

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Senior Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Bilingual Veterans Outreach Centers of Mass 719 Tremont Street Boston, Massachusetts 02118 Phone : 617-778-1310 Email : BVOCofMass@yahoo.com Career Services	N	0

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Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0
8	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
10	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
11	Colby Sawyer College 541 Main Street New London, New Hampshire 03281 Phone : 603-526-3766 Email : Ktaylor@colby-sawyer.edu Career Services	Y	0
12	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
13	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : cujcareers@columbia.edu Melissa McLaney	Y	0

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Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Concilio Hispano 105 Windsor Street Cambridge, Massachusetts 02139 Email : info@centrolatino.org Sylvia Saavedra-Keber	N	0
15	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0
16	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
17	Emmanuel College 400 The Fenway Boston, Massachusetts 02115 Phone : 617-735-9930 Email : careerdevelopment@emmanuel.edu Nancy Harrod	Y	0
18	Employee Referral	N	1
19	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
20	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
22	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
24	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0
25	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
26	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
30	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0

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RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
32	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
34	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0
35	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
36	Mount Ida College 777 Dedham Street Newton, Massachusetts 02459 Phone : 617-928-4602 Email : rbrooks@mountida.edu Rob Brooks	Y	0
37	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
39	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0

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Recruitment source referring hiree: Employee Referral

Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
40	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
41	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
43	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
44	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
45	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
47	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0

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Recruitment source referring hiree: Employee Referral
Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
48	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
50	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
51	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
52	The New England Institute of Art 10 Brookline Place West Brookline, Massachusetts 02245 Email : kd Bailey@aia.edu Karen Huyghue	N	0
53	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
54	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0

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Recruitment source referring hiree: Employee Referral

Date of hire: 8/15/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
55	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
56	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
57	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
59	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
60	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
61	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Senior Account Executive

Position: Senior Account Executive

Hire Date: August 15, 2016

This report, generated by Broadcast1Source, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

- Identifies and solicits new business through prospecting and cold calling; builds and maintains a full pipeline of sales prospects.
- Services and grows relationships in existing client base.
- Identifies client/agency needs and develops persuasive proposals to meet needs and opportunities.
- Delivers creative and effective sales presentations.
- Steers clients based on market, platform and station information.
- Maintains client communication and ensures client satisfaction.
- Monitors competition to continually find new account leads.
- Negotiates rates based on iHeartMedia's budgets.
- Works collaboratively with internal partners to drive revenue.

WBWL, WJMN, WKOX, WXKS, WXKS-FM

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

- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.

Qualifications

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

Work Experience

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable

Education

- 4-year college degree, preferably in a related field

Certifications

WBWL, WJMN, WKOX, WXKS, WXKS-FM

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

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Senior-Account-Executive_Req3787

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Senior Account Executive**

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 8/11/2016 11:06:09 AM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 8/11/2016 11:06:10 AM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 8/11/2016 11:06:10 AM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 8/11/2016 11:06:10 AM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 8/11/2016 11:06:11 AM
7	Bilingual Veterans Outreach Centers of Mass E-mail: BVOCofMass@yahoo.com	Sent: 8/11/2016 11:06:21 AM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 8/11/2016 11:09:43 AM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 8/11/2016 11:06:11 AM
12	Clark University E-mail: careers@clarku.edu	Sent: 8/11/2016 11:06:12 AM
13	Colby Sawyer College E-mail: Ktaylor@colby-sawyer.edu	Sent: 8/11/2016 11:06:13 AM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 8/11/2016 11:06:13 AM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 8/11/2016 11:06:14 AM
16	Concilio Hispano E-mail: info@centrolatino.org	Sent: 8/11/2016 11:06:14 AM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 8/11/2016 11:06:15 AM
19	Emerson College E-mail: careers@emerson.edu	Sent: 8/11/2016 11:06:15 AM
20	Emmanuel College E-mail: careerdevelopment@emmanuel.edu	Sent: 8/11/2016 11:06:16 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Senior Account Executive**

RS Number	Recruiting Source	Date and Time
23	Employment and Training Resources Fax: 1-508-766-5790	Sent: 8/11/2016 11:09:43 AM
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 8/11/2016 11:06:16 AM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 8/11/2016 11:06:16 AM
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 8/11/2016 11:06:17 AM
28	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 8/11/2016 11:06:17 AM
37	Keene State College E-mail: aca@keene.edu	Sent: 8/11/2016 11:06:17 AM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 8/11/2016 11:06:17 AM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 8/11/2016 11:06:18 AM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 8/11/2016 11:06:18 AM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 8/11/2016 11:06:19 AM
44	Mount Ida College E-mail: rbrooks@mountida.edu	Sent: 8/11/2016 11:06:19 AM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 8/11/2016 11:06:19 AM
47	NAB Career Center E-mail: hr@nab.org	Sent: 8/11/2016 11:06:20 AM
48	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 8/11/2016 11:06:27 AM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 8/11/2016 11:06:20 AM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 8/11/2016 11:06:21 AM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 8/11/2016 11:06:22 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Senior Account Executive

RS Number	Recruiting Source	Date and Time
53	Salem State College E-mail: career@salemstate.edu	Sent: 8/11/2016 11:06:22 AM
55	Smith College E-mail: eaccess@smith.edu	Sent: 8/11/2016 11:06:22 AM
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 8/11/2016 11:06:23 AM
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 8/11/2016 11:06:23 AM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 8/11/2016 11:06:27 AM
60	The New England Institute of Art E-mail: kdbailey@aia.edu	Sent: 8/11/2016 11:06:18 AM
61	The Work Place Fax: 1-617-428-0380	Sent: 8/11/2016 11:11:11 AM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 8/11/2016 11:06:24 AM
63	U-Mass Dartmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 8/11/2016 11:06:24 AM
64	University of Hartford E-mail: landolina@hartford.edu	Sent: 8/11/2016 11:06:25 AM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 8/11/2016 11:06:25 AM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 8/11/2016 11:06:26 AM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 8/11/2016 11:06:26 AM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 8/11/2016 11:06:26 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Automotive Account Executive

Position: Automotive Account Executive

Hire Date: September 1, 2016

This report, generated by Broadcast1Source, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WBWL, WJMN, WKOX, WXKS, WXKS-FM

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

- Works collaboratively with internal partners to drive revenue.
- Ensures prompt payments.
- Follows all station procedures for preparing orders, resolving billing issues, submitting regular reports regarding sales, pipeline lists, forecasts and competitive analysis.
- Creates effective marketing campaigns in cooperation with iHeartMedia resources.
- Generates revenue and meets/exceeds established sales targets.

Qualifications

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

Work Experience

- 1-2 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable

Education

- 4-year college degree, preferably in a related field

WBWL, WJMN, WKOX, WXKS, WXKS-FM

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

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Automotive-Account-Executive_Req3907-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Automotive Account Executive**

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 8/22/2016 8:59:21 AM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 8/22/2016 8:59:22 AM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 8/22/2016 8:59:22 AM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 8/22/2016 8:59:23 AM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 8/22/2016 8:59:23 AM
7	Bilingual Veterans Outreach Centers of Mass E-mail: BVOCofMass@yahoo.com	Sent: 8/22/2016 8:59:40 AM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 8/22/2016 9:02:34 AM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 8/22/2016 8:59:24 AM
12	Clark University E-mail: careers@clarku.edu	Sent: 8/22/2016 8:59:26 AM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 8/22/2016 8:59:27 AM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 8/22/2016 8:59:27 AM
16	Concilio Hispano E-mail: info@centrolatino.org	Sent: 8/22/2016 8:59:28 AM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 8/22/2016 8:59:28 AM
19	Emerson College E-mail: careers@emerson.edu	Sent: 8/22/2016 8:59:29 AM
20	Emmanuel College E-mail: careerdevelopment@emmanuel.edu	Sent: 8/22/2016 8:59:30 AM
23	Employment and Training Resources Fax: 1-508-766-5790	Sent: 8/22/2016 9:02:28 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Automotive Account Executive**

RS Number	Recruiting Source	Date and Time
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 8/22/2016 8:59:30 AM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 8/22/2016 8:59:31 AM
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 8/22/2016 8:59:31 AM
28	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 8/22/2016 8:59:32 AM
37	Keene State College E-mail: aca@keene.edu	Sent: 8/22/2016 8:59:33 AM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 8/22/2016 8:59:33 AM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 8/22/2016 8:59:34 AM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 8/22/2016 8:59:34 AM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 8/22/2016 8:59:37 AM
44	Mount Ida College E-mail: rbrooks@mountida.edu	Sent: 8/22/2016 8:59:37 AM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 8/22/2016 8:59:38 AM
46	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 8/22/2016 8:59:38 AM
47	NAB Career Center E-mail: hr@nab.org	Sent: 8/22/2016 8:59:39 AM
48	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 8/22/2016 8:59:49 AM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 8/22/2016 8:59:39 AM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 8/22/2016 8:59:40 AM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 8/22/2016 8:59:41 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Automotive Account Executive**

RS Number	Recruiting Source	Date and Time
53	Salem State College E-mail: career@salemstate.edu	Sent: 8/22/2016 8:59:42 AM
55	Smith College E-mail: eaccess@smith.edu	Sent: 8/22/2016 8:59:42 AM
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 8/22/2016 8:59:43 AM
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 8/22/2016 8:59:43 AM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 8/22/2016 8:59:48 AM
60	The New England Institute of Art E-mail: kdbailey@aai.edu	Sent: 8/22/2016 8:59:35 AM
61	The Work Place Fax: 1-617-428-0380	Sent: 8/22/2016 9:04:02 AM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 8/22/2016 8:59:44 AM
63	U-Mass Darmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 8/22/2016 8:59:45 AM
64	University of Hartford E-mail: landolina@hartford.edu	Sent: 8/22/2016 8:59:45 AM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 8/22/2016 8:59:46 AM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 8/22/2016 8:59:46 AM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 8/22/2016 8:59:47 AM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 8/22/2016 8:59:47 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Bilingual Veterans Outreach Centers of Mass 719 Tremont Street Boston, Massachusetts 02118 Phone : 617-778-1310 Email : BVOCofMass@yahoo.com Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0
8	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
10	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
12	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
13	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : kujcareers@columbia.edu Melissa McLaney	Y	0
14	Concilio Hispano 105 Windsor Street Cambridge, Massachusetts 02139 Email : info@centrolatino.org Sylvia Saavedra-Keber	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU
Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
15	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0
16	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
17	Emmanuel College 400 The Fenway Boston, Massachusetts 02115 Phone : 617-735-9930 Email : careerdevelopment@emmanuel.edu Nancy Harrod	Y	0
19	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
20	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
21	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU
Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
24	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0
25	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
26	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
30	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
31	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

**Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU
Date of hire: 9/1/2016**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
32	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
33	LinkedIn - Not Directly Contacted by SEU	N	1
34	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0
35	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
36	Mount Ida College 777 Dedham Street Newton, Massachusetts 02459 Phone : 617-928-4602 Email : rbrooks@mountida.edu Rob Brooks	Y	0
37	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
38	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
40	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
41	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
43	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
44	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
45	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
47	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
48	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
50	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
51	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
52	The New England Institute of Art 10 Brookline Place West Brookline, Massachusetts 02245 Email : kdbailey@aia.edu Karen Huyghue	N	0
53	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
54	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
55	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
56	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
57	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
59	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
60	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Automotive Account Executive

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 9/1/2016

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
61	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU
Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : cujcareers@columbia.edu Melissa McLaney	Y	0
12	Concilio Hispano 105 Windsor Street Cambridge, Massachusetts 02139 Email : info@centrolatino.org Sylvia Saavedra-Keber	N	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU
Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
15	Employee Referral	N	1
16	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
20	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
29	LinkedIn - Not Directly Contacted by SEU	N	1
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
32	Mount Ida College 777 Dedham Street Newton, Massachusetts 02459 Phone : 617-928-4602 Email : rbrooks@mountida.edu Rob Brooks	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
45	The New England Institute of Art 10 Brookline Place West Brookline, Massachusetts 02245 Email : kdbailey@aia.edu Karen Huyghue	N	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Traffic Coordinator

Recruitment source referring hiree: LinkedIn - Not Directly Contacted by SEU

Date of hire: 1/30/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
49	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

Position: Traffic Coordinator

Hire Date: January 30, 2017

This report, generated by BroadcastSource, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

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

iHeartMedia Stations

Job Summary:

Deploys commercial advertising -- configuring, monitoring, analyzing, and optimizing online and stream ad campaigns, utilizing emerging technology, applying campaign strategy, and providing unsurpassed customer service.

Responsibilities

- Handles all aspects of assigned stations(s) including placing bumped spots, rearranging spots on log in non-competitive slots, assigning cart numbers on production orders, making sure all copies are turned in, adding daily networks to log, changing computer data when necessary.
- Produces daily commercial logs by obtaining information, importing orders, and capturing commercial advertising schedules.
- Enters commercial advertising schedules and maintains database by reviewing and resolving error reports with the ultimate goal of optimizing revenue.
- Interfaces with Sales Management regarding inventory issues.
- Collaborates with management, Account Executives and Sales Support to ensure commercial spots are executed in accordance with contract provisions.

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

- Monitors changes and resolves Traffic department discrepancies.
- Manages flow of information and service inquiries in Salesforce/Viero systems.
- Coordinates with other departments to maintain commercial inventory and to provide billing information.
- Updates Sales Managers on available inventory.
- Plans and schedules to meet all require deadlines, (daily, weekly and monthly).
- Resolves problems among Sales, Continuity, Programming, Traffic, and Accounting.
- Prints and distributes sales contracts, attaches printed contracts with signed orders and places in files.
- Posts logs on a daily basis; prints log reports and files on a monthly basis.
- Completes all network production (i.e., barter spots, affidavits).
- May perform Digital Traffic duties.
- May require flexibility in work schedules.
- May back up other Traffic Coordinators when sick or on vacation, and receptionist when needed.

Qualifications

- Proficient in Microsoft Office suite, social networking platforms
- Familiarity with Salesforce/Viero systems a plus
- Ability to learn new systems quickly
- Proven ability to read and interpret documents such as operating and maintenance instruction procedure manuals, and insertion/purchase orders
- Excellent time management; ability to plan and organize, set priorities and multi task in a fast-paced environment
- Strong attention to detail, and high work standards
- Excellent written and oral communication skills.
- Demonstrated data entry skills.
- Ability to work independently and with a team

Work Experience

- Prefer 2-5 years' experience in automated broadcast traffic system

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

Education

- High school diploma or equivalent

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Traffic-Coordinator_Req5068-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 12/21/2016 11:10:43 AM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 12/21/2016 11:10:43 AM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 12/21/2016 11:10:43 AM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 12/21/2016 11:10:44 AM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 12/21/2016 11:10:44 AM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 12/21/2016 11:14:02 AM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 12/21/2016 11:10:45 AM
12	Clark University E-mail: careers@clarku.edu	Sent: 12/21/2016 11:10:46 AM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 12/21/2016 11:10:46 AM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 12/21/2016 11:10:46 AM
16	Concilio Hispano E-mail: info@centrolatino.org	Sent: 12/21/2016 11:10:47 AM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 12/21/2016 11:10:47 AM
19	Emerson College E-mail: careers@emerson.edu	Sent: 12/21/2016 11:10:47 AM
23	Employment and Training Resources Fax: 1-508-766-5790	Sent: 12/21/2016 11:13:55 AM
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 12/21/2016 11:10:48 AM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 12/21/2016 11:10:48 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

RS Number	Recruiting Source	Date and Time
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 12/21/2016 11:10:49 AM
28	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 12/21/2016 11:10:49 AM
37	Keene State College E-mail: aca@keene.edu	Sent: 12/21/2016 11:10:49 AM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 12/21/2016 11:10:50 AM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 12/21/2016 11:10:50 AM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 12/21/2016 11:10:50 AM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 12/21/2016 11:10:51 AM
44	Mount Ida College E-mail: rbrooks@mountida.edu	Sent: 12/21/2016 11:10:51 AM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 12/21/2016 11:10:52 AM
46	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 12/21/2016 11:10:52 AM
47	NAB Career Center E-mail: hr@nab.org	Sent: 12/21/2016 11:10:52 AM
48	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 12/21/2016 11:10:57 AM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 12/21/2016 11:10:52 AM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 12/21/2016 11:10:53 AM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 12/21/2016 11:10:53 AM
53	Salem State College E-mail: career@salemstate.edu	Sent: 12/21/2016 11:10:53 AM
55	Smith College E-mail: eaccess@smith.edu	Sent: 12/21/2016 11:10:54 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Traffic Coordinator

RS Number	Recruiting Source	Date and Time
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 12/21/2016 11:10:54 AM
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 12/21/2016 11:10:54 AM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 12/21/2016 11:10:57 AM
60	The New England Institute of Art E-mail: kd Bailey@aia.edu	Sent: 12/21/2016 11:10:50 AM
61	The Work Place Fax: 1-617-428-0380	Sent: 12/21/2016 11:15:30 AM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 12/21/2016 11:10:55 AM
63	U-Mass Dartmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 12/21/2016 11:10:55 AM
64	University of Hartford E-mail: landolina@hartford.edu	Sent: 12/21/2016 11:10:55 AM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 12/21/2016 11:10:56 AM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 12/21/2016 11:10:56 AM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 12/21/2016 11:10:56 AM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 12/21/2016 11:10:56 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Vacancy Data Form****General Sales Manager**

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : cujcareers@columbia.edu Melissa McLaney	Y	0
12	Concilio Hispano 105 Windsor Street Cambridge, Massachusetts 02139 Email : info@centrolatino.org Sylvia Saavedra-Keber	N	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
15	Employee Referral	N	1
16	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
20	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
32	Mount Ida College 777 Dedham Street Newton, Massachusetts 02459 Phone : 617-928-4602 Email : rbrooks@mountida.edu Rob Brooks	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral

Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
45	The New England Institute of Art 10 Brookline Place West Brookline, Massachusetts 02245 Email : kdbailey@aii.edu Karen Huyghue	N	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
49	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

General Sales Manager

Recruitment source referring hire: Employee Referral
Date of hire: 3/6/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

Position: General Sales Manager

Hire Date: March 6, 2017

This report, generated by BroadcastSource, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

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

iHeartMedia Stations

Job Summary:

Oversees sales activities in one or multiple stations.

Responsibilities

- Manages local Account Executives with goal of meeting/exceeding station revenue, prospecting and new business targets.
- Oversees advertising sales activities in assigned market; is accountable for achieving/ exceeding targeted advertising sales revenues for the market and for controlling sales expenses.
- Drives results through others, manages team performance and holds team accountable against business metrics.
- Translates market and station business strategies into specific actions to generate sales and revenue.
- Directs sales activities and processes that generate new business and deepen existing relationships.
- Sets sales goals and guides subsequent goal-setting processes.
- Prepares budgets and revenue forecasts.
- Obtains, allocates and adjusts operations resources to achieve sales and service goals.

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

- Oversees management of available advertising inventory to drive most profitable sales.
- Meets with key accounts.
- Recruits, hires and ensures ongoing training and development of Account Executives.
- Goes on sales calls and conducts in-field coaching to develop Account Executives.
- May review and adjust sales territories, product mix targets and assigned call lists.
- May direct other functions such as marketing, advertising, production, traffic and sales operations.

