



Job Description

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| Job title | Associate Manager / Manager – Site Acquisition | Job Code | KTIL – SAM |
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Qualification: Any Graduate / Post Graduate possessing excellent experience in Sales, real estate and site acquisition (telecom)

Experience: 06 – 10 years

Work Location: Bangalore, Hyderabad, Chennai, Pune, New Delhi, Kolkata, Mumbai

Skills & Competencies:

- Excellent networking and knowledge of Sales and knowledge in site acquisition for Telecom infrastructure business.
- Extensive work experience in Site acquisition, legal documentation process and ensure customers are happy.
- Maintain excellent relationship with Site owners (Commercial) and database.
- Manage team

Roles & Responsibilities:

- Identify the buildings/Malls/ Corporate /Hospitals for IBS solution and IBS BOL model
- Responsible for Site search, Site Survey and Permits (NOC)activities
- Responsible for Site Acquisition work standard to meet the customer requirement
- Handle commercial and legal negotiations & closing with Operators & Building owners / Managers.
- Ensure that Agreement process from the building owner/operators to be complete in time in all respects
- Develop and handle business from end to end for all customers for IBS –Solution and BOL model.
- Leading a team, Coordinators, legal controllers, monitor their performance and manage their day to day activities
- Develop the sub contractors/Agencies for Site Acquisition
- To ensure BOL project completion in coordination with Project Team.
- Provide support, logistics planning, finance to ensure that all aspects related to a transaction are covered till project completion and for O&M..



- Develop key end users on a key account basis and handle relationship across life cycle.
- Develop market intelligence, in terms of price, competition, availability.
- Develop segment knowledge and data base in line with business.