-Car (850) 575-4255
Enterprise Rent-A-Car (850) 575-0603
Hertz (800) 654-3131
National (800) 227-7368
Thrifty (850) 575-2584

Hosts:

FAMU School of Journalism
& Graphic Communication

FAMU School of Business &
Industry

MSI INFO:

Dana Myers
Project Manager
(301) 595-1871

dana@pspconsulting.net

Two-Day Agenda

8:30 a.m. – 7 p.m.

- Welcome/ Introduction of
Media Companies
- Sales presentations
- Lunch with the candidates
- One-on-one candidate interviews
- Annual corporate dinner on 5/22 with
Dean James Hawkins, FAMU President

Qualls, Linda (CMG-Orlando)

From: Qualls, Linda (CMG-Orlando)
Sent: Thursday, May 10, 2012 4:43 PM
To: Defazio, Paul (CMG-Tampa)
Cc: Lawless, Keith (CMG-Tampa); Power, Wendi; Pierce, Cory (CMG-Tampa); Driscoll, Renee (CMG-Orlando)
Subject: FAMU Media Sales Institute
Attachments: MSI 2012 Recruiter Flyer.docx
Importance: High

Paul, here's the flyer which has the hotel information. How you get there is totally up to you, if you wish to fly or drive. CMG is picking up the registration, but the location has to pick up the travel expenses. I got an email from Wendi stating it would be good if you could go.

Besides you, I think this is who is planning to attend on our behalf:

Renee Driscoll, Regional HR Manager
Matt Urban, Jacksonville
Bob DeBlois, Jacksonville

I will be out of town that whole week, so I have cc'd Renee on this email so that if there's anything else that should be needed, she can let you know directly.

Does that help?

From: Qualls, Linda (CMG-Orlando)
Sent: Thursday, May 03, 2012 10:47 AM
To: Meder, Jason (CMG-Tampa); Miller, Aaron (CMG-Tampa); Rogers, Mary; Defazio, Paul (CMG-Tampa)
Cc: Lawless, Keith (CMG-Tampa); Power, Wendi
Subject: FAMU Media Sales Institute
Importance: High

Jason, Aaron, Mary & Paul ... we are currently planning to register for the Media Sales Institute career fair at Florida A&M University on May 22 & 23rd. This is a great opportunity to search for diverse candidates. Would any of you have an interest in going?? And, have any of you been in the past?

Qualls, Linda (CMG-Orlando)

From: Sutton, Jenny (CMG-Tampa)
Sent: Monday, August 26, 2013 9:33 AM
To: Qualls, Linda (CMG-Orlando)
Subject: RE: Interviewed Applicants Tracking Log

I just forwarded you an e-mail chain between me and the professor at USF that I worked with (I spoke in her class on June 6). Hopefully this helps!

-----Original Message-----

From: Qualls, Linda (CMG-Orlando)
Sent: Sunday, August 25, 2013 10:25 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: Interviewed Applicants Tracking Log

Jenny, that's good information. If you can just give me a little more detail about speaking to the Marketing Class at USF, I will count it as part of our EEO Recruitment. When did you do that? Do you have any emails from when you were invited to do that? If not, I'll go with what you've already sent me. Thanks, this is a big help!

On Aug 25, 2013, at 5:30 PM, "Sutton, Jenny (CMG-Tampa)" <Jenny.Sutton@coxinc.com> wrote:

> USF wasn't a job fair - I just spoke about Cox in one of the Marketing classes, and students reached out to me afterwards. So, do I put USF as the referrer, or myself?
>
> FSU:
> Seminole Showcase
> February 7-8, 2013
> Julie Dangler and Jenna Kesneck (both AEs here in Tampa) attended
> (Russell Lawson from Cox Jacksonville also attended) I can ask Julie for documentation - but I'm not sure she still has anything that would be useful. What kinds of things would work?
>

> -----Original Message-----

> **From:** Qualls, Linda (CMG-Orlando)
> **Sent:** Saturday, August 24, 2013 2:03 PM
> **To:** Sutton, Jenny (CMG-Tampa)
> **Subject:** RE: Interviewed Applicants Tracking Log
>

> I need to get information on those job fairs ... when they happened, who attended and any documentation to prove we were there. This is required information for our EEO Annual Report. Can you tell me who I need to reach out to, to get this information?
>

> Thanks.
>

> -----Original Message-----

> **From:** Sutton, Jenny (CMG-Tampa)
> **Sent:** Saturday, August 24, 2013 1:55 PM
> **To:** Qualls, Linda (CMG-Orlando)
> **Subject:** Re: Interviewed Applicants Tracking Log
>

> Yes - we did

>

> - Jenny Sutton -

>

>

> On Aug 24, 2013, at 1:53 PM, "Qualls, Linda (CMG-Orlando)" <Linda.Qualls@coxinc.com> wrote:

>> Jenny, the applicants on the attached that came from USF & FSU ... did you guys attend a career fair there? If not, how did they hear about the position?

>>

>> -----Original Message-----

>> From: Sutton, Jenny (CMG-Tampa)

>> Sent: Thursday, August 22, 2013 5:00 PM

>> To: Qualls, Linda (CMG-Orlando)

>> Subject: RE: Interviewed Applicants Tracking Log

>> Here you go! I've always put people I screened on here, and not necessarily who I met in person (because I don't meet very many people in person - I'm pretty selective).

>>

>> -----Original Message-----

>> From: Qualls, Linda (CMG-Orlando)

>> Sent: Thursday, August 22, 2013 4:17 PM

>> To: Sutton, Jenny (CMG-Tampa)

>> Subject: Interviewed Applicants Tracking Log

>> Jenny, can you please send me the completed Interviewed Applicants Tracking Log for Samantha's hire.

>>

>> Thanks.

>>

>> Linda Qualls | Regional HR Manager

>> Cox Media Group | 4192 N John Young Parkway | Orlando, FL 32804

>> Ph: (321) 281-2015 | Fax: (407) 536-2615 | Email:

>> Linda.Qualls@coxinc.com

>>

>>

>>

>>

>>

>> <INTERVIEWED APPLICANTS TRACKING LOG 8 22 13.doc>

Qualls, Linda (CMG-Orlando)

From: Driscoll, Renee (CMG-Orlando)
Sent: Thursday, March 07, 2013 9:44 AM
To: Cartwright, Melissa (CMG-Orlando)
Cc: Qualls, Linda (CMG-Orlando)
Subject: RE: Directions to Bethun Cookman University for CMG Career Day, March 6th.

Melissa thank you and your assistant for coming!!!! I was so impressed with our group of leaders there and how excited the students were to be able to talk to you all! I hope this really blossoms into something special.

Thank you, thank you!

From: Cartwright, Melissa (CMG-Orlando)
Sent: Wednesday, March 06, 2013 4:35 PM
To: Driscoll, Renee (CMG-Orlando)
Subject: RE: Directions to Bethun Cookman University for CMG Career Day, March 6th.

This was a great event, thanks so much for planning!!!!!!!!!!

From: Driscoll, Renee (CMG-Orlando)
Sent: Monday, March 04, 2013 3:31 PM
To: Turner, Wilson (CMG-WestPalm); Cartwright, Melissa (CMG-Orlando); Campese, JC (CMG-Orlando); Ratz, David (CMG-Jacksonville); Kerch, Chad (CMG-Jacksonville); Kaszyk, Traig (CMG-Jacksonville); Kaszyk, Traig (CMG-Jacksonville); Kocher, Nathan (CMG-Jacksonville); Morgan, Julie (CMG-Jacksonville); Bowley, Christine (CMG-JacksonvilleTV); Williams, James (CMG-Orlando)
Cc: Hendrich, Bill (CMG-Jacksonville); Qualls, Linda (CMG-Orlando); Chambers, Emily (CMG-Dayton)
Subject: Directions to Bethun Cookman University for CMG Career Day, March 6th.

Good afternoon,

We will have exclusive time with 54 of the most talented students in the communication study. The fair begins at 11 a.m. and runs until 3 p.m.

Below are driving directions.

Thanks in advance for your time, and I look forward to seeing you all there!

Below is direction information with a phone # for our contact faculty

Directions to Bethune-Cookman University:

From Miami:

- I-95 South. After merging onto I-95 North to Daytona Beach exit -- Rt 92 East (International Speedway Blvd). I think it is exit 261.
- Take a right onto 92-East (Int Speedway Blvd) and continue for several miles as if you were heading toward the beach. You will pass the Daytona Speedway on your right and go through two major intersections thereafter -- Clyde Morris Blvd and Nova Rd.

- After the Nova Rd intersection, be on the lookout for a U-Haul dealership on your left several streets up. Just before that dealership you're take a left at the parking lot at the CCE. The entrance is located next to the book store under the cement awning. If you have any questions contact Ray Caputo at (315)-491-3796.

From Jacksonville:

- Take I-95 South to Daytona Beach exit -- Rt 92 East (International Speedway Blvd). I think it is exit 261.
- Take a right onto 92-East (Int Speedway Blvd) and continue for several miles as if you were heading toward the beach. You will pass the Daytona Speedway on your right and go through two major intersections thereafter -- Clyde Morris Blvd and Nova Rd.
- After the Nova Rd intersection, be on the lookout for a U-Haul dealership on your left several streets up. Just before that dealership you're take a left at the parking lot at the CCE. The entrance is located next to the book store under the cement awning. If you have any questions contact Ray Caputo at (315)-491-3796.

From Orlando:

- Take I-4 East to I-95 North. After merging onto I-95 North, you will be getting off at the very next exit -- Rt 92 East (International Speedway Blvd). I think it is exit 261.
- Take a right onto 92-East (Int Speedway Blvd) and continue for several miles as if you were heading toward the beach. You will pass the Daytona Speedway on your right and go through two major intersections thereafter -- Clyde Morris Blvd and Nova Rd.
- After the Nova Rd intersection, be on the lookout for a U-Haul dealership on your left several streets up. Just before that dealership you're take a left at the parking lot at the CCE. The entrance is located next to the book store under the cement awning. If you have any questions contact Ray Caputo at (315)-491-3796.

We're excited and looking forward to this first event.

Elsie W. Wanjohi, Ed.D.

Professor/Chair, Department of Mass Communication
Bethune-Cookman University
640 Dr. Mary McLeod Bethune Blvd
Daytona Beach, FL 32114
386-481-2708 tel
386-481-2701 fax

From: Driscoll, Renee (CMG-Orlando) [<mailto:Renee.Driscoll@wftv.com>]

Sent: Monday, February 25, 2013 1:16 PM

To: Elsie Wanjohi; Glenn M. Walker

Cc: Qualls, Linda (CMG-Orlando); Turner, Wilson (CMG-WestPalm)

Subject: Logistics-Any other information that would be helpful for attendees on March 6th CMG Career Day

Hello!

Just checking in as I will be traveling this week and want to follow-up with our discussion from last week.

