



Cumulus  
Business Manager  
Fresno, California

### **SUMMARY**

Cumulus Media (KMJ AM/FM, KSKS FM, KMGV FM, KWYE FM) is searching for an experienced Business Manager in our Fresno market. Applicant must have strong organizational skills and the ability to work in a fast-paced team environment. A/R, A/P, Payroll, Human Resources, Financial Statement, and Administrative Management experience required. Strong accounting skills and budget preparation/analysis needed.

Responsible for managing all financial and human resource related functions of the market by performing the following duties personally or through subordinates.

### **Who We Are:**

A leader in the Radio Broadcasting industry, Cumulus Media combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 454 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports and entertainment, including the NFL, the NCAA, the Masters, the Olympics, and the GRAMMY's. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, NASH Country Weekly magazine, concerts, licensed products and television / video.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES**

Include, but not limited to, the following:

- Responsible for the preparation of information needed for the monthly financial close and submission of information to the Corporate office by stated deadlines
- Responsible for completing all monthly reports as requested by the corporate office as well as providing additional information to the corporate office as requested
- Responsible for assisting in the preparation of the annual budget
- Responsible for the day-to-day vendor relationship management, obtaining approvals for all vendor invoices, general ledger coding, and processing functions related to Accounts Payable



- Responsible for submitting all expense accruals
- Responsible for the management, training, and supervision of the Traffic Department staff, Receptionist, and any other general back office staff
- Responsible for ensuring adherence to the various components of the Company's internal accounting controls and policies, including but not limited to; revenue recognition, cash control, credit and collections, and employee compensation
- Responsible for daily cash deposit management and reporting, using the Company's centralized lockbox banking system and web-based reporting tool.
- Processing credit card payments
- Responsible for the protection against property losses and potential liabilities
- Providing information to comply with Sales & Use Tax reporting per corporate instruction
- Monitor and administer trade accounting functions.
- Preparation of all commissions related to billing and collections for both the national rep firm and the local sales staff
- Maintenance of files related to leases and contracts for the market
- Oversee the weekly and monthly billing functions along with the end-of-month Accounts Receivable close. Also responsible for Accounts Receivable maintenance and credit & collections analysis
- Responsible for preparation and submission of payroll for processing
- Responsible for administration and control of employee records
- Assisting market employees with the administration of the Company's employee benefit plans, including but not limited to 401(k), medical insurance, and dental insurance
- Responds to employee complaints and keeps documentation on all issues that are potentially litigious. Communicates issues and concerns to the corporate HR/Legal department
- Maintenance of the EEO program, FCC related reports and hiring procedures. Oversee or act as EEO Administrator for the market
- Responsible for posting of all HR related required notices at station location and working with market to insure that station websites are updated with required notices
- Assist department heads in new employee orientation. Reviews all new hire packages for completeness and appropriate signatures
- Assist Market Manager and other department heads with station and/or personnel issues
- All other duties as deemed necessary by corporate or local market management

#### **OTHER SKILLS AND ABILITIES**

Strong computer skills and working knowledge of Microsoft Excel and Word. Ability to work accurately in meeting deadlines. Ability to multi-task, organize and

prioritize. Understanding and use of standard office equipment (i.e., copier and fax machine). Able to work some evening and weekend hours.

**What We Offer:**

- Competitive pay
- Medical, Dental & Vision Insurance package with HAS & company match
- 401K with company match to plan for the long term
- Vacation & Holidays to enjoy the fruits of your labor

**Cumulus is an Equal Opportunity Employer (EEO).**





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## Business Manager

**Date Job Last Listed**

**Employer** Cumulus Media

**Job Type** Full Time (Off Campus)

**Employer Type** Off Campus

**Category** Business Manager

### Job Description

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### Job Requirements

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**Hours** 40.0 hours per week

**Time Frame** Other

**Contact Person** Sue Ellen Stoner

**Email Address** patty.hixson@cumulus.com

<b>Work Location</b>	Fresno
<b>Phone Number</b>	Not Available
<b>Fax Number</b>	Not Available



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### Business Manager

Activity		
Status: Pending	Date Posted: 3/22/2017	# of Searches Matched: 0
Filled? <input type="button" value="No"/>	Application Deadline Date 4/14/2017 11:59 PM	# of Views: 0

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### POSITION INFORMATION

Job Title Business Manager

Organization Name Cumulus Media

#### Organization Description

A leader in the Radio Broadcasting industry, Cumulus Media combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 454 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

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No. of Openings 1

Work Schedule M-F 8:30am-5:30pm

Hours per Week 40

Wage/Salary \$47,000.00

Employment Start Date 4/17/2017

Employment End Date None

Job Description

### ESSENTIAL DUTIES AND RESPONSIBILITIES

Include, but not limited to, the following:

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- Oversee the weekly and monthly billing functions along with the end-of-month Accounts Receivable close. Also responsible for Accounts Receivable maintenance and credit & collections analysis



Job Postings - Details

- Responsible for preparation and submission of payroll for processing
- Responsible for administration and control of employee records
- Assisting market employees with the administration of the Company's employee benefit plans, including but not limited to 401(k), medical insurance, and dental insurance
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Strong computer skills and working knowledge of Microsoft Excel and Word. Ability to work accurately in meeting deadlines. Ability to multi-task, organize and prioritize. Understanding and use of standard office equipment (i.e., copier and fax machine). Able to work some evening and weekend hours.

**Qualifications**

Cumulus Media (KMJ AM/FM, KSKS FM, KMGV FM, KWYE FM) is searching for an experienced Business Manager in our Fresno market. Applicant must have strong organizational skills and the ability to work in a fast-paced team environment. A/R, A/P, Payroll, Human Resources, Financial Statement, and Administrative Management experience required. Strong accounting skills and budget preparation/analysis needed.

Responsible for managing all financial and human resource related functions of the market by performing the following duties personally or through subordinates.

**CONTACT INFORMATION**

Share Contact Information?  Yes  
 Do you want to share contact information below with candidates?

Title Business Manager  
 Name Mrs. Sue Stoner  
 Address Line 1 1071 W Shaw Ave  
 Address Line 2  
 City Fresno  
 State California  
 Country United States  
 Zip Code 93711  
 Email Address sue.stoner@cumulus.com  
 Phone Number 559-490-5816

**POSTING INFORMATION**

Job Location NORTH AMERICA  
 Job City Fresno  
 Position Type FT Experience  
 Select all that apply.  
 Position Eligibility US Work Authorization Required  
 Job Function Accounting/Auditing  
 Human Resources  
 Management  
 Job Industry Media  
 File Attachment [Application for Employment](#)  
 This can be used to upload additional job/company info, application forms, etc.

**SCREENING CRITERIA**

Do you want to limit who may apply to this position?  Yes

Screening Applicants - Classification(s) Senior  
 Graduate Students  
 Alumni  
 If you do not want to screen on this criteria, please "Select All" answers.

Screening Applicants - Eligible Major(s) Craig School of Business  
 If you do not want to screen on this criteria, please "Select All" answers.

Screening Applicants - Degree Level(s) Associate's  
 Pursuing Bachelors (Undergrad)  
 Bachelor's  
 Master's  
 MBA  
 EDD  
 Certificate  
 Other  
 If you do not want to screen on this criteria, please "Select All" answers.

Screening Applicants - Required U.S. Work Authorization U.S. Citizen  
 Permanent Resident

If you do not want to screen on this criteria, please "Select All" answers.

Screening Applicants - Minimum GPA 0

If you do not want to screen on this criteria, please enter "0" in the box below.

