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ARN STRENGTHENS COMMERCIAL LEADERSHIP TEAM IN MELBOURNE

Friday 9 March 2018 – ARN has today announced significant appointments to its Melbourne Commercial leadership team across agency and direct sales, including the creation of a new client solutions role to shape the future of ARN’s audio and digital offering for brands.

Nisar Malik has been appointed to the role of **Agency Sales Director**, **Nick Flood** joins ARN as **Direct Sales Director** and **Lena Rapley** has moved from her role as Melbourne Agency Group Sales Manager into the newly created role of **Head of Client Solutions** – Melbourne and Adelaide.



All roles will report into ARN Melbourne Commercial Director, Peter Whitehead.

Nisar Malik joins ARN after two years as a Group Business Manager with Nine Entertainment Co. Prior to that he held the role of Melbourne Television Sales Director with Southern Cross Austereo following ten years with Channel Ten in sales and leadership roles.

Meanwhile, **Nick Flood** comes to ARN from his most recent role as Melbourne Sales Manager at Macquarie Media and with an extensive media background from his roles at carsales.com.au and NOVA Entertainment.



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Lena Rapley has been with ARN for eight years in sales and management roles in Sydney and Melbourne and her promotion to Head of Client Solutions for the Melbourne and Adelaide markets will see her move into a newly created position to drive market-leading solutions for brands.



ARN Melbourne Commercial Director Peter Whitehead

said: "I'm delighted to welcome leaders with the experience and reputation of both Nisar and Nick as they join ARN to take charge of our Agency and Direct Sales teams respectively.

"They join ARN at an exciting time, as we take a fresh approach to market with our new on-air line ups across KIIS, GOLD and iHeartRadio, and continue to deepen our position in the Melbourne market with our agency and client partners.

"Lena's promotion to the newly created role of Head of Client Solutions supports our ambition to capitalise on the momentum and achievements of the last year, given her extensive experience in a number of markets working closely with clients and agencies."

In other appointments to the Melbourne team **Paul Edwards** has been appointed as Direct Group Sales Manager, holding previous sales management roles at Nova Entertainment and Southern Cross Austereo, while **Denis Donati** has been promoted to Agency Group Sales Manager.

About ARN

ARN is one of the leading broadcasters in the country with ownership or investments in 12 radio stations nationwide. Its network brands KIIS and Pure Gold, along with iHeartRadio and The Edge, entertain and influence over four million listeners across Australia.

Its KIIS network consists of Sydney's KIIS 1065 with Kyle & Jackie O, Melbourne's KIIS 101.1 with Jase & PJ, Adelaide's Mix102.3 with Jodie & Soda, Brisbane's 97.3FM with Bianca, Terry & Bob and Perth's 96FM with Paul & Lise. The National Drive Show across all stations is Will & Woody.

Its Pure Gold network consists of Sydney's WS FM101.7 with Jonesy & Amanda, Melbourne's GOLD104.3, Brisbane's 4KQ with Laurel, Gary & Mark and Adelaide's Cruise 1323 with John Dean.

The Edge is available on FM as The Edge 96.ONE in Sydney and nationally via iHeartRadio and DAB+. The Edge Breakfast hosts are Mike E & Emma.

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ARN also launched iHeartRadio, the world's fastest growing digital service, to the Australian market in 2013 and the platform has had over 1,541,000 downloads of the app. iHeartRadio is a free, all-in-one radio, music streaming, entertainment and live events platform. In addition to being able to access their favourite music from around the globe, audiences can access their favourite stations in Australia from ARN, the ABC, SBS and Fairfax, as well as stations from New Zealand and the USA.

ARN is a HT&E company.

