



## Vertical Bridge Job Description

<b>Job Title:</b>	Real Estate Leasing Manager	<b>Date:</b>	12/3/20
<b>Department:</b>	Real Estate	<b>Location:</b>	Remote
<b>Reports To:</b>	Vice President Real Estate Program Delivery	<b>FLSA Status:</b>	Exempt

### Summary:

The Real Estate Leasing Manager will be responsible for sales and marketing of Vertical Bridge's non tower assets and develop collaborative relationships with carrier clients to identify additional opportunities. Primary responsibilities include identifying and securing new managed site leases, contract negotiations and achieving revenue and cash flow targets.

### Job Functions:

1. Market Vertical Bridge's non tower site locations for leasing/collocation opportunities
2. Aggressively identify new business opportunities with local and regional accounts through calls, meetings, and presentations
3. Gather market level information related to carrier network expansion projects
4. Ability to differentiate Vertical Bridge's value proposition from other competing offers, highlighting the distinguishing features of both
5. Establish and cultivate relationships with key carrier personnel, including site development and engineering teams
6. Support Tower Sales group and collaboratively engage pursuits
7. Support contract development and negotiation
8. Clearly present Vertical Bridge's solutions and its key features, benefits, and economic advantages
9. Work collaboratively with both internal and external customers to maximize market opportunities
10. Provide regular reporting to management, detailing new and ongoing business opportunities
11. Coordinate with internal teams to achieve desired results

*These job functions are representative of tasks accomplished by incumbents. The list is not exhaustive; incumbents perform other job-related tasks.*

### Supervisory Responsibilities:

None

### Working Conditions and Physical Demands:

Position will work remotely in a combination of field and office environments. Position must be willing to travel frequently, often with short notice. Required to attend department and company meetings.

### Education and Experience:

1. Bachelor's degree or equivalent combination of education and experience required
2. Minimum 5 years of experience in sales in wireless infrastructure or related industry required
3. Required to have strong working knowledge of tower development regulations and industry practices
4. Possess multi-level relationships within the wireless carrier organizations and site development professionals
5. Previous sales experience with the ability to persuade prospective clients to accept offered solutions
6. Strong organizational, interpersonal, and communication skills required
7. Proficient user of MS Office suite products
8. Effective in an entrepreneurial culture, working independently and as part of a team



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*Vertical Bridge is committed to a policy of equal employment and will not discriminate against an applicant or employee. Vertical Bridge is an Equal Employment Opportunity Employer M/F/D/V.*