Qualifications

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

Work Experience

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

Education

- 4-year college degree preferred

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/General-Sales-Manager_Req5147-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

[IMPORTANT]

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 1/5/2017 5:31:20 PM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 1/5/2017 5:31:20 PM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 1/5/2017 5:31:21 PM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 1/5/2017 5:31:21 PM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 1/5/2017 5:31:21 PM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 1/5/2017 8:17:31 PM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 1/5/2017 5:31:21 PM
12	Clark University E-mail: careers@clarku.edu	Sent: 1/5/2017 5:31:22 PM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 1/5/2017 5:31:23 PM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 1/5/2017 5:31:23 PM
16	Concilio Hispano E-mail: info@centrolatino.org	Sent: 1/5/2017 5:31:23 PM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 1/5/2017 5:31:23 PM
19	Emerson College E-mail: careers@emerson.edu	Sent: 1/5/2017 5:31:24 PM
23	Employment and Training Resources Fax: 1-508-766-5790	Sent: 1/5/2017 8:18:03 PM
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 1/5/2017 5:31:24 PM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 1/5/2017 5:31:24 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

RS Number	Recruiting Source	Date and Time
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 1/5/2017 5:31:24 PM
28	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 1/5/2017 5:31:25 PM
37	Keene State College E-mail: aca@keene.edu	Sent: 1/5/2017 5:31:25 PM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 1/5/2017 5:31:25 PM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 1/5/2017 5:31:25 PM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 1/5/2017 5:31:26 PM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 1/5/2017 5:31:27 PM
44	Mount Ida College E-mail: rbrooks@mountida.edu	Sent: 1/5/2017 5:31:26 PM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 1/5/2017 5:31:27 PM
46	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 1/5/2017 5:31:27 PM
47	NAB Career Center E-mail: hr@nab.org	Sent: 1/5/2017 5:31:27 PM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 1/5/2017 5:31:28 PM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 1/5/2017 5:31:28 PM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 1/5/2017 5:31:28 PM
53	Salem State College E-mail: career@salemstate.edu	Sent: 1/5/2017 5:31:28 PM
55	Smith College E-mail: eaccess@smith.edu	Sent: 1/5/2017 5:31:29 PM
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 1/5/2017 5:31:29 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for General Sales Manager

RS Number	Recruiting Source	Date and Time
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 1/5/2017 5:31:29 PM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 1/5/2017 5:31:31 PM
60	The New England Institute of Art E-mail: kdbailey@aia.edu	Sent: 1/5/2017 5:31:26 PM
61	The Work Place Fax: 1-617-428-0380	Sent: 1/5/2017 8:19:36 PM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 1/5/2017 5:31:29 PM
63	U-Mass Dartmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 1/5/2017 5:31:30 PM
64	University of Hartford E-mail: landolina@hartford.edu	Sent: 1/5/2017 5:31:30 PM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 1/5/2017 5:31:30 PM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 1/5/2017 5:31:30 PM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 1/5/2017 5:31:30 PM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 1/5/2017 5:31:31 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hiree: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hiree: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : kujcareers@columbia.edu Melissa McLaney	Y	0
12	Concilio Hispano 105 Windsor Street Cambridge, Massachusetts 02139 Email : info@centrolatino.org Sylvia Saavedra-Keber	N	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hiree: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
15	Employee Referral	N	1
16	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
20	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hire: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hire: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
32	Mount Ida College 777 Dedham Street Newton, Massachusetts 02459 Phone : 617-928-4602 Email : rbrooks@mountida.edu Rob Brooks	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hire: Employee Referral
Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
37	Progresso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hiree: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
45	The New England Institute of Art 10 Brookline Place West Brookline, Massachusetts 02245 Email : kdbailey@aia.edu Karen Huyghue	N	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Director of Automotive Partnerships

Recruitment source referring hiree: Employee Referral

Date of hire: 3/13/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
49	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Fax and E-mail verification summary report for Director of Automotive Partnerships

Position: Director of Automotive Partnerships

Hire Date: March 13, 2017

This report, generated by Broadcast1Source, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Oversees sales activities in one or multiple stations. Primary focus: achieve budget by cultivating tier 2 and tier 3 business for Boston Region; train core group of sellers; recruit auto-focused sellers for Boston Region; create partnership opportunities and lead a team of auto-focused sellers.

Responsibilities

Cultivate tier 2 and tier 3 business for Boston Region; train core group of sellers; recruit auto-focused sellers for Boston Region; create partnership opportunities and lead a team of auto-focused sellers.

- Manages local Account Executives with goal of meeting/exceeding station revenue, prospecting and new auto business targets.
- Oversees advertising auto sales activities across Boston Region; is accountable for achieving/ exceeding targeted advertising sales revenues for the market and for controlling sales expenses.
- Drives results through others, manages team performance and holds team accountable against business metrics.
- Translates market and station business strategies into specific actions to generate sales and revenue.
- Directs sales activities and processes that generate new business and deepen existing relationships.

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Fax and E-mail verification summary report for Director of Automotive Partnerships

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

Qualifications

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

Work Experience

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

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Fax and E-mail verification summary report for Director of Automotive Partnerships

success

Education

- 4-year college degree preferred

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Director-of-Automotive-Partnerships_Req5175-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Fax and E-mail verification summary report for Director of Automotive Partnerships

IMPORTANT

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Director of Automotive Partnerships**

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 1/9/2017 9:52:42 AM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 1/9/2017 9:52:43 AM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 1/9/2017 9:52:43 AM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 1/9/2017 9:52:43 AM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 1/9/2017 9:52:44 AM
7	Boston Career Link Fax: 1-617-427-8657	Sent: 1/9/2017 9:56:41 AM
8	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 1/9/2017 9:52:44 AM
9	Clark University E-mail: careers@clarku.edu	Sent: 1/9/2017 9:52:45 AM
10	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 1/9/2017 9:52:45 AM
11	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 1/9/2017 9:52:45 AM
12	Concilio Hispano E-mail: info@centrolatino.org	Sent: 1/9/2017 9:52:46 AM
14	Curry College E-mail: careerdevelopment@curry.edu	Sent: 1/9/2017 9:52:46 AM
15	Emerson College E-mail: careers@emerson.edu	Sent: 1/9/2017 9:52:46 AM
18	Employment and Training Resources Fax: 1-508-766-5790	Sent: 1/9/2017 9:56:41 AM
19	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 1/9/2017 9:52:47 AM
20	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 1/9/2017 9:52:47 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Director of Automotive Partnerships**

RS Number	Recruiting Source	Date and Time
21	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 1/9/2017 9:52:47 AM
22	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 1/9/2017 9:52:47 AM
29	Keene State College E-mail: aca@keene.edu	Sent: 1/9/2017 9:52:47 AM
30	Lasell College E-mail: careerservices@lasell.edu	Sent: 1/9/2017 9:52:48 AM
31	Lesley University E-mail: crcjobs@lesley.edu	Sent: 1/9/2017 9:52:48 AM
33	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 1/9/2017 9:52:48 AM
34	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 1/9/2017 9:52:49 AM
36	Mount Ida College E-mail: rbrooks@mountida.edu	Sent: 1/9/2017 9:52:49 AM
37	NAACP E-mail: info@bostonnaacp.org	Sent: 1/9/2017 9:52:49 AM
38	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 1/9/2017 9:52:50 AM
39	NAB Career Center E-mail: hr@nab.org	Sent: 1/9/2017 9:52:50 AM
40	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 1/9/2017 9:52:54 AM
41	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 1/9/2017 9:52:50 AM
42	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 1/9/2017 9:52:51 AM
43	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 1/9/2017 9:52:51 AM
44	Salem State College E-mail: career@salemstate.edu	Sent: 1/9/2017 9:52:51 AM
45	Smith College E-mail: eaccess@smith.edu	Sent: 1/9/2017 9:52:51 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Director of Automotive Partnerships**

RS Number	Recruiting Source	Date and Time
46	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 1/9/2017 9:52:51 AM
47	Suffolk University E-mail: twells@suffolk.edu	Sent: 1/9/2017 9:52:52 AM
48	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 1/9/2017 9:52:53 AM
49	The New England Institute of Art E-mail: kd Bailey@aia.edu	Sent: 1/9/2017 9:52:48 AM
50	The Work Place Fax: 1-617-428-0380	Sent: 1/9/2017 9:58:27 AM
51	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 1/9/2017 9:52:52 AM
52	U-Mass Darmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 1/9/2017 9:52:52 AM
53	University of Hartford E-mail: landolina@hartford.edu	Sent: 1/9/2017 9:52:52 AM
54	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 1/9/2017 9:52:53 AM
55	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 1/9/2017 9:52:53 AM
56	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 1/9/2017 9:52:53 AM
57	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 1/9/2017 9:52:53 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hire: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hire: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : cujcareers@columbia.edu Melissa McLaney	Y	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
15	Employee Referral	N	1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hire: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
16	Employment and Training Resources 201 Boston Post Road West Suite 200 Marlboro, Massachusetts 01752 Phone : 508-786-0928 Email : etrcc@detma.org Fax : 1-508-766-5790 Career Services	Y	0
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
20	Holyoke Community College 303 Homestead Ave Holyoke, Massachusetts 01040 Phone : 413-552-2597 Email : rpowers@hcc.mass.edu Career Services	Y	0
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
23	Indeed.com - Not Directly Contacted by SEU	N	1
25	Jobnet 210 South Street Boston, Massachusetts 02111 Email : ralexander@detma.org Fax : 1-617-338-2050 Rosemary Alexander	Y	0
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
49	University of Hartford School of Communications West Hartford, Connecticut 06117 Email : landolina@hartford.edu Sue Landolina	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Account Executive

Recruitment source referring hiree: Employee Referral

Date of hire: 4/10/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			2

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

Position: Account Executive

Hire Date: April 10, 2017

This report, generated by BroadcastSource, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

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

iHeartMedia Stations

Job Summary:

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

Responsibilities

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

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

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

Qualifications

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

Work Experience

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

- 3-5 years' sales experience
- Experience in Media/Advertising Sales with proven success is preferable
- Salesforce experience is a plus

Education

- 4-year college degree, preferably in a related field

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

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

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

Requirements:

Experience:

Additional Information:

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Account-Executive_Req5907-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Joe Montano at joemontano@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 3/22/2017 5:48:23 PM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 3/22/2017 5:48:23 PM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 3/22/2017 5:48:23 PM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 3/22/2017 5:48:23 PM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 3/22/2017 5:48:24 PM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 3/22/2017 7:39:43 PM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 3/22/2017 5:48:24 PM
12	Clark University E-mail: careers@clarku.edu	Sent: 3/22/2017 5:48:25 PM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 3/22/2017 5:48:25 PM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 3/22/2017 5:48:25 PM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 3/22/2017 5:48:26 PM
19	Emerson College E-mail: careers@emerson.edu	Sent: 3/22/2017 5:48:26 PM
23	Employment and Training Resources Fax: 1-508-766-5790	Sent: 3/22/2017 7:40:30 PM
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 3/22/2017 5:48:27 PM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 3/22/2017 5:48:27 PM
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 3/22/2017 5:48:27 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
28	Holyoke Community College E-mail: rpowers@hcc.mass.edu	Sent: 3/22/2017 5:48:28 PM
36	Jobnet Fax: 1-617-338-2050	Sent: 3/22/2017 8:11:44 PM
37	Keene State College E-mail: aca@keene.edu	Sent: 3/22/2017 5:48:28 PM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 3/22/2017 5:48:28 PM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 3/22/2017 5:48:28 PM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 3/22/2017 5:48:29 PM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 3/22/2017 5:48:29 PM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 3/22/2017 5:48:30 PM
46	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 3/22/2017 5:48:30 PM
47	NAB Career Center E-mail: hr@nab.org	Sent: 3/22/2017 5:48:30 PM
48	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 3/22/2017 5:48:35 PM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 3/22/2017 5:48:30 PM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 3/22/2017 5:48:31 PM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 3/22/2017 5:48:31 PM
53	Salem State College E-mail: career@salemstate.edu	Sent: 3/22/2017 5:48:32 PM
55	Smith College E-mail: eaccess@smith.edu	Sent: 3/22/2017 5:48:32 PM
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 3/22/2017 5:48:32 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Account Executive

RS Number	Recruiting Source	Date and Time
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 3/22/2017 5:48:32 PM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 3/22/2017 5:48:34 PM
61	The Work Place Fax: 1-617-428-0380	Sent: 3/22/2017 7:42:08 PM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 3/22/2017 5:48:33 PM
63	U-Mass Darmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 3/22/2017 5:48:33 PM
64	University of Hartford E-mail: landolina@hartford.edu	Sent: 3/22/2017 5:48:33 PM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 3/22/2017 5:48:33 PM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 3/22/2017 5:48:34 PM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 3/22/2017 5:48:34 PM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 3/22/2017 5:48:34 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hiree: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hire: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : kujcareers@columbia.edu Melissa McLaney	Y	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
15	Employee Referral	N	1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hire: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklin Pierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
23	Indeed.com - Not Directly Contacted by SEU	N	2
24	Internal Posting	N	1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hire: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hiree: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hiree: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Sales Assistant

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

Date of hire: 10/23/2017

Recruitment source referring hire: WXKS-FM Station Website

Date of hire: 10/23/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
54	WXKS-FM Station Website 10 Cabot Road Suite 302 Medford, Massachusetts 02155 Email : AnthonyAlfano@iheartmedia.com Career Services	N	1
TOTAL INTERVIEWS OVER REPORTING PERIOD:			5

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

Position: Sales Assistant

Hire Date: October 23, 2017

This report, generated by Broadcast1Source, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Provides support in sales administration, generates sales-related reports , and acts as an extension of the sales team.

Responsibilities

- Provides administrative and/or process support for contract administration, customer service, and order history.
- Acts as an extension of the sales team by assisting with product pricing, sales development, sales material creation, marketing communications, sponsorship proposals & recaps.
- Generates contract confirmations, reports related to sales activities & revenue data, pool reports, unapproved credits, etc.
- Responds to client requests, e.g., spot times.
- Records and forwards checks, handles contracts for Account Executives, prepares presentations, types & proofreads correspondence, files and makes copies, relieves receptionist.

Qualifications

- Manages time; focuses on urgent and important tasks; avoids procrastination; follows up; shows strong attention

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

to detail; meets deadlines

- Adapts to shifts in priorities and urgencies
- Proficient in Microsoft Office Suite; familiar with Viero and Radio Fusion or demonstrates ability to learn new systems quickly
- Assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; uses professional telephone skills; demonstrates effective business writing skills; shows excellent grasp of grammar
- Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities
- Demonstrates competitive spirit; shows desire to “move up”

Work Experience

- 1-3 years' experience in radio role

Education

- 4-year college degree

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

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

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Sales-Assistant_Req8257

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

IMPORTANT

This fax or email has been sent using the services provided by BroadcastSource. If you want to change your contact details, please email Irene Turovsky at ireneturovsky@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 9/8/2017 1:26:39 PM
3	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 9/8/2017 1:26:39 PM
4	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 9/8/2017 1:26:39 PM
5	Bentley University E-mail: gmccue@bentley.edu	Sent: 9/8/2017 1:26:40 PM
6	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 9/8/2017 1:26:40 PM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 11/6/2017 3:46:44 PM
8	Boston Career Link Fax: 1-617-427-8657	Sent: 9/8/2017 1:30:02 PM
9	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 9/8/2017 1:26:41 PM
12	Clark University E-mail: careers@clarku.edu	Sent: 9/8/2017 1:26:42 PM
14	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 9/8/2017 1:26:43 PM
15	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 9/8/2017 1:26:43 PM
18	Curry College E-mail: careerdevelopment@curry.edu	Sent: 9/8/2017 1:26:44 PM
19	Emerson College E-mail: careers@emerson.edu	Sent: 9/8/2017 1:26:44 PM
24	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 9/8/2017 1:26:45 PM
25	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 9/8/2017 1:26:45 PM
26	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 9/8/2017 1:26:45 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

RS Number	Recruiting Source	Date and Time
37	Keene State College E-mail: aca@keene.edu	Sent: 9/8/2017 1:26:46 PM
38	Lasell College E-mail: careerservices@lasell.edu	Sent: 9/8/2017 1:26:46 PM
39	Lesley University E-mail: crcjobs@lesley.edu	Sent: 9/8/2017 1:26:46 PM
41	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 9/8/2017 1:26:47 PM
42	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 9/8/2017 1:26:48 PM
45	NAACP E-mail: info@bostonnaacp.org	Sent: 9/8/2017 1:26:48 PM
46	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 9/8/2017 1:26:48 PM
47	NAB Career Center E-mail: hr@nab.org	Sent: 9/8/2017 1:26:49 PM
48	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 9/8/2017 1:26:54 PM
49	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 9/8/2017 1:26:49 PM
51	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 9/8/2017 1:26:49 PM
52	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 9/8/2017 1:26:50 PM
53	Salem State College E-mail: career@salemstate.edu	Sent: 9/8/2017 1:26:50 PM
55	Smith College E-mail: eaccess@smith.edu	Sent: 9/8/2017 1:26:50 PM
56	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 9/8/2017 1:26:51 PM
58	Suffolk University E-mail: twells@suffolk.edu	Sent: 9/8/2017 1:26:51 PM
59	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 9/8/2017 1:26:54 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Sales Assistant

RS Number	Recruiting Source	Date and Time
61	The Work Place Fax: 1-617-428-0380	Sent: 11/6/2017 3:46:51 PM
61	The Work Place Fax: 1-617-428-0380	Sent: 9/8/2017 1:30:42 PM
62	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 9/8/2017 1:26:52 PM
63	U-Mass Darmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 9/8/2017 1:26:52 PM
65	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 9/8/2017 1:26:52 PM
67	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 9/8/2017 1:26:53 PM
68	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 9/8/2017 1:26:53 PM
69	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 9/8/2017 1:26:53 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
8	Cambridge College 1000 Mass Ave. Cambridge, Massachusetts 02138 Phone : 617-873-0470 Email : leslie.conder@cambridgecollege.edu Leslie Conder	Y	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : kujcareers@columbia.edu Melissa McLaney	Y	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
24	Internal Posting	N	1

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting
Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hiree: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
46	The Work Place 29 Winter Street Boston, Massachusetts 02108 Email : feedback@theworkplace.org Fax : 1-617-428-0380 Career Services	N	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Receptionist

Recruitment source referring hirec: Internal Posting

Date of hire: 10/17/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

Position: Receptionist

Hire Date: October 17, 2017

This report, generated by BroadcastSource, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used BroadcastSource to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from BroadcastSource

From: contact@broadcastsource.com

Details:

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

iHeartMedia Stations

Job Summary:

Functions as the public face of the business, greeting a wide range of visitors; performs a full range of duties including answering and routing telephone calls, record keeping, administrative and clerical work.

Responsibilities

- Routes incoming and outgoing telephone calls at switchboard or multi-line phone.
- Takes and distributes messages as appropriate.
- Greets visitors, issues visitor passes, maintains visitor logs, notifies party of visitor arrival and/or directs visitor to designated area.
- Responds to routine inquiries regarding office location, hours of operation, etc.
- May schedule meeting rooms, prepare basic correspondence, organize and distribute mail, receive and send courier packages, etc.

