



MICHAEL ANDERSON

Senior Land Acquisition Specialist

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SUMMARY

Dynamic and results-driven Land Acquisition Manager with over a decade of expertise in real estate development and strategic land procurement. Demonstrated proficiency in navigating complex regulatory environments and fostering relationships with key stakeholders to facilitate successful project outcomes. Adept at identifying and analyzing potential land acquisition opportunities, leveraging market research, and conducting feasibility studies to support organizational goals.

WORK EXPERIENCE

Senior Land Acquisition Specialist Greenfield Development Group

Jan 2023 - Present

- Conducted comprehensive market analysis to identify potential land parcels for acquisition.
- Negotiated contracts with landowners, ensuring favorable terms for the organization.
- Collaborated with legal teams to navigate zoning laws and regulatory requirements.
- Managed due diligence processes, including environmental assessments and title searches.
- Presented land acquisition proposals to executive management for approval.
- Developed and maintained relationships with local government officials and community stakeholders.

Land Acquisition Analyst Urban Realty Partners

Jan 2020 - Dec 2022

- Assisted in identifying and evaluating potential land acquisition opportunities in urban settings.
 - Prepared detailed feasibility studies and financial analyses to support acquisition decisions.
 - Coordinated with architects and planners to assess land use potential.
 - Facilitated stakeholder meetings to discuss project impacts and gather community input.
 - Tracked and reported on industry trends and competitor activities to inform strategy.
 - Utilized GIS technology to analyze land parcels and visualize acquisition opportunities.
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EDUCATION

Master of Business Administration, Real Estate Concentration, University of California, Berkeley

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** Real Estate Development, Negotiation, Market Analysis, Stakeholder Engagement, Project Management, Regulatory Compliance
- **Awards/Activities:** Successfully acquired over 500 acres of land for development projects valued at over \$100 million.
- **Awards/Activities:** Recognized as Employee of the Year for outstanding contributions to land acquisition initiatives.
- **Awards/Activities:** Implemented a new land acquisition strategy that reduced costs by 15% while increasing project scope.
- **Languages:** English, Spanish, French