

Site Acquisition Program Manager

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Company: Oracle

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

The Site Acquisition Program Manager is responsible for leasing and acquiring datacenter space and assessing related infrastructure in select metros. This role is a regional member of the Data Center Site Selection & Acquisition team. This role will be responsible for performing analytics and conducting market research in targeted metros and regions, developing acquisition opportunities, negotiating commercial terms with landlords and stakeholders, and constructing and negotiating complex lease agreements and associated legal documents. This will include new colocation leases, as well as lease renewals and amendments. This role will work closely with our regional supply, engineering, construction, legal, security, networking, and operations teams throughout each project, and throughout the sequence of each transaction and will be responsible for preparing and presenting periodic presentations in the form of investment write-ups and presentations prepared in collaboration with all key stakeholders for internal governance.

Qualifications

Experience in site selection for industrial-scale projects, real estate evaluation, acquisition, development, construction, collocation lease agreements, and general awareness of utility agreements, sustainable practices, and financial modeling.

Leading contributor individually and as a team member, and ability to progress workstreams independently, but seeking direction from others as needed.

Able to operate in fast pace, ambiguous environment. Work is non-routine and very complex, involving the application of advanced technical/business skills in area of

specialization.

5 to 8 years relevant experience and BA/BS degree.

Knowledge of the Data Center industry, operators in region and market dynamics is preferred

Experience in leading complex negotiations, contract formation, and contract negotiations

Knowledge of real estate and mission critical environments, such as Data Centers

A general background in real estate development and land acquisition is a plus – with an understanding of local laws, permitting, etc.

General understanding of hybrid real estate solutions such as Build-to-suit, Retail, and Wholesale leases (data center a plus)

Strong collaborator, working closely with multiple teams and subject matter experts

Confident, takes ownership, willingness to “do what it takes” to get the job done with proven experience leading complex negotiations/initiatives to successful completion

Ability to be a strong team player, plus an ability to deliver independently; must be able to deliver results or projects in a timely manner within project metrics

Strong analytical, creative thinking, written, and verbal communications skills

Proven ability to apply critical thinking in complex situations

Willing to travel throughout Europe and the Middle East as needed (~25%)

Career Level - IC4

Be accountable for lease execution from demand signal through to ‘general availability’ date – driving each performance metric (safety, quality, rates, schedule, cost, within critical timelines required by the business.

Manage multiple lease projects and coordinate with internal team members, consultants, vendors, and external stakeholders.

Work with capacity (demand) planners and network specialists to understand capacity needs and site requirements in assigned metros/regions.

Lead cross-functional teams to evaluate, select, negotiate, and recommend leases for approval.

Develop high-quality metro strategies based on market expertise, within the context of time-to-market and cost efficiencies required by the business units.

Drive commercial terms with our lease providers in the region.

Work with internal Corporate Procurement personnel to drive executable lease documents.

Work with Finance team to conduct Total Cost of Ownership (TCO) lease or build options to recommend the most favorable strategies for assigned metros.

Conducting market research on targeted metros and regions, new countries, metros, and target locations.

Provide strong analytical reporting on market strategies, outlining risks on delivery (cost and timelines) and supporting the team with day-to-day activities as needed.

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