If you can please provide me with directions to the campus and where on campus we are gathering.

Any other information that would be helpful to our location leaders that will be attending.

Also, let me know what you would like to see from our side.

Thanks again for your time and efforts!

Renee



Renee Driscoll
Regional Human Resource Manager
Cox Media Group, Florida
407-822-5910
407-575-6820

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Qualls, Linda (CMG-Orlando)

From: Sutton, Jenny (CMG-Tampa)
Sent: Monday, August 26, 2013 9:32 AM
To: Qualls, Linda (CMG-Orlando)
Subject: FW: introduction

JENNY SUTTON SPOKE TO PROFESSIONAL SELLING CLASS AT USF ON 6/6/13

From: Sutton, Jenny (CMG-Tampa)
Sent: Friday, June 07, 2013 11:45 AM
To: 'Osborne, Carol'
Subject: RE: introduction

I sincerely appreciate all of your help – I just talked to a USF grad in a meeting this morning (she's been with us for a little under a year), and I told her that she needs to be one of our speakers from now on (she got both her undergrad and her MBA at USF).

From: Osborne, Carol [<mailto:cpo@usf.edu>]
Sent: Thursday, June 06, 2013 7:50 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

I'm also a co-advisor for the AMA chapter at USF, so your account peeps could come to one of our meetings (all the overachiever kids) and I'll intro you w/the Ad Club (AAF chapter) advisor and student president in an email. And yes, when Anand Kumar, my chair, wants to talk to you, I'll give him your email.

Sent from my iPad

On Jun 6, 2013, at 6:34 PM, "Sutton, Jenny (CMG-Tampa)" <Jenny.Sutton@coxinc.com> wrote:

Thanks again for having me! I'd love to send a pair of Account Managers out to your class every semester, if you're open to it.

I'd love to talk more with the head of your department, about the workshops he mentioned to me – and if there is anything else I can do to help your department, please let me know!

From: Osborne, Carol [<mailto:cpo@usf.edu>]
Sent: Thursday, June 06, 2013 3:23 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

They loved you! Thanks for getting 28/40 to class on Tornado Day--you should feel honored.

We'll be in touch soon I'm sure, Jenny. Great to finally meet you.

Carol

Sent from my iPad

On Jun 6, 2013, at 10:59 AM, "Sutton, Jenny (CMG-Tampa)" <Jenny.Sutton@coxinc.com> wrote:

I'm actually only about 2.5 miles away - about to run into a Walgreens to buy an umbrella (as a native Floridian, you would think that I would have one somewhere). I'd love to still meet with you, since I'm already out this way - and then if no one shows up to class, I'll head back. Thoughts?

- Jenny Sutton -

On Jun 6, 2013, at 10:46 AM, "Osborne, Carol" <cpo@usf.edu> wrote:

Hi Jenny,

I'm writing to let you off the hook. I'm on campus but the storm just keeps going. It's your call, I will hold class but not sure if I'll have a lot of absences--you know college students, there's no telling if they'll show or not.

Carol

Sent from my iPad

On Jun 5, 2013, at 11:28 AM, "Sutton, Jenny (CMG-Tampa)" <Jenny.Sutton@coxinc.com> wrote:

We're on -- and I did get the map and parking pass. I'll call that number as soon as I park!

If there is anything particular that you'd like me to talk to the class about, let me know.

From: Osborne, Carol [<mailto:cpo@usf.edu>]
Sent: Wednesday, June 05, 2013 10:50 AM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

Hi Jenny,

Are we still on for tomorrow at 11:30? Did you get the map and parking pass? Call me when you get to campus and park and I'll meet you outside. 813-281-2012.

Carol

On May 15, 2013, at 2:06 PM, Sutton, Jenny (CMG-Tampa) wrote:

You're speaking my language -- I'm a Starbucks junkie.

From: Osborne, Carol [<mailto:cpo@usf.edu>]
Sent: Wednesday, May 15, 2013 2:06 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

Perfect, we can kill our lunch grumbles w/a swing by Starbucks on our walk. I'll send you a parking pass and map. :)

Sent from my iPad

On May 15, 2013, at 2:03 PM, "Sutton, Jenny (CMG-Tampa)" <Jenny.Sutton@coxinc.com> wrote:

How about Thursday, June 6? I can be there at 11:30, if that works for you!

From: Osborne, Carol
[<mailto:cpo@usf.edu>]
Sent: Wednesday, May 15, 2013 1:02 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

Hi Jenny,

Sorry it's taken me a week to respond, but I wanted to give you some solid dates. I finally finished syllabi for summer and classes began Monday.

The Professional Selling class meets 12:30-2:40 on Tuesdays and Thursdays at the College of Business BSN 124. I would love to have you come by class and give them some encouragement, tell them what you love/hate about selling, sales career, etc. or show them one of your pitches. We could meet before, say, 11:30 and I could give you a tour of campus.

Pick any T or R before July 4 and I'll work my syllabus for that day around you.

Looking forward to it!

Carol

On May 7, 2013, at 12:37 PM,
Sutton, Jenny (CMG-Tampa) wrote:

Hi Carol – just following up with you to see when I might be able to come out and visit the campus and introduce myself. Let me know when your schedule is open.

From: Sutton, Jenny (CMG-Tampa)
Sent: Thursday, April 18, 2013 8:50 AM
To: 'Osborne, Carol'
Subject: RE: introduction

Good luck in Jacksonville! I lived there for 10 years before moving to Tampa a few months ago – my entire family is there – so say hello to the city for me!

I'd love to come see the campus, and introduce myself in person. I'm free from 10AM-3PM on 4/25, any time after 11AM on 5/1 and all day on 5/2. Let me know if there's a time there that works for you, and I'll come by!

From: Osborne,
Carol [<mailto:cpo@usf.edu>]
Sent: Wednesday, April 17, 2013 9:56 PM
To: Sutton, Jenny (CMG-Tampa)
Subject: Re: introduction

Hi Jenny,

Sorry for not responding sooner. Just back from a family crisis in NY and off to JAX tomorrow for an AAF competition. The student team of advertising and marketing majors has been working on the case since late August and the pitch is Friday. So, I've been crazed this week w/late

night rehearsals and tonight we're still practicing and getting posters done (ugh, I hate last minute stuff).

I'd love to have you over some time after I get back or seeing your title, I'd love you to come to my class this summer (starts around 2nd week of May runs 10 weeks)--it's Professional Selling. I've had top sales professionals visit class and show a pitch or talk about their career and students love them.

I'll give you the schedule and maybe we can find a day that works. Not sure what day the course runs yet, but will let you know.

Thanks for getting in touch w/me. I loved working for Cox.

Carol

CAROL P. OSBORNE
USF Marketing Faculty
College of Business
Faculty Advisor, AAF National Student Advertising
Competition
813-974-6224
cpo@usf.edu
[@extroverbalist](#)
ΔΣΠ Theta Phi #1000
On Apr 15, 2013, at 5:12 PM,
Sutton, Jenny (CMG-Tampa) wrote:

Hi Carol!

I found you on the USF Web site – I moved to the Tampa area back in January, and would love to establish a connection at USF. I noticed on LinkedIn that you used to work for Cox, so I thought you'd be an excellent place to start!

I used to work closely with UNF up in Jacksonville, specifically with the Coggin College of Business and the Career Development Center within the college. I would speak at classes and on panels, help with practice interviews, mentor students, etc. I'd love to visit

the USF campus and learn how I might be able to help your school.

If you're not the right person to talk to, would you mind pointing me in the right direction? And if you are, let me know when you're available and I'll make room in my schedule.

Hope to hear from you soon – have a great week!

<image001.jpg>

Jenny Sutton | General Sales
Manager – WWRM and WXGL
Cox Media Group Tampa | 11300
4th St. N Suite 300 | St.
Petersburg, FL 33716
Ph: (727) 579-2003 | Fax: (727)
579-
2282 | Email: jenny.sutton@coxin.com

<image002.jpg>

Qualls, Linda (CMG-Orlando)

From: Lawless, Keith (CMG-Tampa)
Sent: Monday, June 03, 2013 2:40 PM
To: Robert, Mary (CMG-Corp)
Cc: Qualls, Linda (CMG-Orlando); Mobley, Mary Lou (CMG-Tampa)
Subject: RE: NABJ Convention--Please respond by June 28, 2013

Hey Mary, Tampa would love to assist on Aug 1 or 2. Please let me know what times you would like help with at the booth. Then I will go looking for volunteers.

Thanks - KL

From: Robert, Mary (CMG-Corp)
Sent: Monday, June 03, 2013 2:20 PM
To: Pittman, Marian (CMG-Atlanta); Szulczewski, Julie (CMG-Charlotte); Bennallack, David (CMG-Dayton); Jordan, Bob (CMG-Seattle); Oliveira, Mike (CMG-Pittsburgh); Dreaden, Mike (CMG-Atlanta); Parcell, Matt (CMG-Orlando); Nadell, Suzanne (CMG-TulsaTV); McCormick, Mike (CMG-JacksonvilleTV); McVay, Tim (CMG-Atlanta); Raponi, Tom (CMG-Oakland); Bilte, Greg (CMG-TulsaTV); Carter, Ray (CMG-Pittsburgh); O'Connor, Jay (CMG-Seattle); Zerwekh, Jim (CMG-JacksonvilleTV); Bartelt, Shawn (CMG-Orlando); Pomilla, Joe (CMG-Charlotte); Reed, Ben (CMG-Atlanta); Larkin, Susan (CMG-Orlando); Kearney, Dan (CMG-Miami); Lawless, Keith (CMG-Tampa); Krieschen, Mark (CMG-Houston); Hendrich, Bill (CMG-Jacksonville); Lawrie, Dan (CMG-San Antonio); Shea, John (CMG-Long Island); Vidler, Gene (CMG-Tulsa); Smith, Scott (CMG-Athens); Glennon, Amy (CMG-Atlanta); Wallace, Julia (CMG-Dayton); Burke, Tim (CMG-WestPalm); Ellwood, Susie (CMG-Austin); Rosenthal, Lee (CMG-Oakland); Wiedenbauer, Heidi (CMG-WNB)
Cc: Guthrie, Kim (CMG-Atlanta); Williams, Jane (CMG-Atlanta); Garrett, Kim (CMG-Corp); Richardson, Monica (CMG-Atlanta); Fox, David (External, Valpak); Johnson, Morieka (CMG-Corp); Chambers, Emily (CMG-Dayton); Davidson, Susan (CMG-Atlanta); Thomas, Deborah (CMG-Corp); Shaffer, Sara (CMG-Seattle); Ochs, Andee (CMG-Atlanta); Ruth, Selena Baltimore (CMG-Corp); Nohr, Chris (CMG-Oakland)
Subject: NABJ Convention--Please respond by June 28, 2013

To: TV News Directors, Radio Market Managers and Newspaper Editors:

In partnering with the CMG Diversity & Inclusion Advisory Group, Cox Media Group has committed to participating in the 2013 NABJ (National Association of Black Journalist) career fair July 31, 2013 - August 3, 2013 in Orlando, Florida.

