

WDDA Window & Door Dealer Day



Angenette Natkowski, CRMC, CDME
General Sales and Digital Manager
Salem Media Group

Angenette Natkowski is a General Sales and Digital Manager for Salem Media Group and Salem Surround in Chicago, IL.

Born on the Southwest side of Chicago, Angenette's passion for media began at the age of 14, when she joined the staff of her local high school station, WARG-FM 88.9. There, she co-hosted a weekend show for 4 years while also doubling as the station's news director.

Attending Loyola University Chicago ('94, '14), Angenette furthered her radio experience as a three time manager of the Loyola University Radio Conference, the Midwest's largest non-commercial radio conference at that time. She also acted as assistant program director of the university's station WLWU 88.7.

Immediately upon graduation, Angenette started as a promotions assistant at the iconic, 50,000 watt WGN Radio. Intrigued by business side of radio, she asked to come along on a local sales call, which ultimately opened the door for the next phase of her career.

Over the next decade, she worked for CBS WBBM Newsradio 780, where she created and trademarked sales and programming concepts such as "Making the Grade" and the "Great American Breakthrough Series". In 2002, she was given the prestigious distinction of the "Don Mann Award", for achieving record new business revenue and exemplary customer service.

Eager to coach and develop the next generation of radio sales professionals, Angenette joined Clear Channel, now iHeartRadio, as a local sales manager, working with a team of 32 sellers across heritage brands, WGCI-FM, WLIT-FM, WVAZ-FM and WGRB-AM. After two years in Chicago, she was promoted to general sales manager of iHeartRadio St Louis. There she led a 6-station group and its traffic and weather division for another four years, growing the cluster from last place to first place in the market in revenue. During that time, Angenette lived dually in St Louis and Chicago.

Upon returning to Chicago full-time, Angenette returned to her spoken word roots, taking a leadership role with Cumulus' legendary news talker, WLS 890 and currently, Salem Media Group's AM 560 The Answer.

Today, Angenette is excited about the integration of digital media with radio, for both audiences and advertisers. Along with a team of local managers, she helped create a digital start-up, branded as Salem Surround Chicago, which has realized immediate success and is now being template across the Salem Media enterprise of 34 markets.

Fun facts about Angenette:

- When she's not immersed in all things media, Angenette enjoys hiking, visiting house museums and traveling with her daughter, Brittney.