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Senior Building Technology Consultant

Mumbai/Thane/Hybrid | Project Delivery Client Solutions | Reports to Viltrix Leadership

Leverage Advanced Building Technology to Improve Project Delivery

Viltrix Build Tech is seeking a senior building-industry professional with strong project-delivery and client-facing experience to identify and develop technology solutions for architecture, engineering, construction, real estate, and building-operations workflows. The role focuses on understanding how projects are delivered, identifying where process lacunae resulting in time and cost inefficiencies, and translating those needs into practical software solutions.

Your Mandate

1. **Project Delivery & Opportunity Discovery**: Identify recurring workflow, coordination, documentation, analysis, and information-management issues that create avoidable project cost or efforts.
2. **Client & Business Development**: Engage architects, engineers, consultants, contractors, developers, and owners to understand needs, develop opportunities, support proposals and demonstrations, and help convert technical value into client engagements.
3. **Solution Definition**: Translate project and market needs into clear workflow requirements and software-development specifications that the Viltrix technology team can act on.
4. **Product & Market Alignment**: Work with Viltrix leadership and its partner organizations, business development, and developers to prioritize repeatable industry needs and shape a market-focused roadmap.
5. **Technology Consulting**: Use technology to demonstrate how data unification, knowledge integration, interoperability, analytics, and agentic automation can improve real project workflows.

Who We Are Looking For

An experienced buildings professional who understands project delivery and is comfortable developing client relationships and business opportunities. Relevant backgrounds may include architecture, mechanical or electrical engineering, MEP, building services, energy and sustainability, BIM/VDC, commissioning, engineering consulting, construction management, or related disciplines.

This role requires regular collaboration with Viltrix teams at the Thane and Andheri offices and close coordination with US-based clients. Candidates must be comfortable conducting meetings across international time zones, including outside standard India business hours when required.

What You Bring

1. Strong hands-on understanding of building design, engineering, construction, or project-delivery workflows.
2. Demonstrated client-facing experience in consulting, project development, solution sales, account growth, or business development.
3. Ability to identify project inefficiencies, understand their business impact, and communicate a compelling solution.
4. Ability to convert customer and project needs into structured requirements for software developers.
5. Strong communication, presentation, stakeholder-management, and commercial judgment; existing industry relationships are an advantage.
6. Curiosity and willingness to rapidly develop practical expertise in data interoperability and AI using Jarvis; prior AI/data experience is not required.

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Career Growth

Viltrix offers competitive compensation, strong long-term growth potential, and the opportunity to become a key technical-commercial leader helping translate building-industry expertise into scalable technology solutions.

How To Apply

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