In order for us to maximize our participation, we will need field resources to staff the booth as we have done in previous years. Each location will be responsible for the cost associated with registration fee as well as any travel related expenses. Based on the data we have received so far, the registration and hotel cost is as follows:

NABJ	Member	\$380 by 6-15-13	\$650 on site
	Non-member	\$550	\$650 on site
	Host Hotel	Gaylord Palms Hotel	\$179/night

Hotel:

Gaylord Palms Resort and Convention Center
6000 W. Osceola Parkway
Kissimmee, FL 34746
Reservations: 407-586-9556

Specifically, by June 28, 2013, I will need to know if you have resources from your location that can assist with the recurring booth at NABJ. This is a great opportunity to identify diverse candidates for your pipeline even if you do not have a current opening. If you have staff that can participate, please provide their name(s) in order for me to contact them for scheduling. For travel purposes Wednesday, July 31st is our set up day then the career booth will be open at 9:00 am August 1-3, 2013. All participants can register and get additional information at www.nabj.org. **Registration no later than June 15, 2013 for the rates above.**

As always, thanks for your support. Please let me know if you have any questions.



Mary H. Robert | Group VP Human Resources

Cox Media Group | 6205 Peachtree Dunwoody Rd. | Atlanta, GA 30328

(P): (678) 645-4275 | (F): (678) 645-5275 | (C): 678-467-6712 | Email: mary.robert@coxinc.com

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Qualls, Linda (CMG-Orlando)

From: Qualls, Linda (CMG-Orlando)
Sent: Monday, July 22, 2013 9:00 PM
To: Chambers, Emily (CMG-Dayton)
Subject: NABJ Career Fair Schedule at the Gaylord Palms

Emily ... Tampa filled the last 2 slots for Radio at the NABJ, so Orlando Radio & TV, Jacksonville Radio & TV and Tampa are all helping out!

From: Hyde, Tippi (CEI-Atlanta) [mailto:Tippi.Hyde@coxinc.com]
Sent: Monday, July 22, 2013 4:23 PM
To: Mobley, Mary Lou (CMG-Tampa)
Cc: Qualls, Linda (CMG-Orlando); Clarke, Tim (CMG-Tampa); Ratliff, Jeremy (CMG-Jacksonville)
Subject: NABJ Career Fair Schedule at the Gaylord Palms

Thank you again, Mary Lou.

The final (at least for now) schedule is below.

Tippi

	15 TV	7 Radio	3 Newspaper	3 Corporate	1 Digital					
Day 1: Thursday, August 1										
9-12	Matt Parcell	Marcus Foster	Suzanne Nadell	Mike Dreaden		Julie Morgan	Tim Clarke	Rick Hancock		
12-2:30	Erica Bennett	Jovita Moore	Lee Rosenthal	Lisa Blegen		Monica May	Condace Pressley	Ken-yon Hardy		
2:30-5	Jason Balthazar	Jovita Moore	Cheryl Smith	Mike Oliveira		Marc Dixon (DJ Nailz)	Jeremy Ratliff	need	Q. McElroy	
Day 2: Friday, August 2										
9-12	Marilyn Vaca	Marcus Foster	Suzanne Nadell	Mike McCormick	Mike Dreaden	Julie Morgan	Jeremy Ratliff	Rick Christie		
12-2:30	Erica Bennett	Jovita Moore	Mike McCormick	Mike McCormick	Vince Sims	Condace Pressley	Monica May	Ken-yon Hardy	Q. McElroy	
2:30-5	Cheryl Smith	Jovita Moore	Lee Rosenthal	Mike McCormick	Mike Oliveira	Marc Dixon (DJ Nailz)	Bobby Hack (DJ Ekin)	Rick Christie	Rick Hancock (tentative)	
Day 3: Saturday, August 3										

9-12:00	Suzanne Nadell	Q. McElroy	Mike Dreaden (tentative)		Julie Morgan	Jeremy Ratliff			K Gar Kr Vir Mo Richa (A)
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From: Mobley, Mary Lou (CMG-Tampa) [<mailto:MaryLou.Mobley@coxinc.com>]
Sent: Monday, July 22, 2013 4:09 PM
To: Hyde, Tippi (CEI-Atlanta)
Cc: Qualls, Linda (CMG-Orlando)
Subject: RE: NABJ Career Fair Schedule at the Gaylord Palms

Hi, Tippi ...

Jeremy just confirmed that he can fill the 2:30-5:00 p.m. slot on Thursday. So, Tim will participate in the morning, and Jeremy will participate in the afternoon.

Thanks again,
Mary Lou

From: Hyde, Tippi (CEI-Atlanta) [<mailto:Tippi.Hyde@coxinc.com>]
Sent: Monday, July 22, 2013 2:31 PM
To: Mobley, Mary Lou (CMG-Tampa)
Cc: Qualls, Linda (CMG-Orlando); Clarke, Tim (CMG-Tampa); Ekin, DJ (CMG-Tampa)
Subject: NABJ Career Fair Schedule at the Gaylord Palms

Thank you so very much, Mary Lou!

I added Tim. I will move Jeremy if he agrees.

The updated schedule is below.

Have a wonderful week!

Tippi

	15 TV	7 Radio	3 Newspaper	3 Corporate	1 Digital					
Setup: Wednesday, August 31, 9-noon Kim Garrett, Monica Richardson										
Day 1: Thursday, August 1										
9-12	Matt Parcell	Marcus Foster	Suzanne Nadell	Mike Dreaden		Julie Morgan	Tim Clarke	Jeremy Ratliff	Rick Hancock	
12-2:30	Erica Bennett	Jovita Moore	Lee Rosenthal	Lisa Blegen		Monica May	Condace Pressley		Ken-yon Hardy	
2:30-5	Jason Balthazar	Jovita Moore	Cheryl Smith	Mike Oliveira		Marc Dixon (DJ)			need	Mc

Nailz)

Day 2: Friday, August 2

9-12	Marilyn Vaca	Marcus Foster	Suzanne Nadell	Mike McCormick	Mike Dreaden	Julie Morgan	Jeremy Ratliff		Rick Christie	
12-2:30	Erica Bennett	Jovita Moore	Mike McCormick	Mike McCormick	Vince Sims	Condace Pressley	Monica May		Ken-yon Hardy	Mc
2:30-5	Cheryl Smith	Jovita Moore	Lee Rosenthal	Mike McCormick	Mike Oliveira	Marc Dixon (DJ Nailz)	Bobby Hack (DJ Ekin)	Rick Hancock (tentative)	Rick Christie	

Day 3: Saturday, August 3

9-12:00	Suzanne Nadell	Q. McElroy	Mike Dreaden (tentative)			Julie Morgan	Jeremy Ratliff			
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From: Mobley, Mary Lou (CMG-Tampa) [mailto:MaryLou.Mobley@coxinc.com]
Sent: Monday, July 22, 2013 1:47 PM
To: Hyde, Tippi (CEI-Atlanta)
Cc: Qualls, Linda (CMG-Orlando)
Subject: FW: NABJ Career Fair Schedule

Hi, Tippi ...

Tampa Radio would like to fill the two remaining Radio slots.

On Friday, August 2, Bobby Hack (DJ Ekin) will participate from 2:30 p.m. to 5:00 p.m. Tim Clarke has asked Jeremy Ratliff to swap time periods with him on Thursday, August 1, so he can participate. That means that Tim would participate from 9:00 a.m. to 12:00 Noon and Jeremy would fill the 2:30 p.m. to 5:00 p.m. slot. Tim hasn't received confirmation on that yet. As soon as he does, I'll let you know.

Thank you,
Mary Lou

Mary Lou Mobley | Executive Assistant
Cox Media Group Tampa | 11300 Fourth Street North, Suite 300 | St. Petersburg, FL 33716
Ph: (727) 579.2004 | Fax: (727) 579.2267 | E-Mail: MaryLou.Mobley@CoxMediaGroup.com



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From: Qualls, Linda (CMG-Orlando)
Sent: Friday, July 19, 2013 5:18 PM
To: Mobley, Mary Lou (CMG-Tampa)
Cc: Hyde, Tippi (CEI-Atlanta); Barlow, Amy (CMG-Jacksonville); Chambers, Emily (CMG-Dayton); Lawless, Keith (CMG-

Tampa)

Subject: NABJ Career Fair Schedule

Mary Lou ... below is the NABJ Career Fair Schedule that was sent to me by Tippi Hyde who is handling the scheduling of folks.

Looks like Radio needs someone from 2:30 – 5pm on August 1st and August 2nd,

We've already got participation from Orlando Radio & TV and Jacksonville Radio & TV, so I'm hoping CMG – Tampa can help fill the slots.

Can you let us know. Thanks.

From: Hyde, Tippi (CEI-Atlanta) [mailto:Tippi.Hyde@coxinc.com]
Sent: Friday, July 19, 2013 12:32 PM
To: Qualls, Linda (CMG-Orlando)
Cc: Chambers, Emily (CMG-Dayton)
Subject: NABJ Career Fair Schedule

Hi Ladies,

Thank you for agreeing to help us staff the career fair at NABJ.

I inserted the current schedule in a table below.

We have 2 radio spots and 1 TV spot that need to be filled. I am waiting to find out how many more people we want beyond those 3 spots.

I will get back to you shortly.

Thank you,

Tippi Hyde
CMG HR Recruiting

	15 TV	5 Radio	3 Newspaper	4 Corporate	1 Digital			
Day 1: Thursday, August 1								
9-12	Matt Parcell	Marcus Foster	Suzanne Nadell	Mike Dreaden		Julie Morgan	Jeremy Ratliff	Rick Hancock
12-2:30	Erica Bennett	Jovita Moore	Lee Rosenthal	Lisa Blegen		Monica May	Condace Pressley	Ken-yon Hardy
2:30-5	Jason Balthazar	Jovita Moore	Cheryl Smith	Mike Oliveira		Marc Dixon (DJ Nallz)	need	need
Day 2: Friday, August 2								
9-12	Marilyn Vaca	Marcus Foster	Suzanne Nadell	Mike McCormick	Mike Dreaden	Julie Morgan	Jeremy Ratliff	Rick Christie
12-2:30	Erica Bennett	Jovita Moore	Mike McCormick	Mike McCormick	Vince Sims	Condace Pressley	Monica May	Ken-yon Hardy

2:30-5	Cheryl Smith	Jovita Moore	Lee Rosenthal	Mike McCormick	Mike Oliveira	Marc Dixon (DJ Nailz)	need	Rick Christie	Hi (te)
Day 3: Saturday, August 3									
9-12:00	Suzanne Nadell	Q. McElroy	Mike Dreaden (tentative)			Julie Morgan	Jeremy Ratliff		

From: Robert, Mary (CMG-Corp) [mailto:Mary.Robert@coxinc.com]
Sent: Friday, July 19, 2013 11:53 AM
To: Qualls, Linda (CMG-Orlando); Hyde, Tippi (CEI-Atlanta)
Cc: Chambers, Emily (CMG-Dayton)
Subject: RE: NABJ Convention at the Gaylord Palms Resort

Tippi:

FYI

From: Qualls, Linda (CMG-Orlando)
Sent: Friday, July 19, 2013 11:52 AM
To: Robert, Mary (CMG-Corp)
Cc: Chambers, Emily (CMG-Dayton)
Subject: RE: NABJ Convention at the Gaylord Palms Resort

Mary, can you please ask her to let me know if she needs additional help and I'll reach out to my FL locations.

