

David Archambault
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EXPERIENCE:

- 96-present** **Summary of Qualifications for Real Estate/Manager-Operations/Manager-Manager I**
I have written hundreds of leases for Companies such as AT&T, T-Mobile, Sprint, Cingular, Verizon, Metro PCS, Clearwire, Global Telecommunications and Global II. My experience has been both as the Lessee and a Lessor. I have also negotiated leases with companies such as American Tower, TowerCo, SBA, ICE and other tower management companies. I have shown that I have excellent skills for overall organization of negotiations and construction oversight along with the ability to bring together attorneys, A&E firms, construction companies, environmental firms, property owners and clients to quickly lease, zone/permit and construct multiple sites simultaneously throughout New England. I have exceptional skills in leasing, zoning and permitting where creative thinking is needed to bring projects to an on-time close. I have consistently shown that my attention to detail and organizational skills are a powerful asset to my company and my clients.
- 12-13-present** **Virtual Site Simulations, LLC. (VSS, LLC)**
A consulting company for the wireless industry
Owner/Vice President
Provided direction for development of proprietary software to create, three-dimensional modeling, GIS mapping, photo simulations and balloon float tests for the telecommunications industry to meet regulatory requirements for cellular tower site acquisition. Managed a team of field technicians to collect and process data to complete balloon tests, site simulations and visual impact studies for 100's of telecommunications sites throughout New England. Technicians. Maintain client contacts throughout the wireless industry.
- 2/13-1-17** **Smartlink LLC**
A consulting company for the wireless industry
Senior site acquisitions specialist
Responsible for site leasing, zoning, permitting, organization and oversight of lease negotiations and processes. Organization and oversight of attorneys, A&E firms, environmental firms, property owners and others for the leasing, zoning/permitting process of up to 50+ new build sites, and up to 85 modification sites at a time.
- 1/08-2/13** **NETWORK BUILDING AND CONSULTING (NB&C)**
A consulting company for the wireless industry
Responsible for site leasing, zoning and permitting, including organization and oversight of lease negotiations and processes. Organization and oversight of attorneys, A&E firms, environmental firms, property owners and others for the leasing, zoning/permitting process of up to 150 sites at a time.
- 1/07-1/08** **Tower Resource Management (TRM)**
A consulting company for the wireless industry
Responsible for site leasing, zoning and permitting, including organization and oversight of lease negotiations and processes. Organization of and oversight of attorneys, A&E firms, environmental firms, property owners and others for the zoning/permitting process of up

to 30 sites at a time

4/04/-1/07 **Realtor/Randall Realtors GMAC**

Sales

Have been in the top 10% for sales of residential homes during the 3 years.

12/04-1/07 **Global II**

A lease and property management company for the wireless industry

Owner

Responsible for property “leasing” (including organization, negotiations and oversight of attorneys, A&E firms, environmental firms, property owners and zoning/permitting of multiple sites) property management, property acquisitions and overseeing all aspects of Company operations including day-to-day accounting, personnel management, billing & collections, construction oversight and client relations.

9/01-12/04 **Global TeleCommunications, LLC**

A tower company for the wireless industry

Owner

Responsible for property “leasing” (including organization, negotiations and oversight of attorneys, A&E firms, environmental firms, property owners and zoning/permitting of multiple sites) property management, property acquisitions and overseeing all aspects of Company operations including day-to-day accounting, personnel management, billing & collections, construction oversight and client relations.

12/99-9/01 **PINNACLE SITE DEVELOPMENT, INC., GLASTONBURY, CT**

A consulting company for the wireless industry

Project Director

Responsible for sales, leasing, managing and overseeing all aspects of project operations including personnel management, billing & collections, construction oversight, client relations, site acquisition and zoning on a T-Mobile project. A hands-on manager who ensures project goals are met and provides regular reporting on project status.

11/98-11/99 **NETWORK BUILDING AND CONSULTING (NB&C)**

A consulting company for the wireless industry

-Site Acquisition Specialist: Responsible for identifying, zoning and leasing suitable sites for both ground build communication towers and rooftop antennas for up to 30 sites at a time.

-Project Manager: Overseeing all aspects of a satellite office including meeting with and keeping good relations with the client. Responsibilities also included payroll, human resources, billing, tracking zoning hearings, formulating strategies and speaking at zoning hearings, lease negotiations, and overseeing all site acquisition for up to 90 sites in both Massachusetts and Connecticut.

7/96-11/98 **NORTHERN LAND SERVICES, EAST PROVIDENCE, RI**

A consulting company for the wireless industry

Responsible for implementing and negotiating master lease agreements with over 30 mayors and town officials in the New Jersey area. Responsible for identifying, zoning, and leasing. Successfully wrote, negotiated, and closed ground and building leases. Presentations of zoning and various requests to town councils at numerous public hearings. Project manager for site acquisition contract in Canada. Involved in many aspects of pipeline right-of-way. Duties performed in Rhode Island, Massachusetts, New York, New Jersey, Maine and both Vancouver and Toronto, Canada.

10/92-6/96 **CAPTAIN**

January 5, 2024

Ran marine tow company as captain, ran Sportfish and party boats. Captain's license obtained February 1992. Licensed to operate vessels up to 100 tons within 200 miles of the United States.

12/89-10/92 **ARCH'S PLACE, RESTAURANT AND NIGHTCLUB, FLORIDA**
Owner
Operational management of facility.

EDUCATION:

University of Rhode Island, Kingston, RI
Marine Technology, South Kingstown, RI
Narragansett High School

QUALIFICATIONS / PERSONAL:

- Willingness to accept and meet challenges
- Ability to learn and adapt quickly
- Ability to see big picture
- Reliable/Professional
- Good verbal and organizational skills
- U.S. Coast Guard License #789854 100 Ton Master of Near Coastal Steam or Motor Vessels, Marine Commercial Towing Endorsement and Marine Radio Operator Permit
- Adult CPR, Standard First Aid, CPR/First Aid Instructor Training

REFERENCES: Upon request