

Job details

Job Type:
Full-time

Full Job Description

Acquisition Specialist / Right of Way Agent

Join our team and help our clients build the future while you build your career with us!

At JCG Land Services, we provide full-service real estate and right of way acquisition services to support the development or improvement of roads or other public infrastructure, electric lines, wind farms, or gas pipelines. As industry leaders in this unique and growing field, our clients have learned to depend on us to deliver consistent, reliable services and to keep the project on track while under challenging and changing conditions.

If you enjoy building relationships with a large variety of people, like working in a fast-paced environment, and are willing to travel throughout the state of Iowa and surrounding states, we have a fun and unique position for you.

You will work for public agencies, utility companies, and renewable energy developers to bridge the gap between property owners and our growing infrastructure needs.

You will see a mixture of time in the field meeting with property owners or attending client progress meetings, and your office time will be spent scheduling meetings, processing paperwork, and maintaining status reports. Many projects necessitate overnight travel for multiple days per week.

Here's What You'll Do:

Schedule, plan for and conduct negotiation meetings with property owners and their representatives to acquire easements, property acquisitions, or access rights necessary for the clients' projects.

Evaluate and negotiate crop and property damages related to construction or maintenance.

Work with landowners to coordinate preferred methods of property access for construction or utility maintenance.

Read, interpret and explain project plans.

Produce and maintain accurate landowner contact records for parcel files.

Enter information in project management system to track project task completion.

What You'll Need:

Minimum of 1 to 2 years of undergraduate coursework plus 1 to 2 years of work experience. Or, high school diploma or equivalent plus 3 to 4 years of work experience.

Ability to develop rapport with all types of personalities.

Ability to conduct meetings outside of normal business hours, including evenings and frequent overnight travel.

Problem-solving skills to resolve complex and difficult acquisitions.

Excellent speaking and writing skills to clearly communicate in person and by email.

Effective interpersonal and conflict resolution skills along with good judgment.

Effective in persuading others and negotiating.

Good organization skills and adapt to changing conditions that require quickly reprioritizing.

Ability to think and work independently and with a team.

Professional and positive attitude, a strong work ethic, and respect for others.

A high degree of comfort with technology including computers, laptops, cell phones, and tablets.

Attention to detail and commitment to accuracy.

Valid driver's license and reliable transportation.

Willingness to travel, often overnight, is a must.

You'll Stand Out if You Have:

Associates or Bachelors degree in real estate, agronomy, business, or related field.

Previous experience in land acquisition.

Construction experience or knowledge.

Agricultural experience or knowledge.

Local to the Madison, Wisconsin, area.

No Contractors

JCG Land Services is an employee-owned and operated business. Our core values are the code we live by and include: accountability, customer focus, integrity and ethics, leadership, quality management, balance, and safety. At JCG Land Services, you will be valued as an employee, mentored as a future leader, and recognized for your accomplishments and potential. Join our diverse teams and we can all work towards the common goal of helping our clients build the future. Interested? Great! We look forward to reviewing your application.

JCG Land Services is an Equal Opportunity Employer