Thanks.

From: Robert, Mary (CMG-Corp)
Sent: Friday, July 19, 2013 11:31 AM
To: Mobley, Mary Lou (CMG-Tampa)
Cc: Lawless, Keith (CMG-Tampa); Qualls, Linda (CMG-Orlando); Hyde, Tippi (CEI-Atlanta)
Subject: RE: NABJ Convention at the Gaylord Palms Resort

Mary Lou:

Tippi is handling the scheduling and I will ask her to reach out to you.

Thanks

From: Mobley, Mary Lou (CMG-Tampa)
Sent: Friday, July 19, 2013 11:15 AM
To: Robert, Mary (CMG-Corp)
Cc: Lawless, Keith (CMG-Tampa); Qualls, Linda (CMG-Orlando)
Subject: NABJ Convention at the Gaylord Palms Resort

Hi, Mary ...

Keith Lawless asked me to touch base with you regarding the upcoming NABJ Convention. He is currently on vacation and will return to the office on Monday, July 29th. He's unable to access his E-mail far enough back to make sure we have all the information needed to participate in the Convention. Would you please tell me what participation you need from us? I believe Keith told you that we would be able to supply some volunteers on August 1st and 2nd. How many people do we need to send, and what time(s) do you need them to be onsite?

Thanks for your help,
Mary Lou

Mary Lou Mobley | Executive Assistant
Cox Media Group Tampa | 11300 Fourth Street North, Suite 300 | St. Petersburg, FL 33716
Ph: (727) 579.2004 | Fax: (727) 579.2267 | E-Mail: MaryLou.Mobley@CoxMediaGroup.com



Creating solutions. Delivering results.





MENTORING PROGRAM

Real Guidance for Creating Growth

Meeting Agenda - Session #1 Launch! – March 1, 2013

Time	Mentees	Mentors
7:30	Breakfast and Sign In	Breakfast and Sign In
8:15-8:45 8:45-9:30 9:30-10:00	WELCOME and WHO ARE WE? Introductions Program Overview: Objectives, Agenda, Philosophy and Guiding Principles Subsidiary Overviews: AutoTrader, CGI, CMG, Manheim, and Valpak CEI's Sr. Director of Diversity, Lisa Past Participant Speakers: Brad Burns and Shawn Delemeester	
10:00-10:15	Break	
10:15-11:30	Mentees Mentoring Orientation Activities: <ul style="list-style-type: none"> • <i>Mentoring</i> • <i>Benefits of Mentoring</i> • <i>Challenges of Mentoring</i> • <i>Expectations of Mentoring</i> 	Mentors Mentoring Orientation Activities: <ul style="list-style-type: none"> • <i>What Mentors Do</i> • <i>Expectations / Benefits of Mentoring</i> • <i>Challenges of Mentoring</i> • <i>Testimonials</i>
11:30 – 12:15	Mentees Create Trust Agreement Mentees Identify Goals Mentees Prepare for Meeting with Mentor	Mentors Create Trust Agreement Mentors Identify Goals Mentors Prepare for Meeting with Mentee
12:15-1:45	Lunch and Meet Your Partner!	
1:45 – 3:10	Building a Foundation – Mentor Pairs Learning Together <ol style="list-style-type: none"> 1. Mentors and Mentees Share Trust Agreement 2. Strengths Finder: Assignment (pre-work) for next session 3. Team Activity 	
3:10 – 3:30	Closing and Next Steps	



MENTORING PROGRAM

Real Guidance for Creating Growth

Next Steps:

1. Set up your next meeting with your mentor/mentee
2. Develop desired outcomes/activity lists
 - Books to read
 - Activities to share
 - People to meet
 - Topics to discuss
 - Problems to solve
3. Block your schedule for follow-up sessions:
 - Session 2: June 6, 2013 at Valpak's Manufacturing Center in St. Petersburg
 - Session 3: September 17, 2013 at The Palm Beach Post in Palm Beach
 - Session 4: December 6, 2013 at Valpak's Manufacturing Center in St. Petersburg
4. Contact your I-Team member if you need assistance:
 - AutoTrader: Kara Winders
 - CCI: Victoria Vaughn
 - CMG: Renee Driscoll and Linda Qualls
 - Manheim: Stephanie Santos and Ellen Larsen
 - Valpak: Kelli Chickos, Tami Orr or Erin Macy
5. Have fun!



Leadership Fundamentals

Leadership Fundamentals is a two-day program designed to equip managers and supervisors with critical skills to maximize performance and lead people through change. Participants explore their business strategy and management competencies.

They receive tools to support effective management practices for building leadership networks to support collaboration and problem solving of management difficulties.

Audience: Managers and supervisors with one or more direct reports and six months of management experience. **No manager should attend with their direct reports.**

Duration: 2 days

Outline:

- The participant receives pre-work outlining key concepts and identifies management challenges on which to focus.
- Day one focuses on business strategy, goal setting and structuring effective conversations.
- Day two targets coaching, providing feedback, leveraging diversity, and stimulating motivation in an increasingly changing environment.
- After the session, the participant completes an action plan. The participant and his/her manager complete a second assessment to track progress.

Cancellation Policy: You may reschedule or withdraw from this course up to two weeks prior to the start date without incurring a **\$1,800** no-show fee. We encourage substitutions if you cannot attend a class. Substitutes **MUST** complete ALL pre-work assignments. Email leadfundamentals@cedia.com to request a substitution.

Program Outcomes

- Communicating for leadership success
- Coaching for peak performance
- Setting goals and reviewing results
- Strategies for influencing others

Dates (2 days)	Days	Time
August 20-21	Wednesday Thursday	8:00 a.m.–5:00 p.m.
October 23-24	Thursday Friday	8:00 a.m.–5:00 p.m.
November 6-7	Thursday Friday	8:00 a.m.–5:00 p.m.

*Course offerings are available in the business regions.

2-Day Program — In-Class, Facilitator Led
Course Code: LDF100

COX MEDIA GROUP – TAMPA

INTERNSHIP APPLICATION

APPLICANT NAME: _____

The undersigned applicant, a student at _____ which has an Internship Program under which applicant will receive academic credit for serving as an intern in a broadcasting station, hereby applies to Cox Media Group - Tampa for permission to serve as an intern for the _____ department at radio station _____ for the period from _____ to _____.
(Please fill in all information above)

The applicant understands that before this application can be accepted, applicant must go through the Cox Media Group Consumer & Investigative Consumer Online Background Process.

The applicant understands that if this application is accepted:

1. Applicant will be serving as an intern at their request, for the purpose of furthering applicant's education by observation of and participation in radio broadcast operations, and that the intern will not be an employee in any sense of the word and will receive no compensation whatsoever for whatever services performed as an intern.
2. Applicant will be assigned a schedule for the period of the internship, under the supervision of an employee, observing as much as possible and being of such assistance as possible, but not replacing any regular employee.
3. Applicant will be required, during the period of the internship, to obey the instructions of all employees who may be given supervision over their activities, and to observe all rules and regulations in effect at the station.
4. Applicant is not guaranteed any job opportunity at any time in the future.
5. Since intern will not be an employee, intern will not be eligible for any benefits as an employee and will not have Workers' Compensation coverage as an employee.

The applicant agrees, if this application is accepted, that:

1. Intern will indemnify and save harmless Cox Media Group – Tampa, its agents and employees, from all claims, demands, damages, costs and expense whatsoever in any way connected with, or arising out of applicant's service as an intern, whether the same

be caused or contributed to by Cox Media Group - Tampa, or any of it's agents, or employees, or otherwise.

2. Intern will obey the instructions of all employees who may be given supervision over said intern and observe all rules and regulations in effect at the station.

*Interns are not allowed to drive company vehicles.

*Interns must wear Intern badges at all times while in the building.

*Interns must return their badges to manager upon completion of their internship.

*Interns must dress appropriately.

Applicant Name (please print): _____

Applicant Personal Email Address: _____
(Background instructions will be emailed to above email address)

Full Address: _____

Phone #: _____

Applicant Signature: _____ Date: _____

IMPORTANT: VERIFICATION FOR ACADEMIC CREDIT RECEIVED FOR THIS INTERNSHIP MUST BE ATTACHED TO THIS FORM.

Department Manager for Intern (please print): _____

Manager's Signature: _____ Date: _____

Return this completed form to Linda Qualls, to begin the Background Process

10/26/11

Qualls, Linda (CMG-Orlando)

From: Carswell, Rhonda (CMG-Tampa)
Sent: Monday, October 24, 2011 9:08 AM
To: Miller, Aaron (CMG-Tampa); Defazio, Paul (CMG-Tampa)
Cc: Qualls, Linda (CMG-Orlando)
Subject: FW: Univ of Tampa Professional Job Fair Confirmation and Information

Aaron & Paul - Below is your parking pass and confirmation for Wednesday's job fair at UT.

Linda - I copied you so you know to include it in next year's EEO report.

Thanks,
Rhonda

From: TIMOTHY HARDING [<mailto:tharding@ut.edu>]
Sent: Monday, October 24, 2011 8:19 AM
To: Carswell, Rhonda (CMG-Tampa)
Subject: Univ of Tampa Professional Job Fair Confirmation and Information



The University Of

T A M P A

Office of Career Services
401 W. Kennedy Boulevard
Tampa, FL 33606-1490

813-253-6236 (Phone) • 813-258-7271 (FAX) • hireut@ut.edu

October 24, 2011

Rhonda Carswell
Cox Media Group Tampa

Dear Rhonda:

Thank you for your registration for **The University of Tampa's Career Fair, October 26, 1pm - 3pm** in the Fletcher Lounge of Plant Hall.

Employer registration and set up will begin at noon in the Fletcher Lounge (building 45 on the campus map). **There is a drive on the west side of Plant Hall where you may drop off displays and material prior to parking. A UT representative will be available to assist you.** Please display the attached Parking Pass on your dashboard. A campus map is available at: <http://ut.edu/detail.aspx?id=2762>.

PLEASE DROP OFF DISPLAY MATERIAL PRIOR TO PARKING.