**APPLICATION DETAILS**

Job Application Method	Email Website
Application Web Site	www.cumulus.com/careers
Application email address	patty.hixson@cumulus.com
Cover Letter Required?	Yes
Additional Application Document Required?	No
Job Posting - Updated By	sue.stoner@cumulus.com
Job Posting - Updated Date	3/22/2017

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Sue E. Stoner

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**From:** marybeth.wynn@fresnocitycollege.edu  
**Sent:** Wednesday, March 22, 2017 2:33 PM  
**To:** Sue E. Stoner  
**Subject:** RE: Business Manager

Congratulations! Your job has been approved to be listed on the web site.



Sue E. Stoner

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**From:** CalJOBS <systemalert@geosolinc.com>  
**Sent:** Wednesday, March 22, 2017 3:00 PM  
**To:** Sue E. Stoner  
**Subject:** [BULK] New Job Order Completed

The following Job Order(s) have been added to the CalJOBS.

Job(s) information:  
Job #: 15278138  
Job Title: Business Manager  
Current Status: Veteran Hold

This is an automated email notification. Please do not respond.

You are receiving this email, because you are a registered member of CalJOBS, and you were selected as a recipient for an email from another member, staff, or an automated process. If you would like to unsubscribe to all emails from CalJOBS, [Click Here](#).



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Business Manager		
Categories:	<b>Radio</b>	Date: <b>03/22/2017</b>
		Posted:
Contact:	Patty Hixson Fresno, CA 93711	Telephone:  E-Mail: <a href="mailto:patty.hixson@cumulus.com">patty.hixson@cumulus.com</a>
Web Site:	<a href="http://www.cumulus.com">http://www.cumulus.com</a>	
<b>Description</b>		
ESSENTIAL DUTIES AND RESPONSIBILITIES		
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financial close and submission of information to the Corporate office by stated deadlines

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- Responsible for the day-to-day vendor relationship management, obtaining approvals for all vendor invoices, general ledger coding, and processing functions related to Accounts Payable

- Responsible for submitting all expense accruals

- Responsible for the management, training, and supervision of the Traffic

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to; revenue recognition, cash control, credit and collections, and employee compensation

- Responsible for daily cash deposit management and reporting, using the Company's centralized lockbox banking system and web-based reporting tool.

- Processing credit card payments

- Responsible for the protection against property losses and potential liabilities

- Providing information to comply with Sales & Use Tax reporting per corporate instruction

- Monitor and administer trade accounting functions.

- Preparation of all commissions related to billing and collections for

both the national rep firm and the local sales staff

- Maintenance of files related to leases and contracts for the market

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month Accounts Receivable close. Also responsible for Accounts Receivable



maintenance and credit & collections analysis

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Ability to work accurately in meeting deadlines. Ability to multi-task, organize and prioritize. Understanding and use of standard office equipment (i.e., copier and fax machine). Able to work some evening and weekend hours.

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"If you've never worked in sports broadcasting before, these guys will get you the necessary experience and training you'll need for your first job. Strongly recommended".

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Mike Patrick -webmaster

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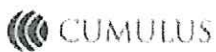
Sue E. Stoner

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**From:** Sue E. Stoner  
**Sent:** Wednesday, March 22, 2017 4:51 PM  
**To:** 'jobposter@yourcba.com'  
**Subject:** Please post our position  
**Attachments:** BUSINESS MANAGER Position.doc

Can you please post this position on your website? Thanks in advance.

Sue Stoner  
Business Manager-Fresno  
Cumulus Media  
559-490-5816  
Fax 559-490-4181  
[Sue.Stoner@cumulus.com](mailto:Sue.Stoner@cumulus.com)



CBA



## Company Overview

### Description

We own five radio stations in the Central Valley. Our number one station is KMJ AM which is our News/Talk station, KSKS which is our country station, KMGV is our Oldies station and KWYE which is young adult Hot AC station. If you are looking for a career in broadcasting, this is where you start.

### Contact Info

**Website:** www.cumulus.com  
**Email:** sue.stoner@cumulus.com  
**Phone:** 559-490-5816  
**Alternate Phone:**

### Primary Location

1071 W. Shaw Ave  
Fresno, California 93711

## Company Details

## Locations & Contacts







## Our Job Postings

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2 items  1 of 1

Job Title	Posted Date	Expires	Updated By	Actions
Business Manager	22-Mar-2017	15-Apr-2017	Stoner, Sue Ellen	  
Fresno KSKS Country Program Director	07-Feb-2017	31-Mar-2017	Stoner, Sue Ellen	  

Show 10 Results ▾

2 items  1 of 1

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- Multi-level marketing, direct sales, or network marketing opportunities
- Commission-only positions that do not offer medical benefits
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## Job Postings

**Job #4966605 has been posted successfully.**

Listed below are the jobs that you have posted to **Fresno Pacific University**.

**On Hold:** not yet reviewed; displayed on a pink background

**Pending:** reviewed and approved; scheduled to become Active on a future date


**Under Review:** additional information is needed for approval

**Active:** reviewed and approved; visible to job seekers


**Expired:** Expiration Date has been reached; no longer visible to job seekers; displayed in red text

**Not Approved:** reviewed but not approved for display to job seekers

Click the **Job ID** to view a posting as job seekers will see it.

Click on the  icon to Edit a job posting.

Click on the  icon to Expire an active job posting.

Click on the  icon to Repost a job posting.

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### On Hold

#### Business Manager

Job ID	Job Type	Deadline	
<a href="#">4966605</a>	Full Time	04/21/2017	 

### Expired

#### Promotions Assistant/Remote Tech

Job ID	Job Type	Deadline	
<a href="#">4852752</a>	Full Time	02/08/2017	

#### Chief Engineer

Job ID	Job Type	Deadline	
<a href="#">4806752</a>	Full Time	12/28/2016	

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Sue E. Stoner

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**From:** Sue E. Stoner  
**Sent:** Tuesday, March 14, 2017 12:28 PM  
**To:** BM  
**Subject:** Please Post  
**Attachments:** BUSINESS MANAGER - website ad from Colby - USE THIS ONE FOR CLEAR COMPANY SITE.doc

Sue Stoner  
Business Manager-Fresno  
Cumulus Media  
559-490-5816  
Fax 559-490-4181  
[Sue.Stoner@cumulus.com](mailto:Sue.Stoner@cumulus.com)



**Sue E. Stoner**

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**From:** Sue E. Stoner  
**Sent:** Wednesday, March 22, 2017 5:22 PM  
**To:** dclark@beonair.com  
**Subject:** Please Post our position for Business Manager  
**Attachments:** BUSINESS MANAGER Position.doc

*Can you reply and let me know you received this?*

**Sue Stoner**  
**Business Manager-Fresno**  
**Cumulus Media**  
**559-490-5816**  
**Fax 559-490-4181**  
**[Sue.Stoner@cumulus.com](mailto:Sue.Stoner@cumulus.com)**





the 1990s, the number of people in the UK who are aged 65 and over has increased from 10.5 million to 13.5 million (10.5 million in 1990, 11.5 million in 1995, 12.5 million in 2000, 13.5 million in 2005).

There are a number of reasons for this increase. One of the main reasons is that people are living longer. The life expectancy at birth in the UK is 77 years for men and 81 years for women. This is an increase from 72 years for men and 76 years for women in 1950.

Another reason for the increase is that more people are staying in the UK. In 1990, there were 10.5 million people aged 65 and over in the UK. In 2005, there were 13.5 million people aged 65 and over in the UK. This is an increase of 3 million people.

The increase in the number of people aged 65 and over in the UK is a result of a combination of factors. One of the main factors is that people are living longer. The life expectancy at birth in the UK is 77 years for men and 81 years for women. This is an increase from 72 years for men and 76 years for women in 1950.

