



Job Description

Job title	Regional Manager – Site Acquisition	Job Code	KTIL – SA – RM
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Qualification: B.E /Graduation/ MBA from reputed Institute

Experience: 8 – 12 years

Work Location: New Delhi, Kolkata, Chennai, Mumbai, Hyderabad, Kerala

Skills & Competencies:

- Sound technical knowledge in site acquisition for Telecom infrastructure business/real estate.
- Experience in Sales and marketing, Business management
- Preferably worked in telecom Industry site acquisition
- Should have extensive experience in managing multiple sites, location and managing offices and people across regional offices PAN India.

Roles & Responsibilities:

- Support in development of business strategy, Site acquisition strategy
- Set region's goals and objectives and prepare strategies & plan to achieve the same.
- Set region's business and operating budget with time frames to achieve the same.
- Responsible for managing the entire acquisitions for -BOL and Non-BOL across the region.
- Liaison with marketing team, Project team for BOL and Non-BOL projects conclusion with operators.
- Manpower planning and development for efficient execution by assigning job roles & responsibilities for the regional Acquisition team.
- Ensure that the set Business targets are achieved within the defined timelines and periodical review.
- Ensure internal and external customer satisfaction for all services.
- Develop market intelligence, report the same to management team and define strategy to meet the challenges.
- Provide adequate training and imparting excellent communication skills, interpersonal skills and building goal achievement mind-set to team members for improving the KTIL business across the region.
- Project Management approach for acquisition at all regions. Ensure that the targets are met across the region.
- Ensure team always carries out thorough ground work and high quality output with competitive pricing across the region.
- Validation of expenditure bills of the Acquisition team and cost control
- Provide technical and economical solutions for all existing / potential customer queries
- Support in development of strategy and train the team for competitive commercial and legal negotiations with Operators & Building owners / Managers and provide support/interventions wherever necessary



- Develop key end users on a key account basis and handle relationship across life cycle.
- Ensure Legal compliances
- Payment collection co-ordination
- Space selling and business development with the operators.
- Any other job assigned by the management from time to time.