Like all college campuses, parking is at a premium. The best option is **West garage** (see the UT map). **Be sure to go to the upper decks to find parking.** Typically, there are spots available on the upper decks. **Please be certain to display on your dashboard the parking sheet provided at the end of this letter.** A golf cart shuttle will be running approximately every 15 minutes. Please find the shuttle stop in the grassy area between the two drives at the main entrance. The shuttle will run from 11:45am until 1:15pm. After the fair, the shuttle will begin operation at 3pm.

A 6 ft table and two chairs will be set up for each employer. Tables are assigned according to the date that the registration was received. **Recruiters are encouraged to limit the size of their displays. We cannot guarantee the availability of space for large displays.** Electricity is not available for this event as Plant Hall is an older historic building.

In the event of an emergency that may cause the possibility of the postponement of this event, please watch the local media outlets and/or call the Office of Career Services at 813-253-6236. If the event has been postponed, a message to that effect will be on the voicemail.

Please note that this fair does not have a registration fee but a \$50 administrative fee will be billed in the event of no shows or cancellations less than 48 hours in advance of the fair. If you have any questions, please feel free to contact the Career Services staff at 813-253-6236.

We look forward to your visit to campus. If there are any special needs or considerations that you have prior to the event, please let us know by phone or email (mcolvenbach@ut.edu).

Thank you,

Mark Colvenbach
Director of Career Services
The University of Tampa
mcolvenbach@ut.edu

RHONDA.CARSWELL@COXMEDIAGROUP.COM

THE UNIVERSITY OF TAMPA PARKING PASS

**Campus Event: Job Fair
Plant Hall
October 26, 2011**

SPONSORED BY THE OFFICE OF CAREER SERVICES

RIVERSIDE 116
813-253-6236

Please place this parking pass on your dashboard!
Thank you.

AARON MILLER

3/7/12



SWFC students graduate from the following programs:

ALLIED HEALTH:

- Healthcare Administration
- Health Information Technology
- Medical Assisting
- Medical Billing & Coding
- Surgical Technician

ADDITIONAL PROGRAMS:

- Network Engineering & Administration
- Computer Programming & Database Management
- Early Childhood Education
- Business Management
- Digital Design
- Web Design & Development
- Computer Animation/Multi-Media
- Computer Aided Drafting & Design
- Criminal Justice



SOUTHWEST FLORIDA COLLEGE

A College Listening to Employers

**Tampa Campus Spring 2012
Job & Internship Fair**
Wednesday, March 7 from 9 a.m. - 1 p.m.

EMPLOYERS

Does your company have immediate openings for full-time, part-time, or internship positions? Please join the students and alumni of Southwest Florida College for a Job and Internship Fair from 9 a.m. to 1 p.m. with students and alumni attending from 9 a.m. to 11 a.m., followed by the general public.

Participation is complimentary and includes:

- 5' table and two chairs
- Table signage
- Company name listed in Job Fair Program
- Table placement near an electrical outlet, upon request
- Lunch

Space is limited! Reserve your table by contacting: Jan McKenna at (813) 630-4401 or jmckenna@swfc.edu.
www.swfc.edu Tampa Campus, 3910 Riga Blvd., Tampa, FL 33619

Qualls, Linda (CMG-Orlando)

From: Miller, Aaron (CMG-Tampa)
Sent: Tuesday, January 31, 2012 6:16 PM
To: Qualls, Linda (CMG-Orlando)
Cc: Meder, Jason (CMG-Tampa)
Subject: Fwd: Southwest Florida College Career Fair
Attachments: Job Internship Fair Employer Flyer 2012.pdf; ATT00001.htm; image001.jpg; ATT00002.htm; image002.jpg; ATT00003.htm; image003.jpg; ATT00004.htm

Here is the email regarding the March job fair. If anyone would like to attend from Orlando they are welcome to join us.

Linda, if it makes it easier for you, feel free to make me the point person for Tampa regarding any recruitment efforts. I'll be happy to help. :-)

Sent from my iPhone

Begin forwarded message:

From: "Vaughan, Scotti (CMG-Tampa)" <Scotti.Vaughan@coxinc.com>
To: "Miller, Aaron (CMG-Tampa)" <Aaron.Miller@coxinc.com>, "Defazio, Paul (CMG-Tampa)" <Paul.Defazio@coxinc.com>, "Rogers, Mary (CMG-Tampa)" <Mary.Rogers@coxinc.com>, "Meder, Jason (CMG-Tampa)" <Jason.Meder@coxinc.com>
Subject: RE: Southwest Florida College Career Fair

I'll be happy to send over the attached registration sheet, but I need someone to fill it out the form and include the primary contact for the event and the positions we are hiring for. Thanks.

From: Miller, Aaron (CMG-Tampa)
Sent: Monday, January 30, 2012 5:43 PM
To: Vaughan, Scotti (CMG-Tampa); Defazio, Paul (CMG-Tampa); Rogers, Mary (CMG-Tampa); Meder, Jason (CMG-Tampa)
Subject: RE: Southwest Florida College Career Fair

Great. Count me in. Do you want to SRVP for us since it's your client?

[\[cid:image001.jpg@01CCE009.7B5FB8A0\]](#)
Aaron Miller | General Sales Manager
Cox Media Group Tampa | 11300 4th St. N Suite 300 | St. Petersburg, FL 33716
Ph: (727) 579-2222 | Fax: (727) 578-9797 | Email:
aaron.miller@CoxRadio.com <<mailto:aaron.miller@CoxRadio.com>>

[\[cid:image002.jpg@01CCE009.7B5FB8A0\]](#)

From: Vaughan, Scotti (CMG-Tampa)
Sent: Monday, January 30, 2012 4:06 PM
To: Defazio, Paul (CMG-Tampa); Rogers, Mary (CMG-Tampa); Miller, Aaron (CMG-Tampa); Meder, Jason (CMG-Tampa)
Subject: Southwest Florida College Career Fair

I am working with Southwest Florida College on a Career Fair that they are hosting on March 7th at the

their campus in Tampa. I thought this might be something that we would want to participate in, considering that we are always looking for good salespeople. Attached is all the information.

[cid:image001.jpg@01CCE009.7B5FB8A0]

Scotti Vaughan | Account Manager

Cox Media Group Tampa | 11300 4th St. N Suite 300 | St. Petersburg, FL 33716

Ph: (727) 579-2069 | Fax: (727) 578-9797 | Email:

scotti.vaughan@coxradio.com<mailto:scotti.vaughan@coxradio.com>

[cid:image002.jpg@01CCE009.7B5FB8A0]

[cid:image003.jpg@01CCE009.7B5FB8A0]

5/22/12

The National Association of Broadcasters and the National Association of Black Owned Broadcasters are proud to present...

RENEE DRISCOLL
PAUL DEFAZIO

MATT URBAN
BOB DEBLOIS

25

Talented candidates ready for hiring at the seventh annual

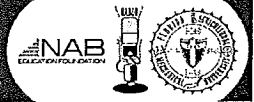
Media Sales Institute

May 22-23, 2012 • Florida A&M University

Budget to attend to hire pre-qualified sales candidates who will increase your bottom line!

Confirm your participation by completing the form below by April 23, 2012.

MEDIA SALES INSTITUTE



Name:	
Title:	
Company:	
Call Letters:	
Mailing Address:	
Phone:	
# of entry-level positions:	

Hotel Reservations

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Fairfield Inn & Suites by Marriott (NEW)
2997 Appalachee Pkwy
Tallahassee, FL 32301

Call (850) 210-1210 and ask for Debi Paschal to reserve your room under "MSI" for the special \$84 per night rate.

Car Rental Agencies

Alamo (800) 462-5266
Avis (850) 576-4166
Budget (800) 527-7000
Dollar Rent-A-Car (850) 575-4255
Enterprise Rent-A-Car (850) 575-0603
Hertz (800) 654-3131
National (800) 227-7368
Thrifty (850) 575-2584

Hosts:

FAMU School of Journalism & Graphic Communication

FAMU School of Business & Industry

Two-Day Agenda

8:30 a.m. – 7 p.m.

- Welcome/ Introduction of Media Companies
- Sales presentations
- Lunch with the candidates
- One-on-one candidate interviews
- Annual corporate dinner on 5/22 with Dean James Hawkins, FAMU SJGC and Dean Shawnta Friday-Stroud, FAMU SBI

MSI INFO:

Dana Myers
Project Manager
(301) 595-1871
dana@pspconsulting.net

Qualls, Linda (CMG-Orlando)

From: Defazio, Paul (CMG-Tampa)
Sent: Wednesday, June 06, 2012 10:30 AM
To: Qualls, Linda (CMG-Orlando)
Subject: RE: FAMU Candidates

THANKS



Paul DeFazio | General Sales Manager, WDUV-FM and WPOI-FM
Cox Media Group Tampa | 11300 4th St. N Suite 300 | St. Petersburg, FL 33716
Ph: (727) 579-2223 | Fax: (727) 579-2271 | Email: Paul.Defazio@coxmg.com



From: Qualls, Linda (CMG-Orlando)
Sent: Wednesday, June 06, 2012 10:16 AM
To: Defazio, Paul (CMG-Tampa)
Cc: Lawless, Keith (CMG-Tampa); Power, Wendi (CMG-Tampa); Perkins, Faith (CMG-Palm Beach)
Subject: FAMU Candidates

Paul, thank you again for participating in FAMU and giving the candidates from FAMU an opportunity. It is an important goal for all of our senior leaders to bring diversity into our Tampa group, so I truly appreciate your efforts in that regard.

I've attached another Interviewed Applicants Tracking log in case you do not have one. Just as a refresher, all candidates interviewed must be entered on this log and returned to me once you have made a decision on hiring.

Let me know if I can be of any help.

From: Defazio, Paul (CMG-Tampa)
Sent: Wednesday, June 06, 2012 8:54 AM
To: Qualls, Linda (CMG-Orlando)
Subject: RE: FAMU

Renee is a terrific lady!

I have spoken via phone to:

Cassandra Allen
Brandon Foster
Breanna Harvey
Decaeca Nickerson
Paul Parker

Interviewed Shaquez Wikerson via phone.

Rashard Russell from Gainesville is driving down here on Friday for an in person interview.
I'm looking forward to this one.
I really like Brandon, Dececah and Cassandra.

I'll keep you posted.

Paul



Paul DeFazio | General Sales Manager, WDUV-FM and WPOI-FM
Cox Media Group Tampa | 11300 4th St. N Suite 300 | St. Petersburg, FL 33716
Ph: (727) 579-2223 | Fax: (727) 579-2271 | Email: Paul.Defazio@coxmg.com



From: Qualls, Linda (CMG-Orlando)
Sent: Tuesday, June 05, 2012 5:26 PM
To: Defazio, Paul (CMG-Tampa)
Subject: FAMU

Hey Paul, I had a meeting with Renee Driscoll today and she was signing your praises and glad you joined her at the FAMU conference.

