

## **Steve Knoll**

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### **Objective**

A challenging and rewarding position in a growth-oriented organization which offers diverse career responsibility and the potential for advancement.

#### **Thor Gun Range/Thor Global Defense Group**

##### **Online Sales Representative**

**Van Buren, AR**

**February 10, 2020 - August, 7 2020**

Managed inbound online sales and websites for [www.nwatactical.com](http://www.nwatactical.com) and [www.kneseckguns.com](http://www.kneseckguns.com). Responsible for processing online orders and facilitating credit card payments from customers.

#### **KMAG-FM (Country) and KKBD-FM (Classic Rock)**

**I Heart Media, Inc.**

**Program Director/Air Talent**

**Fort Smith, AR**

**December 2010 - January 2020**

Daily air-shift on classic rock KKBD-FM from 10am-3pm weekdays. Maintained top 2 in market ratings in Men 25-54 and Men 35-64 since Spring 2017. Before that daily air-shift on AC KZBB-FM from 2-7pm weekdays. Also maintained top ratings with females 25-54. From December 2010 to Spring of 2017, Mid-days on Country KMAG-FM. Maintained number one or two in market ratings with women 18-34, 25-34 and 25-54.

#### **KOFM-FM (Country)**

**Williams Broadcasting**

**Air Talent**

**Enid, OK**

**September 2009 – December 2010**

Daily air-shift from 5-9pm and Saturday's from 12-5pm. Have undertaken additional duties like scheduling the daily music logs and freshening up the gold library.

#### **TM Century**

**Affiliate Relations Manager**

**Dallas, TX**

**September 2005 - September 2008**

Managed the U.S. territory for TM Century's Daily Comedy Network, Bitman, Jones Prep, ACN and Onion Radio News. Represented and developed a client list of over 500 affiliates generating a record \$700,000.00 in sales during the first year. Demonstrated over \$1,000,000.00 in new business and return business in 2007. Awarded Salesperson of the Month and achieved Century Club status.

#### **KEGL-FM (Oldies)**

**Clear Channel Communications**

**Music Director**

**Dallas, TX**

**November 2004 - August 2005**

Responsible for the station imaging and on air experience while programming daily music log for Oldies format. Specialized in weekly contest and promotions along with filling in on the weekend and vacation with an air shift for all days parts.

#### **Thompson Creative**

**Regional Sales Director**

**Dallas, TX**

**January 2002 – September 2004**

Directed and managed all radio jingle sales in U.S., Canada, Australia and Latin America. Successfully increased sales projections each month along with designing new initiatives for incremental revenue streams. Consult and conceptualized lyrics and jingles that optimized client imaging.

**KSCS-FM (Country)**  
**ABC Radio**  
**Weekend/Swing Air Talent**  
**Fort Worth, TX**  
**April 2002 - November 2004**

**KBFB-FM & KTXQ-FM (Urban & R&B Oldies)**  
**Radio One, Inc.**  
**Webmaster**  
**Dallas, TX**  
**January 2001 – January 2002**

**KTXQ-FM (R&B Oldies)**  
**AMFM**  
**Music Director/Webmaster**  
**Dallas, TX**  
**December 1998 – September 2000**

**KBFB-FM (AC)**  
**AMFM**  
**Assistant PD/Music Director/Webmaster**  
**Dallas, TX**  
**December 1995 – September 2000**

**KVIL-FM (AC)**  
**Infinity Broadcasting**  
**Programming Assistant/Weekends and Swing**  
**Dallas, TX**  
**December 1994 – December 1995**

**KDMX-FM (AC)**  
**Nationwide Communications**  
**Assistant PD/Music Director**  
**Dallas, TX**  
**May 1991 - September 1994**

KPXR-FM/Anchorage, AK 1987-1991 (Program Director/Mornings)  
KKCI-FM/Kansas City, MO 1984-1987 (Music Director/Mid-days)  
WYFE-FM/Rockford, IL 1982-1984 (Music Director/Mornings)  
WSPT-FM/Stevens Point, WI 1981-1982 (Evenings 5-9pm)  
KQAA-FM/Aberdeen, SD 1980-1981 (Operations Manager/Afternoons)  
WROK-AM & WZOK-FM/Rockford, IL 1977-1980 (On Air)

### **Systems Experience**

An in depth knowledge of the following:

- Audio Vault (2 Years)
- RCS Selector (32 Years)
- Scott Systems (2 Years)
- NexGen (23 Years)
- Windows Office, Outlook, Word, Excel and Power Point
- Social Media; Facebook and Twitter (12 Years)

### **Community Involvement**

- Susan G. Komen-Ozark Foundation
- Donald W. Reynolds Cancer Support House
- River Valley Regional Food Bank
- Community Services Clearinghouse
- Sebastian County Humane Society
- Special Olympics-Arkansas
- The Salvation Army of Fort Smith
- Children's Emergency Shelter
- Women's Shelter of Sebastian County