



Bandwidth IG, LLC

Manager – Community Development (Greater Atlanta)

Bandwidth IG (BIG) builds and operates mission-critical fiber infrastructure that underpins the world's most innovative companies throughout Northern California the San Francisco Bay Area, Greater Atlanta and Greater Portland, Oregon. BIG is searching for a motivated self-starter to lead its network development and community investment strategy in the Atlanta, Georgia region.

Position Description

The Manager of Community Development is tasked with driving strategic relationships within each jurisdiction where BIG is building its network in Georgia. The right candidate will lead initiatives for network expansion and build meaningful relationships within the local ecosystem to increase BIG's community engagement. This role will focus on a wide range of local business-development type community engagement activities, including permitting and regulatory compliance, governmental and public affairs (with the emphasis on relationship-building), contract negotiations, issue management, and dispute resolution, all of which will support BIG's network development and increase its impact within communities.

Responsibilities

- Project manage large scale development initiatives and projects related to BIG's construction of network in and around Atlanta, Georgia;
- Advocate to municipalities and other public entities to secure critical underlying rights associated with network expansion, including representing BIG in front of jurisdictional councils/commissions/boards, as well as with city attorneys and other senior governmental staff;
- Create and lead activities related to BIG's community impact initiatives and network development plans;
- Develop and maintain partnerships with key vendors within local ecosystems that support company objectives;
- Negotiate, draft, and manage agreements under which BIG is granted rights to construct network assets, including public right-of-way use agreements, private easements, railroad licenses, etc.;
- Support BIG's Operations teams related to its day-to-day construction and permitting activities;
- Manage network expenses related to underlying rights;
- Perform other duties and tasks as assigned from time-to-time to meet the dynamic needs of the business;
- Demonstrate company values; and
- Stay up to date with development, technology, and industry trends within Georgia.

Qualifications

- Bachelor's Degree or equivalent work experience.

- 5+ years' experience in physical infrastructure sales and/or solutions, preferably with a dark fiber provider
- In-depth knowledge of fiber optic infrastructure services and overlapping services such as colocation and data centers.
- Personable and self-motivated
- Passion for problem solving
- Prior operations, sales engineering, or consulting experience.
- Understanding of Salesforce.com
- Experience with contract negotiations.
- Excellent communication/presentation skills at all levels of an organization.

Benefits

- Competitive compensation
- Excellent benefits including health, dental, vision, 401 (k), disability and life insurance
- Paid time off
- Being part of an agile organization where your voice matters

Work Hours: Company hours accommodate our customer's needs. This is an exempt position, so the hours of work will be dependent on the work that needs to be addressed to accomplish the work ascribed to this position.

Travel: TBD

Disclaimer: Please note - this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

Base pay range: \$80,000 - \$120,000 commensurate with experience

Bandwidth IG provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, provincial or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.