I wanted to ask about any candidates you may have gotten from the conference. Any potentials for you or the other GSM's.

Thanks.

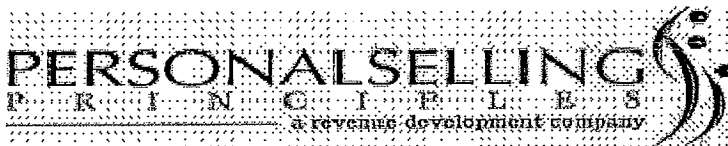
Linda Qualls | Regional HR Manager
Cox Media Group | 4192 N John Young Parkway | Orlando, FL 32804
Ph: (321) 281-2015 | Fax: (407) 536-2615 | Email: Linda.Qualls@coxinc.com



Creating solutions. Delivering results.

Qualls, Linda (CMG-Orlando)

From: Dana Myers <dana@pspconsulting.net>
Sent: Tuesday, October 11, 2011 2:20 PM
To: Perkins, Faith (CMG-Palm Beach)
Cc: Qualls, Linda (CMG-Orlando); Driscoll, Renee (CMG-Orlando); Johnson, Lillie (CMG-WestPalm); Maurice-Fournier, Sharon (CMG-WestPalm); 'Jeffrey P. Myers'
Subject: RE: SAVE THE DATE: Media Sales Institute at FAMU...Recruitment Dates May 22-23, 2012 10-7-11



Revenue Development
Through People Development

Faith... My pleasure, I will add your manager's email for the 2012 MSI info.

Thank you for your continued support of the MSI.

Take care,

Dana

From: Perkins, Faith (CMG-Palm Beach) [<mailto:Faith.Perkins@coxinc.com>]
Sent: Friday, October 07, 2011 5:31 PM
To: Dana Myers
Cc: Qualls, Linda (CMG-Orlando); Driscoll, Renee (CMG-Orlando); Johnson, Lillie (CMG-WestPalm); Maurice-Fournier, Sharon (CMG-WestPalm)
Subject: RE: SAVE THE DATE: Media Sales Institute at FAMU...Recruitment Dates May 22-23, 2012 10-7-11

Dana, I'm so glad to get the advance notice. We've scrambled due to tighter timeframes in recent years, and I'd really like to make this a key recruiting event for our Florida properties.

We do want to sign up – please let me know how to confirm that. I'm asking Linda Qualls, our Regional HR Manager in Orlando Radio, to take the lead on this one.

Linda, please mark your calendar for coordination on this recruitment event. Let's get some managers committed a couple of months in advance.

Lillie/Renee/Sharon, FYI.

Thanks,
Faith

From: Dana Myers [<mailto:dana@pspconsulting.net>]
Sent: Friday, October 07, 2011 1:52 PM
To: brian.knox@katz-media.com; 'Heather Peeples'; 'Pastor, Henry'; 'Emmerich, Alice'; barbara_cowan@cable.comcast.com; 'Kessler, Donna'; jared.yost@wswg.tv; 'Laurie Kahn'; 'SOLTANO, PAIGE'; 'Kelly,

Dennis'; deon@wbls.com; 'Sparrow, Nicky'; 'Spencer, Mark'; 'Roda, Connie Y'; 'Nathan Mears'; 'Ringer, Bridgette'; Shari_Thompson@cable.comcast.com; Kmbryant@sbgnet.com; Styrrell@hearst.com; Johnnie.Beamon@cumulus.com; Doriel_Armstead@cable.comcast.com; Brad_Ross@cable.comcast.com; 'Smith, Virgil'; Kenneth_Klein@cable.comcast.com; Marcia_Morales@cable.comcast.com; spickeral@sbgnet.com; hstinchfield@sbgnet.com; Pmurray@hearst.com; Sutton, Jenny (CMG-Jacksonville); Pregnolato, Tara (CMG-WestPalm); Ellen.Gorringe@nbcuni.com; josef.holloway@nbcuni.com; Susan_Perry@cable.comcast.com; Fenelon, Shellie (CMG-Orlando); 'Melissa Medina'; Perkins, Faith (CMG-Palm Beach)
Cc: 'Hawkins, James E.'; 'Jones, Ernestine B.'; 'Miles, Keith A.'; 'Jeffrey P. Myers'; 'Frank Zappala'
Subject: SAVE THE DATE: Media Sales Institute at FAMU...Recruitment Dates May 22-23, 2012 10-7-11
Importance: High

Good Afternoon to All!

The National Association of Broadcasters Education Foundation (NABEF) and The National Association of Black Owned Broadcasters (NABOB) are pleased to announce the 7th Annual Media Sales Institute (MSI) at Florida A&M University (FAMU). The MSI is a 10 day sales training program for college graduates who are specifically interested in a media sales career.

SAVE THE DATE

May 14-24, 2012

NABEF/NABOB Media Sales Institute
Florida A&M University/Tallahassee, Florida

RECRUITMENT DAYS

Recruitment interviews will be held ***Tuesday and Wednesday, May 22 and 23***. There are a limited number of interviewing spaces available, commit early. Please contact Personal Selling Principles, the MSI facilitators, at (301) 595-1871 **by February 1, 2012** if you plan to recruit.

Now is the time to plan your travel and budget for an entry level sales position for 2012.

To insure success and mutually beneficial for both you and the candidates, each recruiting company must commit to the full two days of recruitment (please see sample itinerary):

May 22nd (Tuesday)

- Welcome and introduction of the media companies
- Candidate presentations start at 9am through lunch (candidates doing 20 minute presentations)
- You will be able to have lunch with the candidates
- Afternoon presentations go from approximately 1:30pm - 2:50p (20 minutes each)
- Formal meet and greets
- Dean will host a corporate dinner for the recruiters at a local restaurant.

May 23rd (Wednesday)

The same itinerary above, finishing with the formal meet & greets.

If you have any immediate questions, please feel free to contact me and stay tuned for additional MSI updates.

Have a great weekend!

Dana Myers
MSI Project Manager and Facilitator
301-595-1871



LINDA QUALLS
RENEE DRISCOLL

6/6/12

Contact: Diana Bolivar - Vice President
3201 E. Colonial Drive, Suite A20.
Orlando, FL 32803
Phone: (407) 428-5870/407-432-7916
Email: dbolivar@hispanicchamber.net
Website: www.hispanicchamber.net

MEDIA ALERT - FOR IMMEDIATE RELEASE - JUNE 4, 2012

***HISPANIC CHAMBER OF COMMERCE PRESENTS 1ST ANNUAL JOB FAIR
SET TO CONNECT JOB SEEKERS WITH KEY CENTRAL FLORIDA EMPLOYERS.
OVER 50 EMPLOYERS WILL BE PRESENT TO OFFER HUNDREDS OF JOB OPENINGS***

WHAT:

The Hispanic Chamber of Commerce of Metro Orlando (HCCMO) during its Expo week is proud to host its first job fair in Central Florida at the Orange County Convention Center, West Building (Hall W311). The event is open to job seekers, Hispanic and non-Hispanic.

WHERE:

Orange County Convention Center, West Building (W311), 9800 International Drive, Orlando, FL 32819.

WHEN:

Wednesday, June 6, 2012. From 1:00pm to 5:00pm. Seminars will be available to job seekers beginning at 11:00am. There is no cost to attend the job fair and parking at the convention center is free.

WHO:

Leadership from Hispanic Chamber of Commerce of Metro Orlando, Orange County Mayor Teresa Jacobs, representatives from New York Life, WFTV Channel 9, Orange County Government, and Workforce Central Florida, partnering with more than 50 local employers.

The HCCMO will also host its 3rd Annual Hispanic Business Conference on Friday, June 8 between 8:00am and 3:00pm and the 19th Annual Hispanic Business and Consumer Expo during the weekend of June 9 and 10. For more information about this year's Hispanic Conference and Hispanic Expo, please visit www.HBConference.com and www.HBCExpo.com.

The Hispanic Chamber of Commerce of Metro Orlando is a nonprofit organization whose mission is to provide leadership and support the economic development of the Hispanic business community of Metro Orlando. For more information about the Hispanic Chamber please visit www.hispanicchamber.net.

-----End-----

HCCMO's Community Job Fair

Home

About The Job Fair

Employers

Job Seekers

Sponsors



Why Participate?

Job fairs give you face to face contact with companies who are hiring, and are a great way to network with key people in the Central Florida employment community.

Admission

Wednesday, June 6th, 2012 1:00 pm to 5:00 pm Job Fair
11:00 am to 4:00 pm Seminars

Orange County Convention Center - West Building (W311)
9800 International Drive, Orlando, FL 32819

Free Admission & Free Parking. Open to all Job Seekers.
Professional / Business Attire Required

Presented by the Hispanic Chamber of Commerce of Metro Orlando info: (407) 428-5870



6/27-29/2012

Qualls, Linda (CMG-Orlando)

From: Tapales, Lourdes (CEI-Atlanta) <Lourdes.Tapales@coxinc.com>
Sent: Thursday, June 21, 2012 2:41 PM
To: Qualls, Linda (CMG-Orlando)
Subject: RE: LULAC Event

Only the Career fair portion on Wed. Thurs and Fri. Remember not all day. They can come in for a couple of hours at a time.

From: Qualls, Linda (CMG-Orlando) [<mailto:Linda.Qualls@coxinc.com>]
Sent: Thursday, June 21, 2012 2:29 PM
To: Tapales, Lourdes (CEI-Atlanta)
Subject: RE: LULAC Event

Lou, is the Career Fair portion of the convention from Wed – Friday? Or, are you looking for help on Monday & Tuesday?

From: Tapales, Lourdes (CEI-Atlanta) [<mailto:Lourdes.Tapales@coxinc.com>]
Sent: Thursday, June 21, 2012 11:31 AM
To: Qualls, Linda (CMG-Orlando); Driscoll, Renee (CMG-Orlando)
Cc: Perkins, Faith (CMG-Palm Beach)
Subject: LULAC Event

Hi Ladies!

The League of United Latin American Citizens (LULAC) is one of our Diversity Initiatives and the VP for our Corporate communication is a very big supporter for this organization. The founders of LULAC created an organization that empowers its members to create and develop opportunities where they are needed most.

LULAC will be hosting their 83rd Annual Convention and & Expo in Orlando at the Coronado Springs resort from June 25-June 30. They will be expecting over 20,000 participants including top leaders from government, business and the Hispanic community.

With that said do you know anyone in your group that would like to represent CMG at the Career Fair? They (all levels of employees, managers, supervisors, execs) will be there to answer questions about the company, give out brochures/give aways. We have Valpak, ATC and Manheim manning the booths from Wednesday-Friday 10a-4p. They are not required to be there all day. If you have employees that are interested please let me know by tomorrow. I need to submit their names to our corporate communication manager so participants will have the exhibitor's badge on Wednesday when they register. To participate at the Career Fair is no cost to us. Thank you in advance and I apologize for the delay in the information.