Qualifications

- Professionalism: makes a good 1st impression; demonstrates respectful, friendly and welcoming behavior; exhibits speech, appearance, body language, mannerisms, and dress appropriate to the environment; maintains

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

professional work surroundings

- Ability to learn new systems and processes quickly
- Collaboration with others
- Stress tolerance: composure when faced with difficult/demanding situations and/or personalities
- Ability to multitask, e.g., handle simultaneous incoming calls and visitors
- Proficiency in Microsoft Office Suite and social media platforms
- Demonstrates initiative to find answers to inquiries from guests, staff and self
- Uses professional telephone skills
- Takes responsibility & accountability for assignments or tasks
- Time management: shows attention to detail; meets deadlines; arranges for back-up when not in the office; is punctual
- Adapts to shifts in priorities and/or tasks

Work Experience

- 0-1+ year's experience in a similar role
- Familiarity with similar phone system a plus

Education

- 4-year college degree preferred

Certifications

- None required

Location

Medford, MA: 10 Cabot Road, Suite 302, 02155

Position Type

Regular

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

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

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

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-Cabot/Receptionist_Req8351-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by Broadcast1Source. If you want to change your contact details, please email Irene Turovsky at ireneturovsky@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 10/3/2017 3:13:55 PM
2	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 10/3/2017 3:13:55 PM
3	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 10/3/2017 3:13:55 PM
4	Bentley University E-mail: gmccue@bentley.edu	Sent: 10/3/2017 3:13:56 PM
5	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 10/3/2017 3:13:56 PM
6	Boston Career Link Fax: 1-617-427-8657	Sent: 10/3/2017 3:22:40 PM
7	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 10/3/2017 3:13:57 PM
8	Cambridge College E-mail: leslie.conder@cambridgecollege.edu	Sent: 10/3/2017 3:13:57 PM
9	Clark University E-mail: careers@clarku.edu	Sent: 10/3/2017 3:13:58 PM
10	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 10/3/2017 3:13:58 PM
11	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 10/3/2017 3:13:58 PM
12	Curry College E-mail: careerdevelopment@curry.edu	Sent: 10/3/2017 3:13:59 PM
13	Emerson College E-mail: careers@emerson.edu	Sent: 10/3/2017 3:14:00 PM
15	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 10/3/2017 3:14:00 PM
16	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 10/3/2017 3:14:01 PM
17	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 10/3/2017 3:14:01 PM
23	Keene State College E-mail: aca@keene.edu	Sent: 10/3/2017 3:14:02 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

RS Number	Recruiting Source	Date and Time
24	Lasell College E-mail: careerservices@lasell.edu	Sent: 10/3/2017 3:14:02 PM
25	Lesley University E-mail: crcjobs@lesley.edu	Sent: 10/3/2017 3:14:03 PM
26	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 10/3/2017 3:14:03 PM
27	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 10/3/2017 3:14:04 PM
28	NAACP E-mail: info@bostonnaacp.org	Sent: 10/3/2017 3:14:04 PM
29	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 10/3/2017 3:14:05 PM
30	NAB Career Center E-mail: hr@nab.org	Sent: 10/3/2017 3:14:05 PM
31	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 10/3/2017 3:14:15 PM
32	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 10/3/2017 3:14:06 PM
33	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 10/3/2017 3:14:07 PM
34	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 10/3/2017 3:14:07 PM
35	Salem State College E-mail: career@salemstate.edu	Sent: 10/3/2017 3:14:08 PM
36	Smith College E-mail: eaccess@smith.edu	Sent: 10/3/2017 3:14:08 PM
37	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 10/3/2017 3:14:09 PM
38	Suffolk University E-mail: twells@suffolk.edu	Sent: 10/3/2017 3:14:09 PM
39	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 10/3/2017 3:14:14 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Receptionist

RS Number	Recruiting Source	Date and Time
40	The Work Place Fax: 1-617-428-0380	Sent: 10/3/2017 3:24:04 PM
41	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 10/3/2017 3:14:10 PM
42	U-Mass Darmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 10/3/2017 3:14:11 PM
43	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 10/3/2017 3:14:12 PM
44	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 10/3/2017 3:14:12 PM
45	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 10/3/2017 3:14:13 PM
46	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 10/3/2017 3:14:13 PM

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
1	Action for Boston Community Development, Inc. 178 Tremont Street Boston, Massachusetts 02111 Phone : 617-348-6387 Email : hr@bostonabcd.org HR Recruitment	Y	0
2	Amherst College Career Center Box 2210 Amherst, Massachusetts 01002 Email : Careers@amherst.edu Pat Brown	N	0
3	AWRT/Boston New England Chapter 55 Morrissey Boulevard Boston, Massachusetts 02125 Email : awrtboston@gmail.com Melissa Gaudette	N	0
4	Bentley University 175 Forest Street Waltham, Massachusetts 02452 Phone : 781-891-2375 Email : gmccue@bentley.edu Gayle McCue	Y	0
5	Berklee College of Music 1140 Boylston Street Boston, Massachusetts 02215 Phone : 617-747-2246 Email : cdc@berklee.edu Julie Bingham	Y	0
6	Boston Career Link 1010 Harrison Avenue Boston, Massachusetts 02119 Email : BostonCareerLink@detma.org Fax : 1-617-427-8657 Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
7	Bridgewater State College 131 Summer Street Bridgewater, Massachusetts 02325 Email : careersrv@bridgew.edu Christine Tetreault	N	0
9	Clark University 950 Main Street Worcester, Massachusetts 01610 Phone : 508-793-7258 Email : careers@clarku.edu Alexis Bazoukas	Y	0
10	College of the Holy Cross One College Street Worcester, Massachusetts 01610 Email : CAREERS@holycross.edu Career Services	N	0
11	Columbia School of Journalism 2950 Broadway New York, New York 10027 Phone : 212-854-4422 Email : kujcareers@columbia.edu Melissa McLaney	Y	0
13	Curry College 1071 Blue Hill Avenue Milton, Massachusetts 02186 Phone : 617-333-2195 Email : careerdevelopment@curry.edu Kristin Menconi	Y	0
14	Emerson College 120 Boylston Street Boston, Massachusetts 02116 Email : careers@emerson.edu Career Services	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
17	Endicott College Career Center 376 Hale Street Beverly, Massachusetts 01915 Phone : 978-232-2101 Email : careers@endicott.edu Dale McLennan	Y	0
18	Franklin Pierce University 40 University Drive Rindge, New Hampshire 03461 Email : NicholRM@franklinpierce.edu Rosemary Nichols	Y	0
19	Freedom House, Inc. 14 Crawford Street Dorchester, Massachusetts 02121 Email : info@freedomhouse.com Tanika Stephens	N	0
21	iHeartMedia.jobs 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmedia.jobs Talent Acquisition Coordinator Manual Posting	N	0
22	iHeartMediaCareers.com 20880 Stone Oak Pkwy San Antonio, Texas 78258 Phone : 210-253-5126 Url : http://www.iheartmediacareers.com Talent Acquisition Coordinator Manual Posting	N	0
24	Internal Posting	N	1
26	Keene State College 229 Main Street Keene, New Hampshire 03435 Email : aca@keene.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
27	Lasell College 1844 Commonwealth Ave. Newton, Massachusetts 02466 Email : careerservices@lasell.edu Career Services	N	0
28	Lesley University 29 Everett Street Cambridge, Massachusetts 02138 Email : crcjobs@lesley.edu Career Services	Y	0
30	MA College of Liberal Arts 375 Church St. North Adams, Massachusetts 01247 Email : career@mcla.edu Career Services	N	0
31	Mass Rehab Commission 1 Parker Street Lawrence, Massachusetts 01843 Email : Paula.Santagati@state.ma.us Paula Santagati	Y	0
33	NAACP 330 Martin Luther King Blvd Mall of Roxbury Boston, Massachusetts 02119 Email : info@bostonnaacp.org Career Services	N	0
34	NAACP - Massachusetts Chapter P.O. Box 90163 Mason Square Station Springfield, Massachusetts 01139 Email : info@naacpspringfield.org Career Services	N	0
35	NAB Career Center 1771 N. Street NW Washington, District of Columbia Email : hr@nab.org Career Center	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
36	New Hampshire Association of Broadcasters 707 Chestnut Street Manchester, New Hampshire 03104 Phone : 603.627-9600 Url : www.nhab.org Email : info@nhab.org Career Services	N	0
37	Progreso Latino, Inc. 626 Broad Street Central Falls, Rhode Island 02863 Email : info@progresolatino.org Mario Bueno	Y	0
38	RI Indian Council 807 Broad Street Providence, Rhode Island 02903 Email : dwaldron@rhodeislandindiancouncil.org Career Services	Y	0
39	Roxbury Community College 1234 Columbus Avenue Roxbury, Massachusetts 02120 Email : careerservices@rcc.mass.edu Career Services	N	0
40	Salem State College 352 Lafayette St. ECC 105 Salem, Massachusetts 01970 Phone : 978-542-6406 Email : career@salemstate.edu Lisa Morency	Y	0
41	Smith College 84 Elm Street Northampton, Massachusetts 01063 Phone : 413-585-4328 Email : eaccess@smith.edu Brenda Jameson	Y	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
42	Society of Broadcast Engineers (SBE) Inc. 9102 North Meridian Street Suite 150 Indianapolis, Indiana 46260 Email : kjones@sbe.org Career Services	N	0
43	Suffolk University 8 Ashburton Place Boston, Massachusetts 02108 Phone : 617-573-8480 Email : twells@suffolk.edu Terry Wells	Y	0
44	The Career Institute of American International College 10 State Street Woburn, Massachusetts 01801 Phone : 781-939-0607 Email : careerservices@aic.edu Career Services	Y	0
47	Triangle, Inc. 420 Pearl Street Malden, Massachusetts 02148 Phone : 781-388-4320 Email : Dmuldoon@triangle-inc.org Debbie Muldoon	Y	0
48	U-Mass Dartmouth Student Employment Office 285 Old Westport Road Rm 106 North Dartmouth, Massachusetts 02747 Email : cdcinfo@umassd.edu Gail Berman	N	0
50	University of Maine Dept. of Communications and Journalism Orono, Maine 04469 Email : umainecareercenter@umit.maine.edu Career Services	N	0

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Vacancy Data Form

Event Brand Coordinator

Recruitment source referring hiree: Internal Posting

Date of hire: 11/26/2017

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS
51	Wentworth Institute of Technology 550 Huntington Avenue Boston, Massachusetts 02115 Email : careerservices@wit.edu Career Services	N	0
52	Westfield State College 577 Western Avenue Westfield, Massachusetts 01086 Phone : 413-572-5206 Email : careers@westfield.ma.edu Career Services	Y	0
53	WJMN FM Station Website Massachusetts Url : http://iheartmediacareers.com Email : AnthonyAlfano@iheartmedia.com Career Services	N	0
TOTAL INTERVIEWS OVER REPORTING PERIOD:			1

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Event Brand Coordinator

Position: Event Brand Coordinator

Hire Date: November 26, 2017

This report, generated by Broadcast1Source, verifies that WBWL, WJMN, WKOX, WXKS, WXKS-FM used Broadcast1Source to provide the following notice to the identified recruiting sources at the dates and times listed below.

