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Business Development Lead

Mumbai/Thane | B2B AI, SaaS, & Building Technology | Reports to Viltrix Leadership

Build the India Market for Data and AI-Powered Building Technology

Viltrix Build Tech is distributing in India a US-developed AI-enabled knowledge and agentic workflow platform for the architecture, engineering, consulting, construction, real estate, and building operations sectors. We are seeking an entrepreneurial Business Development Head to identify high-value customer segments, build the India go-to-market strategy, and drive repeatable revenue and subscription growth.

This is a hands-on commercial leadership role spanning market development, enterprise sales, product positioning, strategic partnerships, and market-led product development. The role is designed to grow into broader commercial leadership as Viltrix scales.

Your Mandate

1. **Market Development**: Identify priority customer segments, high-value workflows, buyer needs, and use cases where AI can deliver measurable time and cost savings.
2. **Go-to-Market**: Develop India-specific positioning, messaging, target-account strategy, pricing inputs, demonstrations, and customer-acquisition approaches.
3. **Revenue Growth**: Build qualified pipeline and own the commercial cycle from discovery and demonstration through proposal, negotiation, subscription, and expansion.
4. **Product Alignment**: Work with Viltrix leadership and the technology team to translate recurring market needs into commercially relevant product priorities.
5. **Strategic Partnerships**: Build relationships across engineering, architecture, MEP, BIM, construction, real estate, sustainability, technology, and relevant industry ecosystems.
6. **Commercial Discipline**: Maintain strong CRM discipline, pipeline management, forecasting, and account follow-through.

Who We Are Looking For

We are looking for a commercially strong, technically curious professional with 5+ years of B2B consultative and solution-sales experience with demonstrated ownership of customer acquisition and revenue outcomes. Relevant background includes – AEC technology, BIM/VDC, engineering software, building systems, energy and sustainability, engineering consulting, construction technology, B2B SaaS, enterprise software, and data and AI products.

What You Bring

1. Proven ability to sell complex technical solutions based on measurable business value.
2. Strong customer discovery, market-development, and enterprise-sales skills.
3. Existing relationships with some combination of developers, architects, engineering firms, consultants, contractors, corporate real estate teams, sustainability organizations, or Global Capability Centers (GCC).
4. Excellent communication, presentation, sound commercial judgment, and strong CRM discipline.
5. Ability to work independently and collaborate closely with product and engineering teams.

Career Growth

Viltrix offers competitive compensation, meaningful performance-linked upside, long-term participation, and the opportunity to grow into to broader commercial leadership in 1-3 years.

How To Apply

Visit the Careers page to email a cover letter and your CV - www.ViltrixBuildTech.com/Careers.

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