Lou

Lourdes Tapales
HR Development
678.645.0157 - phone
678.645.1157 - fax
lourdes.tapales@coxinc.com

Qualls, Linda (CMG-Orlando)

From: Tapales, Lourdes (CEI-Atlanta) <Lourdes.Tapales@coxinc.com>
Sent: Wednesday, June 27, 2012 11:11 PM
To: Qualls, Linda (CMG-Orlando); Santos, Stefanie (MAN-Central Florida)
Subject: Cox booth reps (Manheim and Cox Media Group)

Importance: High

Hello Ladies- I showed up today at 4pm and most of the booths at the fair checked out early. If your group doesn't mind staying at the appointed time I am ok with that but if they like to leave early that is absolutely okay. I just hate to ask them to stay for the whole thing and see other exhibitors leave ½ day and I don't think they were fed. Not a good thing for me. On Friday I know they will start breaking down around 2pm although they indicate the fair is open until 4pm. For Friday please let your group know they don't have to stay for the whole event. I plan on taking my table cloth and display banner back and packing up before 3pm. I'll be there all day tomorrow and if you need to contact me please know there may be a delay in my reply. Thanks again for all your support with this event!!

-----Original Message-----

From: Buck-Vance, Jami (CEI-Atlanta)
Sent: Tuesday, June 26, 2012 5:50 PM
To: mario@lulac.org
Cc: Tapales, Lourdes (CEI-Atlanta)
Subject: Names for Cox booth reps (Manheim and Cox Media Group)
Importance: High

Hi Mario,

Below are the names for the people staffing our booths. What do they need to do to check in tomorrow?

Manheim:
Wednesday (10a-5p)
Evelyn Arias
Tony Mejia-Orellana
Stefanie Santos

Thursday(10a-7p)
Mike Velazquez
Sylvia Diaz
Rod Thompson
Carman Albarran (Possible)

Friday(9a-4p)
Tara Pregnolato
Ceal Wright
Carmen and Pedro Albarran (Possible)

Cox Media Group:
Melissa Cartwright & Dina Pancoast (Cox Media Group) Erik Smith and Nilda Almidovar (Valpak)

Qualls, Linda (CMG-Orlando)

From: Tapales, Lourdes (CEI-Atlanta) <Lourdes.Tapales@coxinc.com>
Sent: Friday, June 15, 2012 3:33 PM
To: Santos, Stefanie (MAN-Central Florida); Perkins, Faith (CMG-Palm Beach); Qualls, Linda (CMG-Orlando)
Subject: FW: Info on 2012 LULAC Convention and Expo in Orlando, FL (June 27-29)
Attachments: 2012 LULAC National Convention EXPO.pdf
Importance: High

Hello there.

Here is the information for those of you that were interested in having a booth. Our Corporate Communication group has already paid for the space. Please see the attached for expo hours. Please let me know in your group who has an interest in participating. Thank you and have a wonderful weekend!!

Lou

From: Buck-Vance, Jami (CEI-Atlanta)
Sent: Friday, June 15, 2012 2:18 PM
To: Tapales, Lourdes (CEI-Atlanta)
Subject: Info on 2012 LULAC Convention and Expo in Orlando, FL (June 27-29)

Lourdes,

As promised, below is the floorplan for the EXPO and info is attached. I reserved us a 10 by 10 booth for Manheim (#620) and a 10 by 20 booth for CMG so more than one property can use it (# 629). Info on the EXPO and hours are attached.

<http://www.floorplangenie.com/events/LULAC/LULAC12/public/fphtml.aspx>

Mario Marsans
Director of Special Projects
League of United Latin American Citizens
1133 19th Street NW, Suite 1000
Washington, DC 20036
202-833-6130 W
202-833-6135 F
202-553-9908 C



2012 LULAC National Convention & Exposition

JUNE 27-JUNE 29, 2012 EXHIBITOR AGREEMENT

The LULAC Convention Exposition is the premier venue for showcasing products and services to the Hispanic community and recruiting employees. Open to the general public, more than 20,000 participants attend the exposition each year. Please print or type the requested information below to exhibit:

Name _____ Title _____

Corporation/Agency _____

Representing Agency _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

Please indicate your choices below and fax to 202-833-6135:

_____ Number of spaces requested (10'x 10'). Exhibit dimensions _____ Space # _____

_____ Yes, I need the standard exhibitor's equipment package consisting of an 8' high back drape, 3' high side rails, one six foot table, two chairs, waste basket and an I.D. sign.

_____ No, I do not need the standard exhibitor's package.

Please circle the desired plaza: Corporate Government Career Fair Non-Profit College

2012 LULAC EXPOSITION HOURS

Wed, June 27 **Thu, June 28** **Fri, June 29**
10am-5pm 10am-7pm 9am-4pm

Move-in begins at 8 am on June 26.
Move-out begins after 4 pm on June 29

Contact: **Hargrove Inc.** for your decorating & shipping needs
One Hargrove Drive, Lanham, MD 20706
Phone: 301-306-4627 Fax: 301-731-5438
exhibitorservices@hargroveinc.com

Notes: All exhibitors receive one complimentary registration per space purchase, and a listing in the convention program. Full payment is requested with this signed agreement. The LULAC Convention coordinators reserve the right to establish whatever rules may be required to guarantee the safety and appearance of the convention and the exhibit area. The exhibit area is not carpeted. Electric and internet connections are not included in the cost per space indicated below:

Agreement Forms Received	Before June 1, 2012	After
Corporate (10' x 10')	\$2,500	\$3,000
Government, Career Fair (10' x 10')	\$2,000	\$2,500
Non-Profit, College Fair (10' x 10')	\$1,500	\$2,000

Mail this form & payment to the address below. Exhibit registration cut-off is June 15, 2012.

Signature of Authorized Representative

Date

Make checks payable to the **2012 LULAC National Convention** and mail to the LULAC National Office. Credit card orders accepted by fax or Email: mmarsans@lulac.org for more information or visit our website at: www.LULAC.org. Federal agencies use DUNS #789553372 "LULAC Institute, Inc." DBA LULAC National Convention

LULAC National Office
1133 19th Street, NW, Suite 1000
Washington, DC 20036
(202) 833-6130 FAX (202) 833-6135

Total _____ Credit Card # _____ Expiration Date _____

MasterCard Visa American Express Signature _____

Orlando, FL • June 25—June 30, 2012



MENTORING PROGRAM

Real Guidance for Creating Growth

Meeting Agenda - Session #1 (Launch) - JANUARY 12, 2012

Time	Mentees	Mentors
7:30	Breakfast and Sign In	Breakfast and Sign In
8:15-8:45 8:45-9:15 9:00-9:45	Who Are We? Led by Faith Perkins, Cox Media Group Introductions: I-Team members and Mentees/Mentors Subsidiary Overviews (I-Team Members) Program Overview – Objectives, Philosophy and Guiding Principles	
9:45- 10:00	Break – Mentees and Mentors Split into Separate Groups	
10:00-11:30	Mentees – {Room Location} Led by Susan Rollwagen, CCI and Stephanie Santos, Manheim Mentoring Orientation Activities: <ul style="list-style-type: none"> • <i>Mentoring</i> • <i>Benefits of Mentoring</i> • <i>Challenges of Mentoring</i> • <i>Expectations of Mentoring</i> Guest Speaker /Mentee Presentation(s); Jason Meder - CMG Bill Funke - CMG Lori Gurule-Rat - CCI Questions About the Program	Mentors – {Room Location} Led by Kelli Chickos, Valpak and Faith Perkins, CMG Mentoring Orientation Activities: <ul style="list-style-type: none"> • <i>What Mentors Do</i> • <i>Expectations / Benefits of Mentoring</i> • <i>Challenges of Mentoring</i> • <i>Beginning the mentoring relationship</i> Guest Speakers: Joyce Reingold/Melanie Anderson Bill Hendrich CCI Mentor - TBD
11:30 – 12:00	Mentees Create Trust Agreement Mentees Identify Goals Mentees Prepare for Meeting with Mentor	Questions About the Program Mentors Create Trust Agreement
12:00-1:15	Mentees and Mentors are paired for lunch and afternoon activities (Conversation Starters & What I Care About)	
1:15 – 3:00	Building a Foundation – Mentor Pairs Learning Together {Kelli Chickos, Valpak} <ol style="list-style-type: none"> 1. Mentors and Mentees Share Trust Agreement 2. “Story, Poem or Song” – Sharing your CSS results, led by Tami Orr, Valpak 3. Change Management Primer, led by Susan Rollwagen, CCI 	
3:00 – 4:15	Break Mentees Share Survey Data: <ul style="list-style-type: none"> • <i>Mentoring Interview Questionnaire</i> 	



MENTORING PROGRAM

Real Guidance for Creating Growth

	<ul style="list-style-type: none">• <i>Pre- and Post-Survey Tool</i> Mentee/Mentor Afternoon Activities – time on your own to set up relationship goals and structure
4:15-4:30	Session Wrap-Up for all participants together {Faith Perkins} Next Steps & Envelope Activity

Next Steps:

1. Set up your next meeting with your mentor/mentee
2. Develop desired outcomes/activity lists
 - a. Books to read
 - b. Activities to share
 - c. People to meet
 - d. Topics to discuss
 - e. Problems to solve
3. Block your schedule for follow-up sessions:
 - Session 2: April 19th, 2012, Valpak facilities in Tampa
 - Session 3: July 19th, 2012, Orlando Television
 - Session 4: November 8th, Graduation in West Palm Beach at the Palm Beach Post
4. Contact your I-Team member if you need assistance (below) {Lou, can you fill in names and contact info for all i-team members?}
5. Have fun!

Need assistance, guidance or information at any point through your mentoring process?
Contact your division's Mentoring leader:

- Faith Perkins – CMG faith.perkins@coxinc.com
- Kelli Chickos – Valpak... kelli_chickos@valpak.com
- Susan Rollwagen – CCI susan.rollwagen@cox.com
- Stefanie Santos – Manheim stefanie.santos@manheim.com
- Kara Winders – Auto Trader.com kara.winders@autotrader.com
- Lou Tapales – CEI lourdes.tapales@coxinc.com

Qualls, Linda (CMG-Orlando)

From: Qualls, Linda (CMG-Orlando)
Sent: Friday, April 27, 2012 11:13 AM
To: Campbell, Dawn (CMG-Orlando); Campese, JC; Cartwright, Melissa (CMG-Orlando); Parker, Lynda (CMG-Orlando); Peters, Laura (CMG-Orlando); Ramos, Nina (CMG-Orlando); DeMann, Stevie (CMG-Orlando); Pierce, Cory (CMG-Tampa); McLean, Debbie (CMG-Tampa); Sanders, Casey (MAN-Palm Beach); North, Michael (MAN-Fort Myers); Fitzgerald, Jeremy (MAN-Orlando); VonAchen, Samantha (MAN-Central Florida); Vollmer, Brandon (MAN-Orlando); Paret, Carl
Cc: Perkins, Faith (CMG-Palm Beach); Tapales, Lourdes (CEI-Atlanta) (Lourdes.Tapales@coxinc.com)
Subject: Leadership Fundamentals - May 15/16
Importance: High



To All Participants:

We look forward to your participation in the upcoming Leadership Fundamentals (LF) session. You and other Cox leaders will engage in experiential learning that develops high impact skills for leading people. LF has been re-designed to help you think differently about your leadership role and give you tools to expand your leadership capabilities and success. This course will also build on business strategy and having effective leadership conversations with your team.