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19529

Radio is exciting, and you can be part of it. We're looking for qualified candidates to join our sales team. If you're energetic, enjoy fast-paced workdays, and are striving to earn a higher income, your path to the next level starts here, on the Radio. You'll work directly with local business owners, showing them how our radio stations can help attract new customers to their business. To arrange an interview with Sales Manager Darrell Jennings call 490-4134 or visit Cumulus dot com and click, "work here" to fill out an application.

disclaimer/ read fast: Cumulus Media is an Equal Opportunity Employer.

19530

Radio is exciting, and you can be part of it. We're looking for qualified candidates to join our sales team. If you're energetic, enjoy fast-paced workdays, and are striving to earn a higher income, your path to the next level starts here, on the Radio. You'll work directly with local business owners, showing them how our radio stations can help attract new customers to their business. To arrange an interview with Sales Manager Darrell Jennings call 490-4134 or visit Cumulus dot com and click, "work here" to fill out an application.

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**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Date	Cart #	Product	Order/Line /Contract	Copy	Time	Len	Net Rate
<b>Order: 19529</b>							
Mon, 08/01/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:13AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:30AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:40PM	30	0.00
Tue, 08/02/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:13AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:32PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:54PM	30	0.00
Wed, 08/03/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:55PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:13PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:54PM	30	0.00
Thu, 08/04/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:53AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:32PM	30	0.00
Fri, 08/05/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:40AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:40PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:12PM	30	0.00
Sat, 08/06/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:28AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:13PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:40PM	30	0.00
Sun, 08/07/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:12PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:55PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:24PM	30	0.00
Mon, 08/08/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:12AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:55PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:39PM	30	0.00
Tue, 08/09/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:32PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:31PM	30	0.00
Wed, 08/10/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:55AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:32PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:13PM	30	0.00
Thu, 08/11/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:53AM	30	0.00



**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Thu, 08/11/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:43PM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:55PM	30	0.00
Fri, 08/12/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:13AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:13PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:28PM!	30	0.00
Sat, 08/13/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:53AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:40PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:39PM	30	0.00
Sun, 08/14/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:53AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:31PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:54PM	30	0.00
Mon, 08/15/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:39PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:39PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:12PM	30	0.00
Tue, 08/16/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:53AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:32PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:40PM	30	0.00
Wed, 08/17/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:47AM!	30	0.00
Thu, 08/18/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:39AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:32AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:43PM!	30	0.00
Fri, 08/19/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:48AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:23AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:49PM	30	0.00
Sat, 08/20/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:42AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:25AM	30	0.00
Sun, 08/21/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:48AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:24PM	30	0.00



**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Mon, 08/22/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:48PM	30	0.00
Tue, 08/23/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:50PM	30	0.00
Wed, 08/24/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:58AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:49PM	30	0.00
Thu, 08/25/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:26AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:25PM	30	0.00
Fri, 08/26/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:29AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:42AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:46AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:25PM	30	0.00
Sat, 08/27/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:25PM	30	0.00
Sun, 08/28/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:25PM	30	0.00
Mon, 08/29/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:42AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:48PM	30	0.00
Tue, 08/30/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:33AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:24PM	30	0.00
Wed, 08/31/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:49PM	30	0.00
Thu, 09/01/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:49PM	30	0.00



**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Fri, 09/02/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:28AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:49PM	30	0.00
Sat, 09/03/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:27AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:25PM	30	0.00
Sun, 09/04/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:49AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:24PM	30	0.00
Mon, 09/05/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:47PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:22PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:46PM	30	0.00
Tue, 09/06/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:26AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:49PM	30	0.00
Wed, 09/07/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:49AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:25AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:25PM	30	0.00
Thu, 09/08/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:25PM	30	0.00
Fri, 09/09/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:46AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:29AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:50PM	30	0.00
Sat, 09/10/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:25AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:50PM	30	0.00
Sun, 09/11/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:25AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:24PM	30	0.00
Mon, 09/12/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:42AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:48AM	30	0.00



### Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17

Mon, 09/12/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:48PM	30	0.00
Tue, 09/13/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:49PM	30	0.00
Wed, 09/14/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:46AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:46AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:24AM!	30	0.00
Thu, 09/15/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:44AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:31AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:49AM!	30	0.00
Fri, 09/16/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:25AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:49PM	30	0.00
Sat, 09/17/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:49PM	30	0.00
Sun, 09/18/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:07PM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:19PM!	30	0.00
Mon, 09/19/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:23PM	30	0.00
Tue, 09/20/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:45AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:50AM	30	0.00
Wed, 09/21/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:31AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:25AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:50AM	30	0.00
Thu, 09/22/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:47AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:25AM!	30	0.00
Fri, 09/23/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:28AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:50AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:25PM	30	0.00



**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Sat, 09/24/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:27AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:27AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:24PM	30	0.00
Sun, 09/25/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:54PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:25PM	30	0.00
Mon, 09/26/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:50PM	30	0.00
Tue, 09/27/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:45AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:13AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:25PM	30	0.00
Wed, 09/28/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:26AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:46AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:27AM!	30	0.00
Thu, 09/29/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:24PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:23PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:48PM	30	0.00
Fri, 09/30/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:26AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:50PM	30	0.00
Sat, 10/01/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:23PM	30	0.00
Sun, 10/02/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:02PM!	30	0.00
Mon, 10/03/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:47AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	1:49PM	30	0.00
Tue, 10/04/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	8:44AM	30	0.00



**Cumulus-Fresno KMGV-FM / Mid - Mid Spot Times by Order Number, 8/1/16 - 01/1/17**

Tue, 10/04/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	7:24PM	30	0.00
Wed, 10/05/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:49AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:25AM!	30	0.00
Thu, 10/06/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:51AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:26PM	30	0.00
Fri, 10/07/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:42AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:52AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:50PM	30	0.00
Sat, 10/08/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:49AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:50AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:25PM	30	0.00
Sun, 10/09/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	12:49PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:53PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:07PM!	30	0.00
Mon, 10/10/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:24AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	4:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	9:49PM	30	0.00
Tue, 10/11/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	2:42AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:43AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:49PM	30	0.00
Wed, 10/12/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	11:25AM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:25PM	30	0.00
Thu, 10/13/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	5:51AM!	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	10:49PM	30	0.00
Fri, 10/14/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	3:50PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:25PM	30	0.00
	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:49PM	30	0.00
Sat, 10/15/2016	6154	KMGV Job Recruitment / 19529	19529/1676 00/	DARRELL JENNINGS JOB RECRUITMENT	6:49AM	30	0.00

**Documentation Relating to  
2015-2016 Job Vacancies**





The Power of Radio is hiring!

Cumulus Media's Fresno location is offering a great opportunity to learn the financial side of the radio broadcasting industry as an **Assistant Business Manager**. Our ideal candidate should possess an extremely good work ethic, be a self-starter, and highly organized with the ability to work in a fast-paced office environment.

**Who we are:**

Cumulus Fresno currently features 5 stations in the Fresno metro area and 8 surrounding counties. At Cumulus Fresno we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Cumulus owns and operates 460 radio stations in 94 U.S. markets, as well as Westwood One Networks, serving over 10,000 stations worldwide. Over 225 million people per week engage with a Cumulus or Westwood One asset making it an exciting and unique career opportunity! We are constantly creating new windows for success and strive to provide world class tools to help you succeed and reach your full potential as an employee. More recently, Cumulus is the proud creator of NASH- an exciting new lifestyle and entertainment brand targeting over 90 million country music fans nationwide.

