

***Position Title:***

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*Senior Site Acquisition Consultant*

***Purpose of the Role:***

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Manage and acquire through lease, licence, fee simple or easement etc. numerous sites, right of way or real estate for telecommunications networks.

***Key Responsibilities:***

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*Site Acquisition:*

- Secure through lease, license, easement, right of way or access agreement etc, real estate, land, structures for the installation, placement or construction of telecommunication networks and other types infrastructure.
- Conduct site visits as required
- Provide input to the site / right of way design and layout process, addressing the concerns of all stakeholders
- Able to foresee and identify out of scope issues that may impact a infrastructure project and implement appropriate remedies
- Responsible for the coordination and procurement of any background site or right of way material including surveys, arborist reports, planning reports, title searches and environmental and engineering studies
- Responsible for securing existing building or infrastructure site and design drawings from property, land or building owners.
- Lead new business development initiatives for site acquisition.

*Leasing:*

- Responsible for the presentation of proposals to suitable property / landowners, developers or property managers.
- Interpret, explain and negotiate lease, licence, easement, right of way or access documents with property / landowners, developers or property managers resulting in long term agreements that meet network or infrastructure requirements and client financial requirements
- Attend and present proposals to Owners, Directors, Executive Committees, Board of Directors, Community Associations, Councilors if required.
- Provide lease status reports to clients.

*Other general responsibilities as assigned.*

***Knowledge & Experience***

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This position requires specialized knowledge and/or experience in the fields of telecom real estate leasing and site acquisition processes, leasing negotiations, telecommunication protocols, team leading, industry specific regulations, real estate principles, property management and real estate law and leasing conditions.

***Skills & Competencies***

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- Strong negotiating, communication and analytical skills including presentations and report writing
- Excellent organizational skills
- Strong negotiation and closing skills.
- Knowledge in Legal & Real Estate principles and standards
- Lease contract conditions
- Strategic and conceptual thinking
- Well developed inter-personal skills
- Ability to multi-task and prioritize various projects
- Sound public speaking skills
- Proficiency in lease/legal terminology
- Sound knowledge of the technical components of the wireless industry
- Good computer skills with proficiency in Microsoft Word, Excel, Acrobat, Map Info, Visio etc.

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If interested please send cover letter and resume to  
[robin.comfort@solaceconsultinginc.com](mailto:robin.comfort@solaceconsultinginc.com)