

ROBERT SMITH

Jr. Site Acquisition Specialist

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SUMMARY

Over sixteen years of progressive, comprehensive experience as an innovative business professional in the fields of data analysis, project management, internal auditing, quality assurance, and customer service. Delivering significant knowledge of business processes and procedures, coupled with excellent technical, communication, time management, critical thinking, communication and organizational skills.

SKILLS

Site Acquisition Agent, Paralegal.

WORK EXPERIENCE

Jr. Site Acquisition Specialist

ABC Corporation - December 2015 – June 2016

- Research, analyze and negotiate lease contracts for zoning and wireless telecommunications sites.
- Identify candidates for specific land leases based on customer criteria, owner interest and jurisdictional zoning and/or Land Use regulations.
- Negotiate lease amendments, license, and Right Of Way and/or easement agreements with property owners.
- Serve as a point of contact for the community, stakeholder, and government agencies.
- Work directly with Site Acquisition Manager, Project Manager, RF engineers and construction personnel in all aspects of the project.
- Review and process applications within cycle time guidelines. Oversee preparation of tower company collocation applications.
- Perform all revenue producing services to meet projected goals and targets. Coordinate community and jurisdictional hearings.

Site Acquisition Specialist

Delta Corporation - 2014 – 2015

- Miscellaneous independent activities in real estate development, brokerage and management for various clients.
- Cingular Wireless G-3 Project - State of Florida Market. Reviewed all Lease and Contracts for long term leased cellular tower sites. Reviewed and .
- W2 Contract).
- Locate leasable property to erect telecommunications facilities by evaluating local zoning code, political motivation, construction issues, property .
- Provide Site Acquisition Services with respect to the identification, negotiation and acquisition of ground contracts for wireless communications .
- Various, PA Responsible for the acquisition of property to lease for the use of erecting/maintaining communication towers, negotiating lease terms .

- Site Acquisition/ Special Projects/ Back-up generator adds/EVDO to existing Verizon Wireless sites.

SCHOLASTICS

- Associates in Business Administration - (STRAYER UNIVERSITY)