

Position Title:

Right of Way Consultant

Purpose of the Role:

Assist with Right of way and site acquisition through identification of property requirements including identification of potential lease, licence, fee simple, partial taking or easements etc. for numerous sites associated with various infrastructure projects including transit, energy or telecommunications networks. Assist with real estate planning, reporting and input on various infrastructure projects.

Key Responsibilities:

Right of Way and Site Acquisition:

- Provide input on real estate associated with transit infrastructure planning and design.
- Provide input on proposed property takings
- Be responsible for reporting on property requirements and status of acquisitions.
- Secure through lease, license, easement, right of way or access agreement etc, real estate, land, structures for the installation, placement or construction of telecommunication towers and networks as well as other types of 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

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

Skills & Competencies

- 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.

If interested please send cover letter and resume to
robin.comfort@solaceconsultinginc.com