



+ Site Acquisition Specialist

Join the best wireless consulting firm on the east coast and help us build out the future of wireless communications. If real estate, technology, sales, or marketing gets you excited, this career is for you. Our consulting clients such as Amazon, Verizon, AT&T, T-Mobile, National Grid, and other regional players turn to NB+C consultants to build out the backbone for 5G, driverless cars, IOT, edge computing, drones, and all aspects wireless.

As a preferred vendor, our clients hire us to solve their most difficult challenges. The Site Acquisition Agent is a problem solver who oversees a territory and wireless caseload. The mission is to complete all real estate related tasks so a cell tower can be built (small cell, macro, IBS/DAS, ROW or COW) and you will own the process from start to finish.

The SAQ agent will get a defined search area from the client for placement of an antenna/tower, and it will be the job of the SAQ agent to research and develop the site, interacting with landowners, town officials, and internal partners to get the site Real Estate Complete (REC).

Who We Are

We are a privately held wireless consulting firm with 500+ that specialize in site development, engineering, and construction management. Our company slogan is 'Totally Committed' and we believe the only place, is first place. NB+C fosters a supportive, collaborate, and competitive culture balanced with a meritocracy ethos. Our Human Capital department ensures that every employee has the tools needed for success, including on-going training, project coordinators/streamliners, the must cutting edge CRMs and tracking software.

NB+C leadership and market managers empower their teams, giving employees the freedom and flexibility to serve their clients as they see fit. Our consulting work is project based, offering you the opportunity to work as an entrepreneur within your team, coupled with the stability and support of a corporate entity. Our company culture is unmatched in the industry and consistently rates in the top percentile during employee reviews.

Our employees are educated experts who are passionate about real estate, technology, sales and connecting people and devices. Our consultants are highly trained individuals who are obsessed with providing value to our clients. We specialize in wireless contract negotiation, land use, zoning and permitting, easements, CRM, data integrity and utility management.

This role comes with a competitive base salary with upside for performance-based commission and a pathway for internal growth and promotion.

Who You Are

NB+C is seeking a proactive individual who prides themselves on being the best. We are looking for a competitive person who thrives in an entrepreneurial/consulting world. If you are an inquisitive person, detailed oriented, and enjoy making deals—this career is for you.

We are looking for a communicator who is well-spoken and is a technical writer. This role is client facing and requires strong communication and analytical skills.

Your time will be split between 80% office (work from home) with 20% local travel for field work, site visits, landlord or client meetings (little to no overnights required). Our current SAQ agents have expressed this is the sweet spot of time at the computer vs. in the field.

The Job

5G has just begun. Industry experts believe the build out of 5G will take ten years for a fully optimized, heterogenous network. As wireless consultants, this excites us! Once 5G is built—we cannot help but to think about 6G. Simply put, this is a stable, dynamic, and rapidly growing industry that is here to stay!

The Site Acquisition Specialist is a WFH position, where you will serve as a consultant, responsible for completing all real estate activities to get a cellular tower built. Every day will bring new challenges as building and developing cellular towers is difficult—especially in New York State! This is a long-led sales cycle, as it often takes over a year to complete all required tasks. You will have the satisfaction of owning the process from end-to-end and you will take pride in your work when you drive around and see ‘your tower’ has been built by the construction team.

In this role, the SAQ agent will work with a small group of highly specialized, educated professions, such as engineers, attorneys, local governments, led construction mangers, regulatory and environmental experts, land and building owners, as well as internal resources/management. You will act as the central hub during the entire development process interfacing with many internal and external parties, pushing deadlines and tasks.

Working within a small team, you will collaborate with engineering, regulatory, environmental, landlords/property owners, outside counsel, municipal officials, and project managers is paramount for success. The primary focus of this position will be on the development of macro and small cell towers, including modifications.

Qualifications:

- Have an interested in real estate, sales, technology or wireless development
- Strategic thinker, analytical mind, the ability to work in a quota driven environment
- Bachelors or Associates Degree preferred
- 2+ years of sales, entrepreneurial, real estate, or commission-based job experience preferred
 - MS or MBA may substitute
 - Site acquisition experience in telecommunications site development a plus
- A motivated individual who is strategic and looking for a long-term career
- Professional and applicable understanding and interest of real estate principles, terms
- Strong written and oral communications skills, including public speaking and presentation
- Proficiency in Microsoft Office Suite
- Ability to work efficiently and independently, multi-task, meet stringent deadlines and achieve project goals
- Detail-oriented and possess strong follow-through skills
 - Ability and willingness to travel locally

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