**Our Opportunity:**

The Assistant Business Manager position is a full time, salaried, administrative position. Experience should include knowledge of HR and accounting functions (AP, AR, Payroll, etc.), all Microsoft Office applications, and credit & collections. This individual will be responsible for preparing and printing a variety of reports for the market, invoice distribution to various clients and advertising agencies, posting cash payments, assisting with month-end close, and general business office related tasks. Other responsibilities include but are not limited to the following:

- Responsible for assisting the Business Manager with all business office duties as assigned by the Business Manager.
- Assist with the maintenance of all files including those related to leases and contracts for the market.
- Assist with monitoring and administration of all trade accounting functions.
- Responsible for assisting as needed for the monthly financial close and submission of information to the corporate office by stated deadlines.
- Assisting the Business Manager with Corporate requests, audit request & budget preparation.
- Assisting with Accounts Payable as it relates to the day-to-day vendor relationship management, obtaining approvals for all vendor invoices, general ledger coding, and processing functions.
- Work closely with Business Manager to ensure adherence to the various components of the Company's internal accounting controls and policies, including but not limited to; revenue recognition, cash control, credit and collections, and employee compensation.
- Assist with payroll preparation if necessary.
- Assist with administration of employee benefit plans, including but not limited to 401(k), medical insurance, and dental insurance as necessary.

- Assist with maintenance of the EEO program, FCC related reports and hiring procedures.
- Assist Market Manager and other department heads as requested by the Business Manager.

**Qualifications/Requirements:**

- 2 plus years of experience as an Assistant required
- Strong computer skills and working knowledge of Microsoft Office
- Ability to multi-task
- Excellent verbal and written communication skills
- Proficient in all aspects of accounting
- Good at problem solving and prioritizing
- Great team player

**What we Offer:**

- Cumulus offers an opportunity to embark on a career with the fastest growing media company in the U.S.
- Recognition and reward for outstanding performance.
- Competitive pay and the ability to increase income.
- Benefits, vacation, and paid holidays offered for all full time employees.
- Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage.

**Cumulus is an Equal Opportunity Employer.**

For immediate consideration, please email resumes to [sue.stoner@cumulus.com](mailto:sue.stoner@cumulus.com).

**No phone calls Please.**





Home Account Calendar Profile Jobs On Campus Recruiting (OCR) Events

Welcome, Stephanie Whitaker.

Stephanie Whitaker @ Cumulus Media

Log Out

### job postings

Job Title	ID	Description	Multiple School Posting	Type	Major (s)	Start	End	Approved	Options
Assistant Business Manager	31711	Cumulus Media's Fresno location is offering a great opportunity to learn the financial side of ...	»	Full Time		February 02, 2016	February 16, 2016	»	Deactivate
General Sales Manager	31222	Job Description – Fresno, CA Cumulus is on the lookout for an exceptional General Sales ...	»	Full Time		January 12, 2016	January 31, 2016	»	Deactivate



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## Stephanie Lee

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**From:** csufresno-csm@symplicity.com  
**Sent:** Tuesday, February 02, 2016 5:16 PM  
**To:** Stephanie Lee  
**Subject:** BulldogLink Free Job Posting - Approval Required (Non OCR)

February 02, 2016, 5:15 pm

Dear Stephanie Whitaker:

Thank you for submitting your new "Assistant Business Manager" job posting request. Your request has been received, and is currently being reviewed. A confirmation email will be sent to your Primary Contact when the request is approved (**24 to 72 hours**). Until the request is approved, you may review your request and make changes as necessary.

- You have elected to receive resumes via: email.

### **CONTACT INFO FOR QUESTIONS, FEEDBACK AND CONCERNS:**

Career Services  
559-278-2381  
[recruiting@csufresno.edu](mailto:recruiting@csufresno.edu)



Home Account Calendar Profile Jobs On Campus Recruiting (OCR) Events

Stephanie Whitaker @ Cumulus Media Log Out

## job postings

Please Note: On-Campus Recruiting (OCR) positions should be entered in the On-Campus Recruiting (OCR) section.

Student Views:0

Submit Cancel

\* indicates a required field

### RELATED RESOURCES

Internships Paper

### Position Information

**Display Contact Information To Students:** If checked, please provide information in 'Contact Information' field

**Restrict Applications:** Choosing "yes" will restrict applications for this position to only those students who meet the screening criteria you set  
 yes  no

- Position Type\*:**
- Part Time
  - Full Time
  - Internship (Paid)
  - On Campus Job (Non Federal Work Study)
  - Federal Work Study Job (Approved by Fresno State Financial Aid)
  - Scholarship
  - Graduate Assistant (Fresno State)
  - Fellowship
  - Externship
  - Temporary
  - Commission
  - Fall
  - Winter
  - Spring
  - Summer
  - Volunteer (only Government & Non-Profit Agencies)
  - Scholars Service Grant (SSG)
  - Project
  - Co-op (Full-Time Internship-Six months or longer)
  - Student Employment
  - Community Service Scholarship Program
  - ARC Service Learning
  - ARC Internship & Research Opportunities

**Title\*:** Assistant Business Manager

**Job Description\*:** Cumulus Media's Fresno location is offering a great opportunity to learn the financial side of the radio broadcasting industry as an Assistant Business Manager. Our ideal candidate should possess an extremely good work ethic, be a self-starter, and highly organized with the ability to work in a fast-paced office environment.

Who we are:  
 Cumulus Media currently features 5 stations in the Fresno

**Job Function:**

**Resume Submission Option\*:** Choose how you would like to receive student resumes for non-ocr positions.  
 E-mail  Accumulate Online  Other (enter below)

**Additional Documents:** Which additional documents do you request for non-ocr positions.  
 Cover Letter  Unofficial Transcript  Other Documents

**Requested Document Notes:** Special instructions regarding requested documents.

**Posting Date\*:** (Job announcement will be posted on this date.)  
 2016-02-02       

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**Expiration Date\*:** (Job announcement will be removed on this date.)  
 2016-02-16       

---

**Work Authorization:** Please enter the desired work authorization.  
 US Citizen      
 Permanent Resident  
 F-1 Visa   

---

**Default email address for resumes:** Enter an email address to which submitted non-ocr resumes will be sent if desired.  
 sue.stoner@cumulus.com

---

**Hourly Wage/Pay/Salary\*:** DOE

---

**Salary or Annual Pay Range:**

---

**Location:**  
 Location  
**Nation Wide\***  
 yes     no  
**City\***  
 Enter the City  
 Fresno  
**State/Province\***  
 Enter the State/Province  
 California      
**Country\***  
 Enter the Country  
 United States   

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**Attachment(s):**   

---

**Degree Level:**  
 Pursuing Bachelors (Undergrad)  
 Bachelors      
 Masters  
 Doctorate  
 Certificate   

---

**Desired Start Date:**       

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**Requisition #:**

---

**Duration:**

---

**Approximate Hours Per Week:**

---

**Travel Percentage:**

---

**Qualifications:**

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## Assistant Business Manager

Date Job Last Listed

Employer Cumulus Media

Job Type Full Time (Off Campus)

Employer Type Off Campus

Category Accounting Assistant

Job Description

Cumulus Media's Fresno location is offering a great opportunity to learn the financial side of the radio broadcasting industry as an Assistant Business Manager. Our ideal candidate should possess an extremely good work ethic, be a self-starter, and highly organized with the ability to work in a fast-paced office environment. Who we are: Cumulus Fresno currently features 5 stations in the Fresno metro area and 8 surrounding counties. At Cumulus Fresno we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success. Cumulus owns and operates 460 radio stations in 94 U.S. markets, as well as Westwood One Networks, serving over 10,000 stations worldwide. Over 225 million people per week engage with a Cumulus or Westwood One asset making it an exciting and unique career opportunity! We are constantly creating new windows for success and strive to provide world class tools to help you succeed and reach your full potential as an employee. More recently, Cumulus is the proud creator of NASH- an exciting new lifestyle and entertainment brand targeting over 90 million country music fans nationwide. Our Opportunity: The Assistant Business Manager position is a full time, salaried, administrative position. Experience should include knowledge of HR and accounting functions (AP, AR, Payroll, etc.), all Microsoft Office applications, and credit & collections. This individual will be responsible for preparing and printing a variety of reports for the market, invoice distribution to various clients and advertising agencies, posting cash payments, assisting with month-end close, and general business office related tasks. Other responsibilities include but are not limited to the following:

