

About Lumen

Lumen is guided by our belief that humanity is at its best when technology advances the way we live and work. With 450,000 route fiber miles serving customers in more than 60 countries, we deliver the fastest, most secure global platform for applications and data to help businesses, government and communities deliver amazing experiences. Learn more about Lumen's network, edge cloud, security and communication and collaboration solutions and our purpose to further human progress through technology at news.lumen.com, LinkedIn: [/lumentech](https://www.linkedin.com/company/lumentech), Twitter: [@lumentechco](https://twitter.com/lumentechco), Facebook: [/lumentech](https://www.facebook.com/lumentech), Instagram: [@lumentech](https://www.instagram.com/lumentech) and YouTube: [/lumentech](https://www.youtube.com/lumentech).

The Role

Responsible for negotiating various revenue and expense Right-of-Way Agreements and 3rd Party Conduit/ Pole Agreements related to the Company's telecommunications network across North America. Manages numerous negotiations simultaneously as well as develops and delivers progress reports and various metrics for the Network Infrastructure Services department. Contract negotiation will include but not be limited to the following: projects involving network growth and integrity, use of third party assets (including utility poles and conduits), management of rights-of way, franchise and other licenses necessary for the placement and operation of the network. Contract negotiation and management will include full life cycle of sale and purchase contracts terms, conditions, operational and financial impact.

The Main Responsibilities

Knowledge, Skills or Abilities

Experience in contract negotiation and management is required. High level proficiency of Microsoft Office is essential. Experience in outside plant design and/or construction, or network planning is preferred. Additional experience in business management, financial management or the legal field is preferred. Must possess regulatory knowledge as it pertains to the telecommunications industry. Must be strong multi-tasker and have experience coordinating across departments. Ability to communicate and build concurrence with various departments including Operations, Legal and Finance. Experience with interfacing with various municipal agencies is required. Must have good visual acuity. Must be able to work in a general office environment and be able to operate a computer and associated peripherals. Must be able to operate a telephone and communicate effectively with same.

Essential Duties

- Acts as primary manager for those assigned projects within the Contract Manager's territory.

- Acts as primary lead for the negotiation and acquisition of right-of-way, franchise agreements and infrastructure contracts such as pole, dark fiber agreements or conduit agreements.

- Ability to mine data from various data repositories.

- Ability to raise and settle contract use and financial disputes.

- Coordinates delivery and integration of right of way and infrastructure components with other functional groups.

- In cooperation with other functional groups, develops projects related to network expansion,

operation and maintenance, requiring right-of-way agreements or third party asset acquisition.

• Provides estimated costs of various right of way and infrastructure components of projects related to building additions or network expansion/integration projects.

• Provides right of way and infrastructure related expertise as needed by the company.

• Provides support to post execution management of various right of way and infrastructure agreements to include: assembling contract deliverables, proper entry of related data into company tracking and financial databases, payment and analysis of invoices, contract renewals, etc.

What We Look For in a Candidate

Basic Qualifications

Minimum skills required to perform in this role.

Education Qualifications: Bachelor's Degree or 5-7 plus years of relevant job experience. Relevant job experience is described as:

• Job experience in similar industry

• Job experience with similar essential duties

Preferred Education, Skills and Experience

Education and Experience

• Experience: 5-7 yrs

• Education Level: Bachelor's Degree (JD candidates preferred)

• Field Of Study: Management, Finance, Telcom or related field

• Attention to detail with good organizational capabilities.

• Ability to prioritize with good time management skills.

What to Expect Next

Requisition #: 268651

EEO Statement

We are committed to providing equal employment opportunities to all persons regardless of race, color, ancestry, citizenship, national origin, religion, veteran status, disability, genetic characteristic or information, age, gender, sexual orientation, gender identity, marital status, family status, pregnancy, or other legally protected status (collectively, "protected statuses"). We do not tolerate unlawful discrimination in any employment decisions, including recruiting, hiring, compensation, promotion, benefits, discipline, termination, job assignments or training.

Disclaimer

The above job definition information has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be

interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job. Job duties and responsibilities are subject to change based on changing business needs and conditions.

Salary Range

Salary Min :

46350

Salary Max :

103080

This information reflects the anticipated base salary range for this position based on current national data. Minimums and maximums may vary based on location. Individual pay is based on skills, experience and other relevant factors.

This position is eligible for either short-term incentives or sales compensation. Director and VP positions also are eligible for long-term incentive. To learn more about our bonus structure, you can view additional information here. (<https://jobs.lumen.com/global/en/compensation-information>) We're able to answer any additional questions you may have as you move through the selection process.

As part of our comprehensive benefits package, Lumen offers a broad range of Health, Life, Voluntary Lifestyle and other benefits and perks that enhance your physical, mental, emotional and financial wellbeing. You can learn more by clicking here. (<https://centurylinkbenefits.com>)

Note: For union-represented postings, wage rates and ranges are governed by applicable collective bargaining agreement provisions.

Salary Range

Salary Min :

46350

Salary Max :

103080

This information reflects the base salary pay range for this job based on current national market data. Ranges may vary based on the job's location. We offer competitive pay that varies based on individual experience, qualifications and other relevant factors. We encourage you to apply to positions that you are interested in and for which you believe you are qualified. To learn more, you are welcome to discuss with us as you move through the selection process.