To

All recruiting agencies listed in the report below

Subject: Job Notification from Broadcast1Source

From: contact@broadcast1source.com

Details:

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

iHeartMedia Stations

Job Summary:

Assists the promotions or marketing departments with daily activities that promote the station(s), clients or events.

Responsibilities

- Coordinates and attends client meetings with sellers and sales managers as needed to plan events and event logistics.
- Collaborates with multiple departments to create and execute promotions such as remotes, events, van hits and other street team activities from start to finish.
- Drives promotional vehicles.
- Performs basic office administrative functions and updates station web site.
- Conducts on-site promotions, and handles clients and listeners.
- Sets up and runs audio and other types of equipment; hangs banners and other staging elements.
- Records events (i.e. photos, videos, audio and social media measures for station promotions).
- Sets up, breaks down and transports promotional event equipment as required.
- Prepares contest rules, waivers, and release forms for on air, digital, social media and other contests.
- Supervises prize inventory and in-studio prize sheets as well as awarding of prizes at events.
- May coordinate and oversee on-site appearances, remotes and events.
- May be responsible for all winner prize fulfillment and release forms.

Qualifications

WBWL, WJMN, WKOX, WXKS, WXKS-FM

Fax and E-mail verification summary report for Event Brand Coordinator

- Advanced skills in Microsoft Office, Photoshop and social media platforms
- Excellent organizational skills; ability to prioritize and effectively manage time
- High work standards and degree of attention to detail
- Problem solving and decision making
- Project management from start to finish; assumes responsibility & accountability for assignments and tasks
- Actively listens; clearly and effectively conveys information; demonstrates effective business writing skills; shows excellent grasp of grammar
- Exhibits good interpersonal skills; collaborates with others; maintains composure when faced with difficult situations and personalities
- Excellent driving record
- Physical ability to stand for multiple hours and lift or move 40-pound objects

Work Experience

- 1-3 years' experience in outdoor promotions and/or marketing and/or customer service

Education

- High school diploma; 4-year college degree preferred (emphasis in Communications, Advertising or Marketing)

Certifications

- Valid driver's license
- Proof of insurability

Location

Medford, MA: 1 Cabot Road, Suite 320, 02155

Position Type

Regular

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

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

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Event Brand Coordinator

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

Requirements:

Experience:

Additional Information:

Contact:

https://iheartmedia.wd5.myworkdayjobs.com/External_iHM/job/Medford-MA-1-Cabot-Road-Suite-320-02155/Event-Brand-Coordinator_Req8277-1

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

*****IMPORTANT*****

This fax or email has been sent using the services provided by Broadcast1 Source. If you want to change your contact details, please email Irene Turovsky at ireneturovsky@iheartmedia.com

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Event Brand Coordinator**

RS Number	Recruiting Source	Date and Time
1	Action for Boston Community Development, Inc. E-mail: hr@bostonabcd.org	Sent: 10/31/2017 11:28:10 AM
2	Amherst College Career Center E-mail: Careers@amherst.edu	Sent: 10/31/2017 11:28:10 AM
3	AWRT/Boston New England Chapter E-mail: awrtboston@gmail.com	Sent: 10/31/2017 11:28:11 AM
4	Bentley University E-mail: gmccue@bentley.edu	Sent: 10/31/2017 11:28:11 AM
5	Berklee College of Music E-mail: cdc@berklee.edu	Sent: 10/31/2017 11:28:11 AM
6	Boston Career Link Fax: 1-617-427-8657	Sent: 10/31/2017 11:31:20 AM
7	Bridgewater State College E-mail: careersrv@bridgew.edu	Sent: 10/31/2017 11:28:12 AM
9	Clark University E-mail: careers@clarku.edu	Sent: 10/31/2017 11:28:13 AM
10	College of the Holy Cross E-mail: CAREERS@holycross.edu	Sent: 10/31/2017 11:28:13 AM
11	Columbia School of Journalism E-mail: postjobs@jrn.columbia.edu	Sent: 10/31/2017 11:28:14 AM
12	Curry College E-mail: careerdevelopment@curry.edu	Sent: 10/31/2017 11:28:14 AM
13	Emerson College E-mail: careers@emerson.edu	Sent: 10/31/2017 11:28:15 AM
15	Endicott College Career Center E-mail: careers@endicott.edu	Sent: 10/31/2017 11:28:16 AM
16	Franklin Pierce University E-mail: NicholRM@franklinpierce.edu	Sent: 10/31/2017 11:28:16 AM
17	Freedom House, Inc. E-mail: info@freedomhouse.com	Sent: 10/31/2017 11:28:16 AM
23	Keene State College E-mail: aca@keene.edu	Sent: 10/31/2017 11:28:17 AM
24	Lasell College E-mail: careerservices@lasell.edu	Sent: 10/31/2017 11:28:18 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM**Fax and E-mail verification summary report for Event Brand Coordinator**

RS Number	Recruiting Source	Date and Time
25	Lesley University E-mail: crejobs@lesley.edu	Sent: 10/31/2017 11:28:18 AM
26	MA College of Liberal Arts E-mail: career@mcla.edu	Sent: 10/31/2017 11:28:18 AM
27	Mass Rehab Commission E-mail: Paula.Santagati@state.ma.us	Sent: 10/31/2017 11:28:19 AM
28	NAACP E-mail: info@bostonnaacp.org	Sent: 10/31/2017 11:28:20 AM
29	NAACP - Massachusetts Chapter E-mail: info@naacpspringfield.org	Sent: 10/31/2017 11:28:20 AM
30	NAB Career Center E-mail: hr@nab.org	Sent: 10/31/2017 11:28:20 AM
31	New Hampshire Association of Broadcasters E-mail: info@nhab.org	Sent: 10/31/2017 11:28:25 AM
32	Progreso Latino, Inc. E-mail: info@progresolatino.org	Sent: 10/31/2017 11:28:20 AM
33	RI Indian Council E-mail: dwaldron@rhodeislandindiancouncil.org	Sent: 10/31/2017 11:28:21 AM
34	Roxbury Community College E-mail: careerservices@rcc.mass.edu	Sent: 10/31/2017 11:28:21 AM
35	Salem State College E-mail: career@salemstate.edu	Sent: 10/31/2017 11:28:22 AM
36	Smith College E-mail: eaccess@smith.edu	Sent: 10/31/2017 11:28:22 AM
37	Society of Broadcast Engineers (SBE) Inc. E-mail: kjones@sbe.org	Sent: 10/31/2017 11:28:22 AM
38	Suffolk University E-mail: twells@suffolk.edu	Sent: 10/31/2017 11:28:22 AM
39	The Career Institute of American International College E-mail: careerservices@aic.edu	Sent: 10/31/2017 11:28:25 AM
41	Triangle, Inc. E-mail: Dmuldoon@triangle-inc.org	Sent: 10/31/2017 11:28:23 AM
42	U-Mass Dartmouth Student Employment Office E-mail: cdcinfo@umassd.edu	Sent: 10/31/2017 11:28:23 AM

WBWL, WJMN, WKOX, WXKS, WXKS-FM
Fax and E-mail verification summary report for Event Brand Coordinator

RS Number	Recruiting Source	Date and Time
43	University of Maine E-mail: umainecareercenter@umit.maine.edu	Sent: 10/31/2017 11:28:24 AM
44	Wentworth Institute of Technology E-mail: careerservices@wit.edu	Sent: 10/31/2017 11:28:24 AM
45	Westfield State College E-mail: careers@westfield.ma.edu	Sent: 10/31/2017 11:28:24 AM
46	WJMN FM Station Website E-mail: AnthonyAlfano@iheartmedia.com	Sent: 10/31/2017 11:28:24 AM

C

WBWL, WJMN, WKOX, WXKS, WXKS-FM

RECRUITMENT INITIATIVES FORM

December 1, 2015 – November 30, 2016

	Type of Recruitment Initiative	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Establishment of an intern program designed to assist members of the community	12/1/2015	Our SEU hosted 14 interns in our internship program during this reporting period. Students hailed from multiple schools, including Boston College, Boston University, Curry College, Johnson & Wells, Salem State, and Suffolk. Interns were required to earn class credit for their work, which included shadowing individuals from the marketing, promotions, programming, sales, and web departments within SEU to get firsthand experience with radio operations.
2.	Participation in scholarship programs	5/19/2016	iHeartMedia Boston participated in the Massachusetts Broadcasters Association Student Broadcaster Scholarship program. During this reporting period, our SEU donated money to the MBA Student Broadcaster Scholarship Program, broadcast on-air announcements to promote the scholarship from February 14 – March 29, 2016 disseminated and collected completed scholarship program applications, and participated in the evaluation process.



