

Zerxis Satarawala- "Z"

3445 Guilford Ave NW

Canton, OH 44718

Business Mobile: 330.353.1965

Business Fax: 330-491-1895

Email: z@infinitysitedevelopment.com

PROFESSIONAL SUMMARY

Landman Site Development: 2 years experience with Oil and gas leasing for Mason Dixon Energy (Bridgeport, WV), for their client ANSCHUTZ EXPLORATION and Enervest Corporation in Carroll County, Ohio.

Wireless Site Development: 11 years experience with site acquisition project management, leasing, zoning and permitting work for antenna placement for cell phone companies.

Management: 29 years experience managing teams of up to 40 people. Responsible for compensation planning, performance reviews, interviewing, hiring and termination and successful team performance and morale.

Financial: Responsible for budgets over \$300,000 annually, planning and allocation, profit and loss for a variety of business units, achieving profit improvements of as much as 43%. Responsible for bookkeeping system design, implementation and automation using a variety of software.

Operations: Responsible for policy formulation, procedure design and implementation in high pressure, deadline driven environments. Responsible for purchasing, vendor negotiations, scheduling, production, delivery, quality control, packaging, product testing and development.

TECHNICAL EXPERIENCE

Hardware: PC

Licenses: Notary Public, State of Ohio, **RL (Registered Landman) with the AAPL Membership # 79578, MLBC active member**

PROFESSIONAL EXPERIENCE

INFINITY SITE DEVELOPMENT, INC, Canton, OH

Jan 03 – Present

President

- Top producer of oil and gas leases for **Anschutz Exploration, Denver, CO**, via contract with **Mason Dixon Energy, Bridgeport, WV** in **Carroll County, Ohio** since May 2008.
- Top producer of leases and site acquisition for **Baran Telecom** on a Xicom Wireless internet antenna project in Ft. Lauderdale, FL.
- **Sprint** 4G XOHM project on 50 sites in Pittsburgh, PA (via FMHC, Chicago, IL).
- Top producer of leases and permits for **AT& T Wireless** (via GPD Associates, Akron, OH), **Sprint with Nextel, T-Mobile, Clear Wire Communications, American Tower** in Ohio and Pennsylvania.
- **Cingular** Cleveland UMTS 2005 project completed (via Bechtel, Cleveland OH).
- Within short time frames candidates that can be leased, zoned and built are found, with quick turn around times on lease and zoning negotiations.
- Zoning presentations before PC, CC, BZA and ARB review are met with 95 percent approval rating.
- Seventy percent of search rings have signed leases, zoning and building permits, from the search through completion in six months or less.

Technologies: PC

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ALLTEL WIRELESS, Cleveland, OH

Sep 02 – Dec 02

Leasing and Zoning Specialist

*Gainar Consultants, INC/Velocitel, Willoughby Hills, Ohio
Sub-Contractor*

- Work included: 3 or more candidates per search ring, turn in pre-zoning analysis on all sites, complete thorough candidate packages on all candidates, initiate and complete RF approved candidates leasing process, apply for, represent client at all zoning meetings to obtain zoning permits, coordinate A&E walks, NEPA's, SHPO's and structural requests.

Technologies: PC

CINGULAR WIRELESS - Cleveland, OH

Mar 02 – May 02

Leasing and Zoning Specialist

*THinc. Wireless, Vernon, NJ
Contractor*

- Within 30 days, successfully zoned and leased a new candidate for a vital search ring which had been turned down by the zoning board.
- Worked on zoning 4 additional Cingular sites in Ohio, Southern Indiana and Erie, PA.

Technologies: PC

NEXTEL COMMUNICATIONS - Solon, OH

Nov 99 – Feb 02

Leasing and Zoning Specialist

*MVP, Inc., Dallas, TX
Contractor*

- Experience concentrated in successful cold calls in search areas leading to Candidate Packages, Lease procedures leading to full execution of lease, Zoning procedures and approvals and the Building Permitting process.
- Of the 144 sites leased, zoned, permitted and constructed in 2000, 28 sites (20%) were assignments.
- Over 60 sites leased and zoned out of a network of 315 sites on air in NE Ohio within two years.

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Aug 99 – Oct 99

ALLTEL/GTE WIRELESS - Akron, OH

Leasing Specialist

Tim Laps, Inc), Canton, OH

Sub-Contractor

- Worked on search rings in W. Virginia for the build out in the Charleston market.

Technologies: PC

DIRECTOR/MANAGEMENT of Food Service in various hotels, restaurants, colleges, hospitals, and nursing homes in Oklahoma and Ohio 1982-1999

EDUCATION

MBA Program 12 Graduate Hours completed only

1993

ORU and Oklahoma City University (Tulsa Campus), Tulsa, OK

Bachelor of Arts

1980

Oral Roberts University (ORU), Tulsa, OK