Class Logistics:

Dates: Tuesday, 5/15/12 & Wednesday, 5/16/12

Times: Training is from 8am – 5pm each day
Breakfast will begin at 7:30am each morning

Dress: Casual

Location: WFTV/WRDQ, Inc.
490 East South Street
Orlando, FL 32801
407-822-5910

** Breakfast, lunch, and snacks will be provided at WFTV for this training.

Hotel Arrangements:

Participants from outside Orlando have the responsibility of making their own hotel and flight

arrangements to get to the training session. These arrangements can be made through Cox Travel Services or you can contact the hotel directly:

Embassy Suites Orlando – Downtown
191 East Pine St.
Orlando, FL 32801
407-841-1000

Current Cox Enterprises Corporate Rate is: \$147/night, plus \$21/night valet parking
This includes complimentary internet.

Thank you for taking the time out of your schedule to develop your leadership skills. We look forward to seeing you there.

Cancellation Policy for Participants:

If you cancel 30 working days or more before the session, there is no penalty. If unable to give 30 working days notice, you must cancel at least 10 working days prior to the session AND provide a substitute to fill your space in the class. If you fail to cancel and provide a substitute, your department will be charged at a minimum of **\$1800** to cover the cost of the session.

Please let me know if you have any additional questions.

COX MEDIA GROUP – TAMPA

INTERNSHIP APPLICATION

APPLICANT NAME: _____

The undersigned applicant, a student at _____ which has an Internship Program under which applicant will receive academic credit for serving as an intern in a broadcasting station, hereby applies to Cox Media Group - Tampa for permission to serve as an intern for the _____ department at radio station _____ for the period from _____ to _____.

(Please fill in all information above)

The applicant understands that before this application can be accepted, applicant must go through the Cox Media Group Consumer & Investigative Consumer Online Background Process.

The applicant understands that if this application is accepted:

1. Applicant will be serving as an intern at their request, for the purpose of furthering applicant's education by observation of and participation in radio broadcast operations, and that the intern will not be an employee in any sense of the word and will receive no compensation whatsoever for whatever services performed as an intern.
2. Applicant will be assigned a schedule for the period of the internship, under the supervision of an employee, observing as much as possible and being of such assistance as possible, but not replacing any regular employee.
3. Applicant will be required, during the period of the internship, to obey the instructions of all employees who may be given supervision over their activities, and to observe all rules and regulations in effect at the station.
4. Applicant is not guaranteed any job opportunity at any time in the future.
5. Since intern will not be an employee, intern will not be eligible for any benefits as an employee and will not have Workers' Compensation coverage as an employee.

The applicant agrees, if this application is accepted, that:

1. Intern will indemnify and save harmless Cox Media Group – Tampa, its agents and employees, from all claims, demands, damages, costs and expense whatsoever in any way connected with, or arising out of applicant's service as an intern, whether the same

be caused or contributed to by Cox Media Group - Tampa, or any of its agents, or employees, or otherwise.

2. Intern will obey the instructions of all employees who may be given supervision over said intern and observe all rules and regulations in effect at the station.

*Interns are not allowed to drive company vehicles.

*Interns must wear Intern badges at all times while in the building.

*Interns must return their badges to manager upon completion of their internship.

*Interns must dress appropriately.

Applicant Name (please print): _____

Applicant Personal Email Address: _____
(Background instructions will be emailed to above email address)

Full Address: _____

Phone #: _____

Social Security #: _____ Sex: () Male () Female

Applicant Signature: _____ Date: _____

IMPORTANT: VERIFICATION FOR ACADEMIC CREDIT RECEIVED FOR THIS INTERNSHIP MUST BE ATTACHED TO THIS FORM.

Department Manager for Intern (please print): _____

Manager's Signature: _____ **Date:** _____

Return this completed form to Linda Qualls, to begin the Background Process

ATTACHMENT E

(e) Disclose any pending or resolved complaints involving the Station filed during the Station's current license term before any body having competent jurisdiction under federal, state, territorial or local law, alleging unlawful discrimination in the employment practices of the Unit on the basis of race, color, religion, national origin, or sex. For each such complaint, provide: (1) a brief description of the allegations and issues involved; (2) the names of the complainant and other persons involved; (3) the date the complaint was filed; (4) the court or agency before which it is pending or by which it was resolved; (5) the file or case number; and (6) the disposition and date thereof or current status. Note that all complaints must be reported, regardless of their status or disposition.

On August 26, 2003, Rita Fox filed a complaint with the Equal Employment Opportunity Commission ("EEOC"), Case No. 151-2003-01958, alleging discrimination based on age and gender. On April 26, 2004, Ms. Fox filed a complaint in the Circuit Court for The Sixth Judicial Circuit In and For Pinellas County, Florida, Civil Division (the "Court"). On July 1, 2005, the parties entered into a settlement agreement. We consider this case closed.

On December 13, 2007, Carli Segelson filed a complaint with the EEOC, Case No. 511-2008-00588, alleging discrimination based on race and gender. Both parties agreed to mediation and on March 31, 2008, the parties negotiated a settlement. We consider this case closed.

On November 20, 2008, Jerry Bayliss filed a complaint with the EEOC, Case No. 511-2009-0042, alleging age discrimination. On March 22, 2010, Mr. Bayliss filed a claim with the Court, Case No. 10-4698-C1-8, alleging discrimination based on age. On March 14, 2011, the case was removed to Federal Court, Case No. 8:11-CV-557-T-27TBM. On May 3, 2012, Cox received a Summary Judgment in its favor. We consider this case closed.

ATTACHMENT F

(f) In accordance with Section 73.2080(b), from the first day of the Station's current license term (or the date the licensee became the owner, if after that date) until June 10, 2014, describe the responsibilities of each level of Unit management responsible for implementing Unit EEO policies and describe how the Unit has informed employees and job applicants of its EEO policies and program.

All CMG-Tampa Radio Stations (WDUV 105.5 *The Dove*, WHPT 102.5 *The Bone*, WPOI, *Hot 101/5*, WSUN- 97X, WWRM- *Magic*, WXGL 107.3 *The Eagle*) take the EEO requirements very seriously. All CMG Tampa managers are trained on the company's EEO Policy upon hiring and are also reminded through email updates and working with their Human Resources Manager the importance of this policy.

Our location's Vice President reinforces all policies, especially the EEO policies, with each of his direct reports during our weekly department head meeting which take place every Monday at 3:00 pm in our CMG Tampa location.

All CMG-Tampa sales managers are required to go through a special training called "*Talent Focused Management*." This training has a very comprehensive module on Recruitment and Selection. CMG Tampa also requires that all managers attend a 3 day training called "*Leadership Fundamentals*." This training also covers recruitment and selection in detail.

Our Human Resources manager is responsible for reviewing the company's EEO policy with all new employees as part of their new employment package. There is also the distribution of all policies that all employees need to sign, including the EEO Policy. We often produce brainsharks which is an online tool for creating fully animated and narrated PowerPoint presentations that can be viewed at any time to cover our policies and new recruitment processes.

ATTACHMENT G

(g) In accordance with Section 73.2080(c)(3), from the first day of the Station's current license term (or the date the licensee became the owner, if after that date) until June 10, 2014, describe the Unit's efforts to analyze its EEO recruitment program to ensure that it is effective and to address any problems found as a result of such analysis.

At CMG Tampa we are constantly reviewing our EEO recruitment program. We truly believe our recruitment program is successful, but we are always looking for new ideas to improve it even more.

EEO Mailing List:

We have created a mailing list of minority and community organizations, universities who wish to receive our job vacancy notices. This mailing list is updated consistently. In addition, we inform community organizations of their right to receive notification of our job vacancies in the following manner:

1. Notice appears on a permanent basis on each of our station's websites
2. Notice airs on our radio stations for a one-week period every quarter.

New Applicant Tracking System

Our new Taleo applicant tracking system will be used to electronically manage our recruiting process for all Cox employees. Internal and external submissions of interest will be collected via the applicant tracking system or extracted from external job boards. In order to be considered for employment, interested individuals must apply online for specific, advertised positions. The website is available for both internal employees and external applicants. By posting an open position through this new system, the stations are able to reach a broader applicant audience. We had also created a marketing campaign to train our internal employees regarding this new tool and also provide information to the general public regarding how to apply for jobs within Cox enterprises, not only CMG Tampa

Radio Station's website

In order to advertise to our community, we have linked the Taleo Page onto all of our radio station local websites.

Job fairs:

CMG Tampa participates on local universities and other minority organization's job fairs. We recruit for current job vacancies as well as future job vacancies. We developed a flyer promoting our new applicant tracking system which we distribute at all job fairs that we participate in, and we have a display of the fliers in our lobby area for visitors to the stations.

Outside Advertising:

We also recruit in outside career websites, such as the all access job website. We have advertised in the past in local newspaper classifieds and occasionally we use *Inside Radio* which is a national publication. We have also run radio advertisements on our radio stations for job vacancies.

Internal postings:

We recruit through our own employees by emailing the staff job vacancies including job description and qualifications. In addition, this information is posted in our employee lounges.

ATTACHMENT H

(h) In accordance with Section 73.2080(c)(4), from the first day of the Station's current license term (or the date the licensee became the owner, if after that date) until June 10, 2014, describe the Unit's efforts to analyze periodically its measures taken to examine pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that they provide equal opportunity and do not have a discriminatory effect. If the Unit has one or more union agreements, describe how the Unit cooperates with each union to ensure EEO policies are followed for the Unit's union-member employees and job applicants.

Based on a competitive job market for the radio industry, the Group Vice President and General Managers work with their individual managers to review the compensation for all employees, not only during the annual budgeting process, but throughout the year to ensure that pay is consistent based on job responsibilities. For compensation reviews, the Group Vice president handles the general managers, the general managers do a review of their department managers, and the department managers do a review of each of their staff members.

Seniority with the company is awarded for all employees; every employee who reaches their 5 year, 10 year and 15 year anniversary is given the opportunity to select a gift from a company catalog based on the length of service with the company.

Our corporate offices have a human resources department which is specifically designed to evaluate our insurance benefits to offer all eligible employees the best insurance coverage at a fair price for all eligible employees.

CMG-Tampa has no collective bargaining agreements.