UNPAID INTERN WORKDAY DATA FORM

v.2014.09.30

FORM INSTRUCTIONS

- Form to be completed for all UNPAID Interns only. DO NOT complete for paid new hires.
- In the event the Unpaid Intern ends the internship earlier than the anticipated exit date provided below, please email HR4U to request they be terminated in Workday.
- Completed and approved form should be sent to HR4U@iheartmedia.com.
- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* S [redacted] Middle: [redacted] Last:* [redacted] Suffix: [redacted]

HOME ADDRESS (No P.O. Box)

Address 1:* [redacted]
 Address 2: [redacted]
 City:* [redacted] State:* [redacted]
 Zip Code:* [redacted] Country:* [redacted]

Terms of Internship (MM/DD/YY)

FROM*: 1/25/16 TO*: May 2016

Full-time* Part-time* Std Hrs*: 12

HOME PHONE and EMAIL ADDRESS

Phone Number [redacted] Landline Mobile
 EMAIL:* [redacted]@bc.edu

WORK LOCATION

Market Cluster Name & Market #* 332
 Cost Center:* 94211 Dept.:# 110
 Address:* 10 Cabot Road
 City:* Medford, State:* MA
 Zip Code:* 02155 Country:* USA

Form Completed By [redacted]
 Phone:* [redacted]

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed) Joseph Montano
 Mgr. / Bus. Office:* (Sign) [Signature]
 Date Approved:* 2/3/16



UNPAID INTERN WORKDAY DATA FORM

v.2014.09.30

FORM INSTRUCTIONS

- Form to be completed for all **UNPAID** Interns only. **DO NOT** complete for paid new hires.
- In the event the Unpaid Intern ends the internship earlier than the anticipated exit date provided below, please email HR4U to request they be terminated in Workday.
- Completed and approved form should be sent to HR4U@iheartmedia.com
- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* <i>A</i>	Middle:	Last:*	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:*	
Address 2:	
City:*	State:*
Zip Code:*	Country:*

Terms of Internship (MM/DD/YY)

FROM*: <i>Jan. 20 2016</i>	TO*: <i>May 2016</i>
----------------------------	----------------------

Full-time*
 Part-time*
 Std Hrs*:

HOME PHONE and EMAIL ADDRESS

Phone Number:*	Landline	Mobile
EMAIL:*	<i>@ bu.edu</i>	

WORK LOCATION

Market Cluster Name & Market #*	<i>332/BOSTON</i>	
Cost Center:*	Dept.:	
<i>94220</i>	<i>599</i>	
Address:*		
<i>10 Cabot RD</i>		
City:*	State:*	
<i>Medford</i>	<i>MA</i>	
Zip Code:*	Country:*	
<i>02155</i>	<i>U.S.A.</i>	

Form Completed By:*

Phone:

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:*	<i>(Printed) Joseph Mariano</i>
Mgr. / Bus. Office:*	<i>(Sign)</i>
Date Approved:*	<i>2/16/16</i>

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* D Middle: Last:* Suffix:

HOME ADDRESS (No P.O. Box)

Address 1:*
 Address 2:
 City:* State:
 Zip Code:* Country:*

Terms of Internship (MM/DD/YY)

FROM*: 01/25/16 TO*: 5/20/16
 Full-time* Part-time* Std Hrs*: 120

WORK LOCATION

Market Cluster Name & Market #* KISS 108 332
 Cost Center* 94211 Dept.* Morning Show 110
 Address:* 10 Cabot Road
 City:* medford State:* MA
 Zip Code:* 02155 Country:* USA

HOME PHONE and EMAIL ADDRESS

Phone Number:* Landline Mobile
 EMAIL:* @students.culby.edu

Form Completed By:*
 Phone:*

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed) Joseph Morrone
 Mgr. / Bus. Office:* (Sign) [Signature]
 Date Approved:* 1/22/16

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* N Middle: Last: Suffix:

HOME ADDRESS (No P.O. Box)

Address 1:*
 Address 2:
 City:* State:
 Zip Code: Country:*

Terms of Internship (MM/DD/YY)

FROM*: 1/18/16 TO*: 4/11/16

Full-time* Part-time* Std Hrs*: min 12 hrs/week

WORK LOCATION

Market Cluster Name & Market #* Boston 332
 Cost Center:* 94211 Dept.:* Sales/Marketing 598
 Address:* 10 Cabot Rd.
 City:* Medford State:* MA
 Zip Code:* 02155 Country:* USA

HOME PHONE and EMAIL ADDRESS

Phone Number:* Landline Mobile
 EMAIL:* @curry.edu

Form Completed By:*
 Phone:*

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed) Joseph Montano
 Mgr. / Bus. Office:* (Sign)
 Date Approved:* 1/11/16

FORM INSTRUCTIONS

- Form to be completed for all **UNPAID** Interns only. **DO NOT** complete for paid new hires.
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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* Indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* N	Middle:	Last:*	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:	
Address 2:	
City*	State*
Zip Code:*	Country:*

Terms of Internship (MM/DD/YY)

FROM*: 01/13/16 01/13/16	TO*: 05/20/2016
<input type="radio"/> Full-time*	<input checked="" type="radio"/> Part-time*
Std Hrs*: 13	

HOME PHONE and EMAIL ADDRESS

Phone Number:*	<input checked="" type="checkbox"/> Landline <input type="checkbox"/> Mobile
EMAIL: @wildcats.jwu.edu	

WORK LOCATION

Market Cluster Name & Market #* 332	
Cost Center: 94213	Dept.:* 110
Address:* 10 CABOT ROAD	
City:* Medford,	State:* MA
Zip Code:* 02155	Country:* USA

Form Completed By:

Phone:

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed)	Joseph Montano
Mgr. / Bus. Office:* (Sign)	
Date Approved:*	1/19/16



UNPAID INTERN WORKDAY DATA FORM

v.2014.09.30

FORM INSTRUCTIONS

- Form to be completed for all **UNPAID** Interns only. **DO NOT** complete for paid new hires.
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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748(1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* L	Middle:	Last: J	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:*	
Address 2:	
City:*	State:*
Zip Code:*	Country:*

Terms of Internship (MM/DD/YY)

FROM*: 1/20/2016	TO*:
------------------	------

Full-time*
 Part-time*
 Std Hrs*: 8-20hrs

MWF 5am-10am

WORK LOCATION

Market Cluster Name & Market #* 1588708-iHeartMedia 332	
Cost Center:* 94211	Dept.:# 110 MattyIntheMorning
Address:* 10 Cabot Road	
City:* Medford	State:* MA
Zip Code:* 02155	Country:* USA America

HOME PHONE and EMAIL ADDRESS

Phone Number:* [redacted] Landline Mobile

EMAIL:* [redacted]@salemstate.edu

[redacted]

Form Completed By: [redacted]

Phone: [redacted]

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed)	Joseph Montano
Mgr. / Bus. Office:* (Sign)	
Date Approved:*	1/22/16

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAMEFirst:* **B** Middle: [redacted] Last: [redacted] Suffix:**HOME ADDRESS (No P.O. Box)**Address 1:* [redacted]
Address 2:
City:* [redacted] State:* [redacted]
Zip Code:* [redacted] Country:***Terms of Internship (MM/DD/YY)**

FROM*: 01/19/16 TO*:

 Full-time* Part-time* Std Hrs*: [redacted]**HOME PHONE and EMAIL ADDRESS**Phone Number:* [redacted] Landline Mobile
EMAIL:* [redacted]@saalemstate.edu**WORK LOCATION**Market Cluster Name & Market #* **Boston/332**
Cost Center:* **94220** Dept.:#* **599**
Address:* **10 Cabot Road, Suite 302**
City:* **Medford** State:* **MA**
Zip Code:* **02165** Country:* **U.S.A.**Form Completed By:* [redacted]
Phone:* [redacted]**APPROVALS (to be obtained by manager or authorized designee)**Mgr. / Bus. Office:* (Printed) **Joseph Montano**
Mgr. / Bus. Office:* (Sign)
Date Approved:* **2/10/16**



UNPAID INTERN WORKDAY DATA FORM

v.2014.09.30

FORM INSTRUCTIONS

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Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:*	Middle:	Last:*	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:	
Address 2:	
City:	State:
Zip Code:	Country:

Terms of Internship (MM/DD/YY)

FROM*:	TO*:
--------	------

Full-time*

Part-time*

Std Hrs*: 5-10

HOME PHONE and EMAIL ADDRESS

Phone Number:*	Landline	Mobile
EMAIL:	suffolk.edu	

WORK LOCATION

Market Cluster Name & Market #*		332
Cost Center:*	Dept.:	110
Address:*		
10 Cabot Road		
City:*	State:*	
Medford	MA	
Zip Code:*	Country:*	
02155	USA	

Form Completed By
Phone

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed)	Joseph Martin
Mgr. / Bus. Office:* (Sign)	
Date Approved:*	1/22/16

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

*indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* J	Middle:	Last:*	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:*	
Address 2:	
City:*	State:*
Zip Code:*	Country:*

Terms of Internship (MM/DD/YY)

FROM*: 01/22/16	TO*: 6/1/16
<input type="radio"/> Full-time*	<input type="radio"/> Part-time*
Std Hrs*: 15 hrs	

WORK LOCATION

Market Cluster Name & Market #*	332		
Cost Center:*	94211	Dept.:*	KISS 108 110
Address:*	10 Cabot Rd 02115		
City:*	Medford	State:*	MA
Zip Code:*	02115	Country:*	United States

HOME PHONE and EMAIL ADDRESS

Phone Number:*	Landline	Mobile
EMAIL:*	@gmail.com	

Form Completed By
Phone:*

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office: * (Printed)	Joselyn Montano
Mgr. / Bus. Office: * (Sign)	<i>[Signature]</i>
Date Approved:*	1/22/16

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* A Middle: Last:* Suffix:

HOME ADDRESS (No P.O. Box)Address 1:*
Address 2:
City:* State:*
Zip Code:* Country:***Terms of Internship (MM/DD/YY)**FROM*: Jan. 16th TO*: April. 28th Full-time* Part-time* Std Hrs*: **HOME PHONE and EMAIL ADDRESS**Phone Number:* Landline Mobile
EMAIL:* @gmail.com**WORK LOCATION**Market Cluster Name & Market #* 332
Cost Center:* 94211 Dept.:#* 110
Address:*
City:* Medford State:* MA
Zip Code:* 02155 Country:* United StatesForm Completed By:
Phone:**APPROVALS (to be obtained by manager or authorized designee)**Mgr. / Bus. Office:* (Printed) Joseph Montan
Mgr. / Bus. Office:* (Sign) [Signature]
Date Approved:* 11/22/16

FORM INSTRUCTIONS

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Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* M	Middle:	Last:*	Suffix:
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HOME ADDRESS (No P.O. Box)

Address 1:*	
Address 2:	
City:*	State:*
Zip Code:*	Country:*

HOME PHONE and EMAIL ADDRESS

Phone Number:*	Landline Mobile
EMAIL:*	@yahoo.com

Form Completed By:*

Phone:*

Terms of Internship (MM/DD/YY)

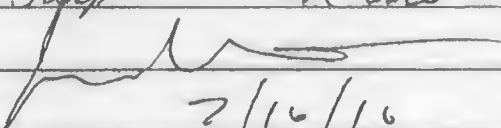
FROM*: 01/29/16	TO*: 05/02/16
-----------------	---------------

<input type="radio"/> Full-time*	<input checked="" type="radio"/> Part-time*	Std Hrs*: 135
----------------------------------	---	---------------

WORK LOCATION

Market Cluster Name & Market #* 332/Boston	
Cost Center:* 94220	Dept.:# 599
Address:* 10 Cabot Road	
City:* Medford	State: MA
Zip Code:* 02155	Country:* USA.

