

# Your Guide to a Meaningful Career

*Create a lasting impact in the sectors of:*

- Renewable Energy
- Power Generation, Transmission & Distribution
- Public Infrastructure
- Telecommunications
- Oil & Gas





LANDSOLUTIONS

## DID YOU KNOW

A career in land access is fast-paced, rewarding, and constantly evolving. In this field, you'll play a key role in advancing industry innovation in support of growing energy and connectivity needs. Your skills will be highly sought after in various high-impact sectors like Renewable Energy, Power Generation, Transmission & Distribution, Public Infrastructure, Telecommunications, and Oil & Gas.

To kickstart your journey, we've compiled a guide filled with valuable insights from LandSolutions team members who have been right where you are today, in addition to the career trajectories from members of our leadership team. Discover the diverse range of positions within land access, and learn what makes our team members passionate about their work at LandSolutions.



# We Are LandSolutions

At LandSolutions, we specialize in securing access to land for various forms of project development on behalf of our clients. Our focus is on engaging stakeholders and communities, negotiating access to land, and preparing our clients for long-term management of property rights.

In addition, we provide advisory solutions for capacity and resource planning, activity scaling, and land obligations management.

Our services are tailored to the Energy, Telecommunications, and Public Infrastructure sectors, and we operate in multiple jurisdictions across Canada and the United States.

## Contact

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[landsolutions.ca/careers](https://landsolutions.ca/careers)

Meet our President & CEO!

Chad  
Hughes



1

1995 - Post-secondary Graduate

2

1995 - Entered the workforce as a Landman

3

2001 - Joined LandSolutions as Land Manager

4

2006 - Became Vice President at LandSolutions

5

2012 - Promoted to President & CEO at LandSolutions (*current role*)

Chad is a graduate of Olds College's Land Acquisition and Management program and holds an MBA from the Haskayne School of Business at the University of Calgary.

With over 27 years of experience, he has effectively leveraged his education to raise operating standards in the industry. As a leader at LandSolutions, Chad has created a dynamic environment that attracts and retains top talent in the industry.

Meet our VP Client Solutions!

Jason  
Gouw



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1

**1996** - Post-secondary Graduate

2

**1996** - Entered the workforce as a Landman

3

**2002** - Began in-house management role in land access, stakeholder & Indigenous engagement

4

**2002 - 2017** - Continued management roles in land access and engagement

5

**2018** - Joined LandSolutions as Vice President, Land, Regulatory and Engagement

6

**2021** - Promoted to Chief Operating Officer at LandSolutions

7

**2023** - Transitioned into Vice President, Client Solutions (*current role*)

Jason graduated from the Olds College Land Acquisition and Management Program in 1996, and earned his Professional Surface Land (PSL) designation through the Canadian Association of Land Energy Professionals (CALEP). He joined LandSolutions in 2018 as Vice President, Land, Regulatory and Engagement within the Surface Land division and was appointed Chief Operating Officer in early 2021, eventually transitioning into Vice President, Client Solutions in late 2023.



Mason  
*Land Agent*



I received tremendous support during the early days of my career at LandSolutions, which was truly amazing. Even now, after almost three years with the same company, I continue to work alongside incredibly personable individuals who are always willing to lend a hand. Their doors are always open to me, and I never hesitate to approach them with any questions or concerns.



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## Potential Roles

- Contract Land Agent
- Land Management Technician
- Lease Negotiator
- Land Representative
- Land Use Technician
- Liaison Coordinator
- Municipal Land Agent
- Petroleum Landman
- Public Consultation Coordinator
- Right of Way Planner
- Surface Land Agent
- Independent Consultant
- Site Acquisition Specialist

## Land Agents

As a Land Agent, your primary responsibility is to negotiate Right of Way agreements with landowners to facilitate the development of key infrastructure projects, such as well sites, pipelines, power lines, coal mines, roadways, cell towers, wind and solar installations and more.

You'll play a crucial role in directly impacting the continued growth and development of our nation, improving our quality of life, and helping communities thrive.

Your skills as a Land Agent are highly valued and can have a significant impact across multiple sectors, including Renewable Energy, Power Generation, Transmission & Distribution, Public Infrastructure, Telecommunications, Oil & Gas, and Utilities. In this dynamic and constantly evolving field, you'll have the opportunity to make a lasting impact on the world around you.



Marc

Site Acquisition  
Specialist



We used to move a garden hose of network data, but that has evolved into a fire hose today. With the constant advancements in technology, carriers continue to expand their capabilities, and as a result, we're seeing an unprecedented rise in demand for Site Acquisition Specialists and other land professionals to support Telecommunications network developments across Canada.

## Transferrable skills & relevant backgrounds:

- Business Management & Operations
- Supply Chain Management & Procurement
- Customer Services
- Sales
- Real Estate
- Negotiations & Contract Law

## Site Acquisition Specialists

Site Acquisition Specialists play a crucial role in the Telecommunications industry by researching and negotiating leases for properties to accommodate essential communication infrastructure. They assess potential sites for accessibility, zoning regulations, and environmental factors, and establish long-term contracts to ensure network maintenance.

With the rapid development of technology driving significant growth in the Telecommunications industry, the demand for fast and reliable networks continues to increase. As such, the job market for Telecommunications Site Acquisition Specialists is expansive, offering a dynamic and exciting career with ample opportunities for growth and advancement.



Kyra

GIS Technician



I chose GIS because of its diversity and the ability to work in a variety of industries. With such a broad scope, I am learning something new every day and working with maps is fun! Through working with various data sets, I can visualize information in a new light, which has allowed me to view my own city of Calgary from an entirely new and unique perspective.

## Potential Roles

Technical occupations in geomatics include:

- Aerial Surveyor
- Remote Sensing
- Geographic Information Systems (GIS) Analyst / Technician
- Cartographic & Photogrammetric Technologist / Technician
- Geologist
- Environmental Research & Land Use Planner

## GIS Technicians

Geographic Information Systems (GIS) Technicians are essential professionals who use cutting-edge technology to create, interpret, and update geospatial maps for scientific investigations, resource management, and development planning. These technicians play a vital role in supporting major infrastructure projects in both public and private sectors.

As GIS technology becomes increasingly recognized as a critical tool for informed decision-making and efficient resource allocation, this expertise is in high demand.

In this rapidly evolving field, you'll have the opportunity to make significant contributions to the development efforts of various sectors and pioneer new technological innovations through research and development.