

**Randi Langford****VP, Political Programming & Interconnect Sales**

Randi leads all of NYI's political sales efforts, both regionally and nationally. She is responsible for the management of all accounts, strategies, delivery and reporting to clients throughout the NY footprint.

Randi is a seasoned sales executive who has been a part of the NYI family for over 25 years. She brings with her a solid track record that includes hugely successful cross-platform ad campaigns, and a strong network of agency and client relationships. Her more recent accomplishments include the creation of 2018 political rates for all local cable systems-- and surpassing the budget for the 2017 political campaign season by more than 200%.

Prior to the April 2018 spin-off of the new NYI, Randi held the same position at parent company Altice USA. She also served as the Director of Regional Sales (prior to its acquisition by Altice USA) for five years, starting in 2011. In this role, she was tasked with leading the execution of media strategies, managing the assignments of accounts, agencies and prospects, and owning the annual budget.

She began her career with an 18-year run as an Account Executive at Rainbow Media (a division of Cablevision, now AMC Networks), where she helped deliver market share growth for major blue-chip accounts including General Motors, American Express and Chase.

Randi earned her M.A. at Teacher's College, Columbia University, and her B.A. from George Washington University.