- Responsible for assisting the Business Manager with all business office duties as assigned by the Business Manager.
- Assist with the maintenance of all files including those related to leases and contracts for the market.
- Assist with monitoring and administration of all trade accounting functions.
- Responsible for assisting as needed for the monthly financial close and submission of information to the corporate office by stated deadlines.
- Assisting the Business Manager with Corporate requests, audit request & budget preparation.
- Assisting with Accounts Payable as it relates to the day-to-day vendor relationship management, obtaining approvals for all vendor invoices, general ledger coding, and processing functions.
- Work closely with Business Manager to ensure adherence to the various components of the Company's internal accounting controls and policies, including but not limited to; revenue recognition, cash control, credit and collections, and employee compensation.
- Assist with payroll preparation if necessary.
- Assist with administration of employee benefit plans, including but not limited to 401(k), medical insurance, and dental insurance as necessary.
- Assist with maintenance of the EEO program, FCC related reports and hiring procedures.
- Assist Market Manager and other department heads as requested by the Business Manager.

Qualifications/Requirements: • 2 plus years of experience as an Assistant required • Strong computer skills and working knowledge of Microsoft Office • Ability to multi-task • Excellent verbal and written communication skills • Proficient in all aspects of accounting • Good at problem solving and prioritizing • Great team player

What we Offer: • Cumulus offers an opportunity to embark on a career with the fastest growing media company in the U.S. • Recognition and reward for outstanding performance. • Competitive pay and the ability to increase income. • Benefits, vacation, and paid holidays offered for all full time employees. • Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage. Cumulus is an Equal Opportunity Employer. For immediate consideration, please email resumes to [sue.stoner@cumulus.com](mailto:sue.stoner@cumulus.com). No phone calls Please.

Job Requirements see above

Hours 40.0 hours per week

Time Frame Other

<b>Contact Person</b>	Stephanie R Whitaker
<b>Email Address</b>	sue.stoner@cumulus.com
<b>Work Location</b>	Not Available
<b>Phone Number</b>	Not Available
<b>Fax Number</b>	Not Available

## Stephanie Lee

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**From:** Stephanie Lee  
**Sent:** Tuesday, February 02, 2016 5:13 PM  
**To:** anash@it-email.com; 'meganh@usc.edu'; Karin Collins (karin.collins@fresnocitycollege.edu); Don Clark (dclark@beonair.com); Terry Cuff (tcuff@beonair.com); patricia.gutierrez@sjvc.edu  
**Subject:** New Career Opportunity  
**Attachments:** ABM Fresno.pdf

Please post the attached career opportunity.

Thanks!

### Stephanie Lee (Whitaker)

Cumulus Media | Sales Assistant  
KSKS-FM | KMJ NOW | KMGV-FM | KWYE-FM  
p: 559.490.5978 | f: 559.490.5944  
1071 West Shaw Ave. | Fresno, CA 93711

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#### Cumulus Media Email Policy

PLEASE NOTE: This message contains confidential information and is intended only for the individual(s) named. Employees of Cumulus Media Inc. and its subsidiaries are prohibited from forwarding this email or otherwise disclosing the contents of this email, or any portion thereof, to any third party, including any non-employee of the respective companies. Failure of an employee to comply with this policy will result in disciplinary action up to and including immediate termination of employment.



## Cumulus Media, Inc. - Stephanie Whitaker

---

**FROM:** POSTMASTER

**SENT:** Tuesday, February 2, 2016 5:24:00 PM

**TO:** Cumulus Media, Inc. - Stephanie Whitaker

**SUBJECT:** New Job Order Completed

The following Job Order(s) have been added to the CalJOBS.

Job(s) information:

Job #: 14670851

Job Title: Assistant Business Manager

Current Status: Veteran Hold

This is an automated email notification. Please do not respond.

**Job Order: 14670851 - Assistant Business Manager**

**What would you like to do next?**



[Search for Candidates that are a good match for this Job](#)

This option will allow you to search for online resumes based on your job order's information.



[Edit this job](#)

This option will enable you to edit your newly created Job.



[View all your Job Orders](#)

This option will allow you to review and modify all your job orders



[Add Another Job Order](#)

This option will take you to the Job Order wizard to create and post a job on the virtual OneStop system.



[Return to your Dashboard](#)

Use this option to navigate to your dashboard page and manage jobs, search for candidates, create a candidate search alert (Virtual Recruiter), search available labor market information, schedule appointments on your calendar and manage your message center.

[\[Job Title and Occupation\]](#) | [\[Location/Work Site of this job\]](#) | [\[Contact Person for this Job\]](#) | [\[Job order information to be displayed online\]](#) | [\[Job Details\]](#) | [\[Job Description\]](#) | [\[Skills\]](#) | [\[Other Skills\]](#) | [\[Hiring Requirements\]](#) | [\[Specialized Requirements\]](#) | [\[Minimum Education, Experience, & Age Requirements\]](#) | [\[Drivers License Requirements\]](#) | [\[Compensation & Hours\]](#) | [\[Benefits Offered\]](#) | [\[Job Application Methods Accepted\]](#) | [\[Job Applicant Information Needed\]](#) | [\[Application Question Set\]](#) | [\[Applicant Notification Method\]](#) | [\[Job Order Upload Options\]](#) | [\[Other Information\]](#) ]

Job Order Number 14670851

### **Job Title and Occupation**

**Job Title:** Assistant Business Manager  
**Occupation:** Executive Secretaries and Executive Administrative Assistants  
 (43601100)  
**Typical Employment Data:** [View Typical Job and Employment Data for Executive Secretaries and Executive Administrative Assistants](#)

[ [Edit Job Title and Occupation](#) ]

### **Location/Work Site of this job**

Cumulus Media, Inc.  
 1071 West Shaw Ave.  
 Fresno , CA 93711  
 US

To change the location of this job order, please click the Select Another Location for this job. If other locations do not exist, you will have the opportunity to add a new location which can then be attached to the job order.

[ [Edit this Location of this Job](#) ] [ [Select Another Location for this Job](#) ]

### **Contact Person for this Job**

Stephanie Whitaker  
 Tel: (559) 490-5978  
 sue.stoner@cumulus.com

[ [Edit Contact Person for this Job](#) ] [ [Select Another Contact Person for this Job](#) ]

### **Job Order Information to be Displayed Online**

**Display online to job seekers:** Yes

Please note that this job will not be displayed in job search results. Job seekers will NOT be able to apply directly online to this job. Only staff will be able to view the job and make referrals. To allow job seekers to view and/or apply online for this job, please click the Yes radio button above.

