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July 2019-Present

General & Sales Manager Big Horn Radio Network Cody, WY
Managed daily Radio and Digital Sales efforts of 7 sellers for 9 Radio Stations in an 80 mile radius.
Looking to leave because paychecks are bouncing.

November 2017-July 2019

Assistant General & Sales Manager La Crosse Media Group La Crosse, WI
Led Group out of Chapter 11 Bankruptcy in May 2018. Managed daily Radio, Digital and NTR Sales efforts of 7 sellers. Carried my own sales list as well.

November 2016-August 2017

Sales Manager BOB-FM/KGBY Faribault, MN
Managing 2 new sellers in the office. Billing about \$24K a month. Closed Sales Office due to Budget cuts.

Apr 2015-Apr 2016 Red Rock Radio

Amery, WI/Pine City, MN
Market Manager, WLMX-FM/WXCX-FM/WXCE-AM/WCMP AM & FM
Managed a total of 13 Employees, including 7 sellers in both locations. Left because impending Station Sale. When I arrived \$0 Digital, when I left up to about 3% of total billing was Digital.

July 2012-March 2015 Zoe Communications

Baldwin, WI
Station Manager, Thunder Country 95.7/WDMO-FM
Helped put brand new Station on-air. Billed between \$20,000-\$30,000 a month consistently on brand new signal. Besides Selling, did Mornings, Remotes and High School Sports PBP. Left to go back to Red Rock Radio as Market Manager.

Oct 2005–June 2012 Red Rock Radio Amery, WI/Pine City, MN
Market Manager, WLMX-FM/ WXCX-FM/WXCE-AM/WCMP AM & FM
Managed 14 Employees including 7 sellers at 5 Stations in 2 different markets 50 miles apart. Made Budget every year. Left to put new Station on the air 10 minutes from where I lived.

Feb 2005–Oct 2005 WHTL Radio Whitehall, WI
Managing Partner/GM
Station was in danger of going dark. I bought 10% of the Station and agreed to run it till the Station was Profitable again. By my ninth month we were billing between \$30-\$40K a month at 3,000 watt Stand-Alone FM. Left to go work for Red Rock but continued to consult Station till I was bought out in July, 2006.

Dec 2002-Dec 2004 Clear Channel Radio Fort Dodge, IA
General Manager KWMT-AM/KKEZ-FM
Managed one of Iowa's most listened to stations, Classic Country KWMT-AM and a 100KW FM, KKEZ. A staff of 8 sellers and 12 other Employees. Made Budget in 2003. In 2004 made Budget by August of that year.

Dec 2001-Dec 2002 WHTL Radio Whitehall, WI
General Manager
Instituted systems that resulted in station achieving highest revenue goals at the time. Managed seven Employees.

March 1999-May 2000 Cumulus Media Faribault, MN
DOS/Sales Manager KDHL-AM/KQCL-FM/KQPR-FM
Was promoted in 1999 from Operations Manager to Sales Manager of KQPR. After a record 1999 I was Promoted to Director of Sales for the Cluster. Was let go in a round of Cumulus budget cuts.