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed)	Joseph Montano
Mgr. / Bus. Office:* (Sign)	
Date Approved:*	2/16/16

FORM INSTRUCTIONS

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Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* T Middle: Last:* Suffix:

HOME ADDRESS (No P.O. Box)Address 1:*
Address 2:
City:* State:*
Zip Code:* Country:***Terms of Internship (MM/DD/YY)**FROM*: 1/14/16 TO*: 4/22/16
 Full-time* Part-time* Std Hrs*: 16**HOME PHONE and EMAIL ADDRESS**Phone Number:* Landline Mobile
EMAIL:* @gmail.com**WORK LOCATION**Market Cluster Name & Market #* 332/Boston
Cost Center:* 94220 Dept.:# 599
Address:* 10 Cabot Road
City:* Medford State:* MA
Zip Code:* 02155 Country:* USForm Completed By:
Phone:**APPROVALS (to be obtained by manager or authorized designee)**Mgr. / Bus. Office:* (Printed) Joseph Montana
Mgr. / Bus. Office:* (Sign)
Date Approved:* 2/12/16

FORM INSTRUCTIONS

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Contingent Worker Information

*Indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* [REDACTED] Middle: Last:* [REDACTED] Suffix:

HOME ADDRESS (No P.O. Box)Address 1:* [REDACTED]
Address 2:
City: [REDACTED] State:* [REDACTED]
Zip Code:* [REDACTED] Country:* [REDACTED]**Terms of Internship (MM/DD/YY)**

FROM*: 1/12/2016 TO*: 05/2016

 Full-time* Part-time* Std Hrs*: [REDACTED]**HOME PHONE and EMAIL ADDRESS**Phone Number:* [REDACTED] Landline Mobile
EMAIL:* [REDACTED]@gmail.com**WORK LOCATION**Market Cluster Name & Market #* 332/BOSTON
Cost Center:* 94220 Dept.:* Promotions/999
Address:* 10 Cabot Road
City:* Medford State:* MA
Zip Code:* 02155 Country:* United States

Form Completed By:* [REDACTED]

Phone: [REDACTED]

APPROVALS (to be obtained by manager or authorized designee)Mgr. / Bus. Office:* (Printed) Joseph Morano
Mgr. / Bus. Office:* (Sign) [Signature]
Date Approved:* 2/16/16

FORM INSTRUCTIONS

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- For questions regarding completion of this form, please contact HR4U at 1-855-722-4748 (1-855-7CC-HR4U)

Contingent Worker Information

* indicates required fields

CW ID# (for HR4U use only)

PRIMARY NAME

First:* Middle: Last:* Suffix:

HOME ADDRESS (No P.O. Box)

Address 1:*
 Address 2:
 City:* State:*
 Zip Code:* Country:*

Terms of Internship (MM/DD/YY)

FROM*: TO*:
 Full-time* Part-time* Std Hrs*:

HOME PHONE and EMAIL ADDRESS

Phone Number:* Landline Mobile
 EMAIL:*

WORK LOCATION

Market Cluster Name & Market #*
 Cost Center:* Dept.:#*
 Address:*
 City:* State:*
 Zip Code:* Country:*

Form Completed By:
 Phone:

APPROVALS (to be obtained by manager or authorized designee)

Mgr. / Bus. Office:* (Printed)
 Mgr. / Bus. Office:* (Sign)
 Date Approved:*



Order Confirmation

Advertiser No: 176604 Order No: 1125812959
 Start Date: 03/07/2016 Co-op: No
 End Date: 04/07/2016 Package: No
 Month Type: Broadcast Agency Comm.: 0%
 Revision #: 0
 CPE:
 AE: Pierce, Stephanie
 Entered: 03/01/2016 06:17 PM by Fusion
 Last Update: 03/01/2016 06:17 PM by Fusion
 Note: WJMN-FM/MBA Scholarship Program
 Note 2:
 Spl Req Inv: Special Handling Req

MASS BROADCASTERS ASSOC

43 Riverside Ave
Pmb 401
Medford, MA 02155



Market Station	Bind To	Start Date	End Date	No Of Weeks	Rate Rev. Type	Skip W.	M	T	W	T	F	S	S	Spots/ W.	Spot Length	Ord Spots	Ord Cost
1 Boston WJMN-FM	00:00-23:59 Commercial 30	03/07/16	04/03/16	4	0.00 Local-Direct	0	x	x	x	x	x	x	x	4	30	16	0.00
2 Boston WJMN-FM	00:00-23:59 Commercial 30	04/04/16	04/07/16	1	0.00 Local-Direct	0	x	x	x	x				2	30	2	0.00
3 Boston WJMN-FM	00:00-23:59 Commercial 15	03/07/16	04/03/16	4	0.00 Local-Direct	0	x	x	x	x	x	x	x	4	15	16	0.00
4 Boston WJMN-FM	00:00-23:59 Commercial 15	04/04/16	04/07/16	1	0.00 Local-Direct	0	x	x	x	x				2	15	2	0.00
No. of Spots/Misc/Digital:						36/0/0										Ordered Gross:	\$0.00
														Agency Commission:	\$0.00		
														Ordered Net:	\$0.00		
														Total Net Due:	\$0.00		

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Amt. Ord.:	24	12	0	0	0	0	0	0	0	0	0	0	0
Gross:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

When signed below, this is a contract for advertising on the radio stations named above, made with the owner of those stations, subject to those terms and conditions beginning on the last page of this Order Confirmation. Except when this contract is executed by advertiser itself, it is agreed that advertiser's agency makes this contract both for itself and advertiser.

Accepted for Company: _____

Accepted for Advertiser: _____

Participating Customers

MASS BROADCASTERS ASSOC 100%

WBWL, WJMN, WKOX, WXKS, WXKS-FM

RECRUITMENT INITIATIVES FORM

December 1, 2016 – November 30, 2017

	Type of Recruitment Initiative	Date	Brief Description of Activity & Scope of Broadcaster's Participation <i>(where applicable, include job title(s) of station staff involved in the activity)</i>
1.	Participation in scholarship programs	3/27/2017	iHeartMedia Boston participated in the Massachusetts Broadcasters Association Student Broadcaster Scholarship program. During this reporting period, our SEU donated money to the MBA Student Broadcaster Scholarship Program, broadcast on-air announcements to promote the scholarship from March 27 – April 14, 2017, disseminated and collected completed scholarship program applications, and participated in the evaluation process.
2.	Provision of training to management	11/28/2017	Our FCC Coordinator provided an EEO training session with SEU hiring managers, which included the following topics: Discrimination/Harassment, Equal Opportunity and Community Outreach.



Order Confirmation

Advertiser No: 176604 Order No: 1125831091
 Start Date: 03/27/2017 Co-op: No
 End Date: 04/14/2017 Package: No
 Month Type: Broadcast Agency Comm.: 0%
 Revision #: 0
 CPE:
 AE: Richards, Jennifer
 Entered: 03/22/2017 11:40 AM by Fusion
 Last Update: 08/10/2017 09:49 AM by bos1bxm
 Note: WJMN-FM/MBA Scholarship Program
 Note 2:
 Spl Req Inv: Special Handling Req

MASS BROADCASTERS ASSOC

 43 Riverside Ave
 Pmb 401
 Medford, MA 02155

Market Station	Bind To	Start Date	End Date	No Of Weeks	Rate Rev. Type	Skip	W	M	T	W	T	F	S	S	Spots/ W.	Spot Length	Ord Spots	Ord Cost
1 Boston WJMN-FM	00:00-23:59 Commercial 30	03/27/17	04/09/17	2	0.00 Local-Direct	0	x	x	x	x	x	x	x	x	4	30	8	0.00
2 Boston WJMN-FM	00:00-23:59 Commercial 30	04/10/17	04/14/17	1	0.00 Local-Direct	0	x	x	x	x	x				2	30	2	0.00
3 Boston WJMN-FM	00:00-23:59 Commercial 15	03/27/17	04/09/17	2	0.00 Local-Direct	0	x	x	x	x	x	x	x	x	4	15	8	0.00
4 Boston WJMN-FM	00:00-23:59 Commercial 15	04/10/17	04/14/17	1	0.00 Local-Direct	0	x	x	x	x	x				2	15	2	0.00

No. of Spots/Misc/Digital: 20/0/0
 Ordered Gross: \$0.00
 Agency Commission: \$0.00
 Ordered Net: \$0.00
 Total Net Due: \$0.00

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Amt. Ord.:	20	0	0	0	0	0	0	0	0	0	0	0	0
Gross:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net:	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

When signed below, this is a contract for advertising on the radio stations named above, made with the owner of those stations, subject to those terms and conditions beginning on the last page of this Order Confirmation. Except when this contract is executed by advertiser itself, it is agreed that advertiser's agency makes this contract both for itself and advertiser.

Accepted for Company: _____

Accepted for Advertiser: _____

Participating Customers

MASS BROADCASTERS ASSOC 100%

Ensuring Equal Employee Opportunity and Preventing Discrimination

[Training materials—provided 11/28/2017—redacted]