**Display your company name:** Yes

**Have a local workforce staff member screen your applicants:** No

[ [Edit Job Order Information to be Displayed Online](#) ]





Current Technology skills that are associated with this job

Current Tools that are associated with this job

[ [Edit Skills](#) ]

**Other Skills**

**Special Software/Hardware skills needed**      No

**Other specific skills required:**

[ [Edit Other Skills](#) ]

**Hiring Requirements**

**Test Requirement:**              No test required

[ [Edit Hiring Requirements](#) ]

**Specialized Requirements**

**Minimum Typing Speed:**      None Selected

**Please select the level of security clearance required:**      No Clearance

**Language:**                      None Selected

**Proficiency:** None Selected

[ [Edit Specialized Skills Requirements](#) ]

#### Minimum Education, Experience, & Age Requirements

**Minimum education required:** High School Diploma or Equivalent

**Typical Education Required:** [View Typical Education Requirements for Executive Secretaries and Executive Administrative Assistants](#)

**Minimum Months of Experience in Selected Occupation:** 1

**Typical Experience Required:** [View Typical Work Experience Requirements for Executive Secretaries and Executive Administrative Assistants](#)

[ [Edit Minimum Education, Experience, & Age Requirements](#) ]

#### Drivers License Requirements

**Is this job accessible by public transportation?** Yes

**Is a driver's license required for this position?** No

[ [Edit Drivers License Requirements](#) ]

#### Compensation and Hours

Salary requirements are visible to job seekers

**Minimum Salary:** \$ 0.00

**Maximum Salary:**

**Basis for unit of salary/pay:** Other

**Typical Labor Market Rates:** [View Typical Labor Market Rates for Executive Secretaries and Executive Administrative Assistants](#)

**Pay Comments:** DOE (Depends on Experience)

**Is Supplemental Compensation offered?** No

**Hours Per Week:** Hours are Specific

**Hours:** 40

**Shift:** Day

[ [Edit Compensation & Hours](#) ]

#### Benefits Offered

**Benefits offered for this job:** Benefits provided outlined below

- Medical



- Dental
- Life Insurance
- Vision
- Vacation
- Holidays
- Sick Leave
- 401K

A brief description of other benefits you may offer:

[ [Edit Benefits Offered](#) ]

#### Job Application Methods Accepted

Check the methods that individuals may use to apply for this job:

- Via Email (sue.stoner@cumulus.com)

[ [Edit Job Application Methods Accepted](#) ]

#### Job Applicant Information Needed

Items Required:

- Employment History
- Education History
- Contact Information

[ [Edit Job Applicant Information Needed](#) ]

#### Application Question Set

Application Question Set: (This job does not have a question set tied to it.)

[ [Edit Application Question Set](#) ]

#### Applicant Notification Method

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

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

[ [Edit Applicant Notification Method](#) ]

#### Job Order Upload Options

Which sites would you like to upload your job to?

[ [Edit Job Order Upload Options](#) ]




#### Other Information

**Is this a Green Job?** No  
**Are you a Federal Contractor?** No  
**Does a court ordered affirmative action plan require posting this job order?** No  
**Is this job order for an Enterprise Zone?** No  
**Is this a mandatory job order being filed in connection with an application to the Department of Labor to employ H-2B, temporary non-agricultural, guest workers in the United States?** Not Specified

[ [Edit Other Information](#) ]

[ [Job Title and Occupation](#) | [Location/Work Site of this job](#) | [Contact Person for this Job](#) | [Job order information to be displayed online](#) | [Job Details](#) | [Job Description](#) | [Skills](#) | [Other Skills](#) | [Hiring Requirements](#) | [Minimum Education, Experience, & Age Requirements](#) | [Drivers License Requirements](#) | [Compensation & Hours](#) | [Benefits Offered](#) | [Job Application Methods Accepted](#) | [Job Applicant Information Needed](#) | [Application Question Set](#) | [Applicant Notification Method](#) | [Job Order Upload Options](#) | [Other Information](#) ]

[ [View Applicants](#) | [Preview Job](#) | [Search Candidate\(s\)](#) | [Create Template](#) ]

[  [Delete Job Order](#) |  [Copy Job Order](#) |  [Print Job Order](#) ]

## Stephanie Lee

---

**From:** Stephanie Lee  
**Sent:** Tuesday, February 02, 2016 5:15 PM  
**To:** Sue E. Stoner  
**Subject:** Cumulus Fresno ABM  
**Attachments:** ABM Fresno.pdf

Please send the attached to BM's.

Thanks!

### Stephanie Lee (Whitaker)

Cumulus Media | Sales Assistant  
KSKS-FM | KMJ NOW | KMGV-FM | KWYE-FM  
p: 559.490.5978 | f: 559.490.5944  
1071 West Shaw Ave. | Fresno, CA 93711

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## Job Posting Sales Assistant

- POSITION:** Sales Administrative Assistant
- LOCATION:** 1071 West Shaw Ave. Fresno, CA 93711
- JOB SUMMARY:** The Sales Assistant supports the efforts of the Sales Department, Market Manager and Business Department. Key Responsibilities include, but are not limited to:
- Assist Market Manager and Sales Manager on a daily basis
  - Prepare and assemble sales reports and sales presentations
  - Create, manage and maintain sales materials
  - Backup for Sales Reps as needed to input orders/traffic/copy
  - Manages the input and coordination of Sweet Deal Half Off Program
  - Additional duties as designated by the Market Manager/GSM/BM related to sales or administrative functions
  - Assist Traffic Managers as needed
  - Backup the Receptionist with lunches and time off

**SKILLS & REQUIREMENTS:** The successful candidate will possess strong computer skills, work ethic, attention to detail, strong organizations skills, excellent interpersonal skills, a demonstrated ability to work under deadlines with minimal supervision and a friendly and helpful attitude are essential. Strong analytical skills, professional demeanor and proven ability to multi-task. Must be proficient in Microsoft Suite including Excel, Power Point and Word. Will be expected to become proficient in company software programs needed in order to fulfill responsibilities.

**CONTACT TO APPLY:** Sue Stoner, Business Manager  
[sue.stoner@cumulus.com](mailto:sue.stoner@cumulus.com)

**APPLY:** Please submit resume and cover letter including salary requirements

**POSTING DATES:** 3/25/16 until filled

Cumulus offers a Competitive Pay and a Benefits Package that includes Medical, Dental and Vision Insurance. Health Savings Account with 30% Company Match. 401k Retirement Savings Plan with 25% Company Match. Paid Vacation and Sick Leave. Cumulus is an Equal Opportunity Employer.





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Welcome, Stephanie Whitaker.

Stephanie Whitaker @ Cumulus Media

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## job postings

Job Title	ID	Description	Multiple School Posting	Type	Major(s)	Start	End	Approved	Options
Assistant Business Manager	31711	Cumulus Media's Fresno location is offering a great opportunity to learn the financial side of ...	☒	Full Time		February 02, 2016	February 16, 2016	☑	Deactivate
General Sales Manager	31222	Job Description – Fresno, CA Cumulus is on the lookout for an exceptional General Sales ...	☒	Full Time		January 12, 2016	January 31, 2016	☑	Deactivate
KMJ News Anchor/Reporter	32248	CENTRAL CALIFORNIA'S NEWSTALK 580/105.9 KMJ HAS A RARE OPPORTUNITY FOR AN EXPERIENCED NEW...	☒	Full Time		February 25, 2016	March 10, 2016	☑	Deactivate
Sales Assistant	32520	JOB SUMMARY: The Sales Assistant supports the efforts of the Sales Department, Market Manager an...	☒	Full Time		March 14, 2016	March 25, 2016	☑	Deactivate



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## Stephanie Lee

---

**From:** csufresno-csm@symplicity.com  
**Sent:** Monday, March 14, 2016 12:39 PM  
**To:** Stephanie Lee  
**Subject:** BulldogLink Free Job Posting - Approval Required (Non OCR)

March 14, 2016, 12:39 pm

Dear Stephanie Whitaker:

Thank you for submitting your new "Sales Asssistant" job posting request. Your request has been received, and is currently being reviewed. A confirmation email will be sent to your Primary Contact when the request is approved (**24 to 72 hours**). Until the request is approved, you may review your request and make changes as necessary.

