

ATTORNEY II

American Tower Corporation Woburn

The Team

We are seeking an Attorney II to join American Tower's U.S. Tower division's Legal department. The Legal team negotiates, drafts, reviews and administers tenant licensing agreements and real estate transactions. Day to day, you will prepare all documents relating to tenant licenses, ground leases, and easements and resolving land-related issues that may impact a pending customer application or ground lease negotiation. As an Attorney II, you will partner cross-functionally to review and provide legal analyses of contract terminations, renewals, and assignments as well as customer responses to contractual defaults.

Our [Core Principles](#) are the foundation of our culture, and we're focused on achieving continued success by thinking long-term, leading with values, and creating value with decisions. Come grow your career with us!

What You Can Offer Us

- Develop and maintain a thorough knowledge of applicable customer agreements. Negotiate resolutions of customer issues related to non-compliance. Serve as an escalation point for customer matters relating to national agreements.
- Develop and maintain a thorough knowledge of applicable landowner agreements. Serve as an escalation point and resolve real estate/title matters that put asset ownership at risk or may inhibit a customer's ability to license space at a particular location.
- Negotiate standard form, and develop non-boilerplate, documents as required to support licensing, real estate, M&A, and business proposal negotiations and compliance.
- Provide guidance on best practices and procedures for related legal team functions, including reviewing and revising template documents, preparing new agreements, and formulating procedures to ensure a legally protected and compliant transaction.
- Provide written and verbal executive-level summaries to the management team in advance of executing material contracts or proposals, while being willing to support and/or opine on the merits of the business aspects of such proposals.
- Inform external and internal customers of project statuses, procedural requirements, and changes that impact the business relationship and resolve complex issues including tower relocation projects or use of owned land for non-core business activities.
- Other duties as assigned.

What You Need to Succeed

- Juris Doctor degree and a license to practice law in any state required.
- A minimum of 5 years of relevant legal experience required.
- Experience negotiating complex contracts/licenses and drafting original or unique contractual provisions strongly preferred.
- Experience in the telecommunications tower or carrier industry strongly preferred.
- Ability to apply legal expertise and experience to make sound business decisions; knowledgeable about practices, trends, technology, and information that affect the department and the organization.
- Excellent negotiation skills; ability to effectively resolve complex issues and conflicts in relation to agreement and contract compliance.
- Strong written and oral communication skills, including the ability to present ideas and suggestions clearly and effectively.
- Ability to work with different functional groups and levels of employees to effectively and professionally achieve results.
- Strong organizational skills; ability to accomplish multiple tasks within the agreed upon timeframes through effective prioritization of duties and functions in a fast-paced environment.

American Tower is proud to be an equal opportunity employer and will not discriminate against an applicant or employee based on age, sex, sexual orientation, gender identity, race, color, creed, religion, national origin or ancestry, citizenship, marital status, familial status, disability, military or veteran status, genetic information, pregnancy or any other characteristic protected under applicable law.

To apply, please send a cover letter and résumé to:

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