- You have elected to receive resumes via: email.

### **CONTACT INFO FOR QUESTIONS, FEEDBACK AND CONCERNS:**

Career Services  
559-278-2381  
[recruiting@csufresno.edu](mailto:recruiting@csufresno.edu)



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## Sales Assistant

**Date Job Last Listed**

**Employer**          Cumulus Media

**Job Type**          Full Time (Off Campus)

**Employer Type**      Off Campus

**Category**          Broadcasting

**Job Description**

**JOB SUMMARY:** The Sales Assistant supports the efforts of the Sales Department, Market Manager and Business Department. Key Responsibilities include, but are not limited to: • Assist Market Manager and Sales Manager on a daily basis • Prepare and assemble sales reports and sales presentations • Create, manage and maintain sales materials • Backup for Sales Reps as needed to input orders/traffic/copy • Manages the input and coordination of Sweet Deal Half Off Program • Additional duties as designated by the Market Manager/GSM/BM related to sales or administrative functions • Assist Traffic Managers as needed • Backup the Receptionist with lunches and time off

**SKILLS & REQUIREMENTS:** The successful candidate will possess strong computer skills, work ethic, attention to detail, strong organizations skills, excellent interpersonal skills, a demonstrated ability to work under deadlines with minimal supervision and a friendly and helpful attitude are essential. Strong analytical skills, professional demeanor and proven ability to multi-task. Must be proficient in Microsoft Suite including Excel, Power Point and Word. Will be expected to become proficient in company software programs needed in order to fulfill responsibilities. **CONTACT TO APPLY:** Sue Stoner, Business Manager sue.stoner@cumulus.com **APPLY:** Please submit resume and cover letter including salary requirements

**Job Requirements**    see above

**Hours**                40.0 hours per week

**Time Frame**        Other

**Contact Person**    Stephanie R Whitaker

**Email Address**     Not Available

**Work Location**     Not Available

**Phone Number**     Not Available

**Fax Number**        Not Available

## Stephanie Lee

---

**From:** karin.collins@fresnocitycollege.edu  
**Sent:** Monday, March 14, 2016 12:46 PM  
**To:** Stephanie Lee  
**Subject:** RE: Sales Assistant

Congratulations! Your job has been approved to be listed on the web site.



## Stephanie Lee

---

**From:** Stephanie Lee  
**Sent:** Monday, March 14, 2016 12:50 PM  
**To:** anash@it-email.com; 'meganh@usc.edu'; Karin Collins (karin.collins@fresnocitycollege.edu); Don Clark (dclark@beonair.com); Terry Cuff (tcuff@beonair.com); patricia.gutierrez@sjvc.edu; 'ebackowski@sbcglobal.net'  
**Subject:** New Career Opportunity  
**Attachments:** Sales Assistant 3-2016.pdf

Hi All,

We have a new career opportunity for you to post.

Also, I wanted to let you know that I will be leaving Cumulus Media effective March 30<sup>th</sup> (this posting is actually for my job!) moving on to new adventures at Fresno Pacific University. It has been a pleasure working with you all over the years.

Thanks and Happy Trails,

### Stephanie Lee (Whitaker)

Cumulus Media | Sales Assistant  
KSKS-FM | KMJ NOW | KMGV-FM | KWYE-FM  
p: 559.490.5978 | f: 559.490.5944  
1071 West Shaw Ave. | Fresno, CA 93711

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## Stephanie Lee

---

**From:** Stephanie Lee  
**Sent:** Monday, March 14, 2016 12:50 PM  
**To:** Sue E. Stoner  
**Subject:** Please send to BM's  
**Attachments:** Sales Assistant 3-2016.pdf

Thanks so much Sue!

**Job Summary**

Job #: 14750073

Sales Assistant  
 Cumulus Media, Inc.  
 San Jose, CA - 95122  
 Posted 3/14/2016 on CalJOBS  
 Positions available: 1

Occupation: Sales and Related Workers, All Other

**Job Properties**

Help  
 Wanted

Regular

Duration  
 150+  
 Days

8

**Job Description**

**JOB SUMMARY:** The Sales Assistant supports the efforts of the Sales Department, Market Manager and Business Department. Key Responsibilities include, but are not limited to:

- Assist Market Manager and Sales Manager on a daily basis
- Prepare and assemble sales reports and sales presentations
- Create, manage and maintain sales materials
- Backup for Sales Reps as needed to input orders/traffic/copy
- Manages the input and coordination of Sweet Deal Half Off Program
- Additional duties as designated by the Market Manager/GSM/BM related to sales or administrative functions
- Assist Traffic Managers as needed
- Backup the Receptionist with lunches and time off

**SKILLS & REQUIREMENTS:** The successful candidate will possess strong computer skills, work ethic, attention to detail, strong organizations skills, excellent interpersonal skills, a demonstrated ability to work under deadlines with minimal supervision and a friendly and helpful attitude are essential. Strong analytical skills, professional demeanor and proven ability to multi-task. Must be proficient in Microsoft Suite including Excel, Power Point and Word. Will be expected to become proficient in company software programs needed in order to fulfill responsibilities.

**CONTACT TO APPLY:** Sue Stoner, Business Manager  
 sue.stoner@cumulus.com

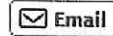
**APPLY:** Please submit resume and cover letter including salary




requirements

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# Career Opportunity



## Job Description – Fresno, CA

Cumulus is on the lookout for an exceptional **General Sales Manager** to help drive the future of local media sales for the markets leading “oldies” station KMGV Mega 97.9 (rhythmic oldies) and the market’s leading AC station, KWYE Y101. We provide our teams with great products to sell, superior training tools, and a sales management system that supports business development and rewards performance. Cumulus encourages innovation and supports effort to drive new business. We want a polished leader that possesses the necessary drive and will to achieve success. We hope to find an extraordinary leader who can continue to build on the successful foundation the current staffs have developed.

### Responsibility:

- Lead a team of 8-10 local account executives.
- Be proficient in developing, implementing and communicating sales strategies and action plans.
- Conceptualize and execute marketing programs and client services.
- Have the ability to recruit, hire, train and motivate the sales team.
- Develop creative packages and find non-traditional dollars.
- Effectively manage pricing and inventory.
- Be organized and capable of managing all duties of the Sales Department.

### Ideal Background:

- Current line management of 10+ sales organization or recently-promoted senior sales leaders.
- Experience should be heavily grounded in out-bound sales activity. Demonstrated “account management” skills will be secondary to demonstrated expertise in new business development.
- Ability to cultivate long lasting customer relationships with mutual residual benefit.

### Requirements:

- 5-10 years of steady progression as a sales leader:
- 2-3 years’ experience as a sales manager or higher. Responsible for strategic account planning and basic understanding of financial statements.
- 5 years’ experience managing an outside b2b sales force in an organization which has a highly structured training program & focused goal-orientation
- Strong understanding of lead generation and account mgmt.
- Must be a recognized top-performer, high-energy/motivating personality with strong goal-orientation and ability to coach/mentor.

To apply, submit your resume by mail to Patty Hixson, VP/General Manager, 1071 West Shaw, Fresno or by email to [patty.hixson@cumulus.com](mailto:patty.hixson@cumulus.com).

Deadline for filing will be January 31, 2016.

No phone calls please.

Cumulus Media is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.





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Welcome, Stephanie Whitaker.

Stephanie Whitaker @ Cumulus Media

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## job postings

Job Title	ID	Description	Multiple School Posting	Type	Major (s)	Start	End	Approved	Options
General Sales Manager	31222	Job Description – Fresno, CA Cumulus is on the lookout for an exceptional General Sales ...	#	Full Time		January 12, 2016	January 31, 2016	#	Deactivate



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**Stephanie Lee**

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**From:** csufresno-csm@symplicity.com  
**Sent:** Tuesday, January 12, 2016 1:48 PM  
**To:** Stephanie Lee  
**Subject:** BulldogLink Free Job Posting - Approval Required (Non OCR)

January 12, 2016, 1:47 pm

Dear Stephanie Whitaker:

Thank you for submitting your new "General Sales Manager" job posting request. Your request has been received, and is currently being reviewed. A confirmation email will be sent to your Primary Contact when the request is approved (**24 to 72 hours**). Until the request is approved, you may review your request and make changes as necessary.

- You have elected to receive resumes via: email.

**CONTACT INFO FOR QUESTIONS, FEEDBACK AND CONCERNS:**

Career Services  
559-278-2381  
[recruiting@csufresno.edu](mailto:recruiting@csufresno.edu)



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## General Sales Manager

**Date Job Last Listed**

**Employer**          Cumulus Media

**Job Type**          Full Time (Off Campus)

**Employer Type**      Off Campus

**Category**          Manager

### Job Description

Job Description – Fresno, CA Cumulus is on the lookout for an exceptional General Sales Manager to help drive the future of local media sales for the markets leading "oldies" station KMGV Mega 97.9 (rhythmic oldies) and the market's leading AC station, KWYE Y101. We provide our teams with great products to sell, superior training tools, and a sales management system that supports business development and rewards performance. Cumulus encourages innovation and supports effort to drive new business. We want a polished leader that possesses the necessary drive and will to achieve success. We hope to find an extraordinary leader who can continue to build on the successful foundation the current staffs have developed. Responsibility: • Lead a team of 8-10 local account executives. • Be proficient in developing, implementing and communicating sales strategies and action plans. • Conceptualize and execute marketing programs and client services. • Have the ability to recruit, hire, train and motivate the sales team. • Develop creative packages and find non-traditional dollars. • Effectively manage pricing and inventory. • Be organized and capable of managing all duties of the Sales Department. Ideal Background: • Current line management of 10+ sales organization or recently-promoted senior sales leaders. • Experience should be heavily grounded in out-bound sales activity. Demonstrated "account management" skills will be secondary to demonstrated expertise in new business development. • Ability to cultivate long lasting customer relationships with mutual residual benefit. Requirements: • 5-10 years of steady progression as a sales leader: • 2-3 years' experience as a sales manager or higher. Responsible for strategic account planning and basic understanding of financial statements. • 5 years' experience managing an outside b2b sales force in an organization which has a highly structured training program & focused goal-orientation • Strong understanding of lead generation and account mgmt. • Must be a recognized top-performer, high-energy/motivating personality with strong goal-orientation and ability to coach/mentor. To apply, submit your resume by mail to Patty Hixson, VP/General Manager, 1071 West Shaw, Fresno or by email to [patty.hixson@cumulus.com](mailto:patty.hixson@cumulus.com). Deadline for filing will be January 31, 2016. No phone calls please. Cumulus Media is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.

**Job Requirements**    See above

**Hours**                40.0 hours per week

**Time Frame**        Other

**Contact Person**    Stephanie R Whitaker

**Email Address**     [patty.hixson@cumulus.com](mailto:patty.hixson@cumulus.com)

**Work Location**     Not Available

**Phone Number**     Not Available

**Fax Number**        Not Available



## Stephanie Lee

---

**From:** Stephanie Lee  
**Sent:** Tuesday, January 12, 2016 1:52 PM  
**To:** anash@it-email.com; 'meganh@usc.edu'; Karin Collins (karin.collins@fresnocitycollege.edu); Don Clark (dclark@beonair.com); Terry Cuff (tcuff@beonair.com); patricia.gutierrez@sjvc.edu; boomerang@creativefresno.com  
**Subject:** New Career Opportunity  
**Attachments:** KMGV-KWYE Sales Manager.pdf

Please post.

Thanks!

### Stephanie Lee (Whitaker)

Cumulus Media | Sales Assistant  
KSKS-FM | KMJ NOW | KMGV-FM | KWYE-FM  
p: 559.490.5978 | f: 559.490.5944  
1071 West Shaw Ave. | Fresno, CA 93711

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**Job Summary**

Job #: 14644373

General Sales Manager

Cumulus Media, Inc.

Fresno, CA - 93711

Posted 1/12/2016 on CalJOBS

Positions available: 1

Occupation: Sales Managers

**Job Requirements**

24



Job Properties

Help  
Wanted

Regular

Duration

150+

Days

**Job Description****Job Description – Fresno, CA**

Cumulus is on the lookout for an exceptional **General Sales Manager** to help drive the future of local media sales for the markets leading "oldies" station KMGV Mega 97.9 (rhythmic oldies) and the market's leading AC station, KWYE Y101. We provide our teams with great products to sell, superior training tools, and a sales management system that supports business development and rewards performance. Cumulus encourages innovation and supports effort to drive new business. We want a polished leader that possesses the necessary drive and will to achieve success. We hope to find an extraordinary leader who can continue to build on the successful foundation the current staffs have developed.

**Responsibility:**

- Lead a team of 8-10 local account executives.
- Be proficient in developing, implementing and communicating sales strategies and action plans.
- Conceptualize and execute marketing programs and client services.
- Have the ability to recruit, hire, train and motivate the sales team.
- Develop creative packages and find non-traditional dollars.
- Effectively manage pricing and inventory.
- Be organized and capable of managing all duties of the Sales Department.

**Ideal Background:**

- Current line management of 10+ sales organization or recently-promoted senior sales leaders.
- Experience should be heavily grounded in out-bound sales activity. Demonstrated "account management" skills will be secondary to demonstrated expertise in new business development.
- Ability to cultivate long lasting customer relationships with mutual residual benefit.

**Requirements:**

- 5-10 years of steady progression as a sales leader:
- 2-3 years' experience as a sales manager or higher. Responsible for strategic account planning and basic understanding of financial statements.
- 5 years' experience managing an outside b2b sales force in an organization which has a highly structured training program & focused goal-orientation
- Strong understanding of lead generation and account mgmt.
- Must be a recognized top-performer, high-energy/motivating personality with strong goal-orientation and ability to coach/mentor.

To apply, submit your resume by mail to Patty Hixson, VP/General Manager, 1071 West Shaw, Fresno or by email to [patty.hixson@cumulus.com](mailto:patty.hixson@cumulus.com).

Deadline for filing will be January 31, 2016.

No phone calls please.

Cumulus Media is an Equal Opportunity Employer that offers a competitive compensation structure that includes full benefits.

---

**Show Additional Job Information**

---



**Stephanie Lee**

---

**From:** Stephanie Lee  
**Sent:** Tuesday, January 12, 2016 1:53 PM  
**To:** Sue E. Stoner  
**Subject:** General Sales Manager  
**Attachments:** KMGV-KWYE Sales Manager.pdf

Sue,

Please send this out to the BM's.

Thanks!  
Stephanie

## Stephanie Lee

---

**From:** Stephanie Lee  
**Sent:** Tuesday, January 12, 2016 2:01 PM  
**To:** 'ebackowski@sbcglobal.net'  
**Subject:** New Career Opportunity  
**Attachments:** KMGV-KWYE Sales Manager.pdf

Please post.

Thanks!

### Stephanie Lee (Whitaker)

Cumulus Media | Sales Assistant  
KSKS-FM | KMJ NOW | KMGV-FM | KWYE-FM  
p: 559.490.5978 | f: 559.490.5944  
1071 West Shaw Ave. | Fresno, CA 93711

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