Solution Consultant– Architecture at
ARKANCE IN
"Where passion and excellence unite"

About ARKANCE

ARKANCE is a fully owned subsidiary of the French B2B Services Group Monnoyeur. Founded in 1906 the Monnoyeur group operates in the construction, industry, and agriculture sectors.

With over 1300 employees spread throughout 50 locations worldwide, ARKANCE is a recognized leader in digital transformation across the construction, manufacturing, and infrastructure sectors. At ARKANCE, we are dedicated to helping the construction and manufacturing sectors realize their digital potential.

In India - ARKANCE IN (Formerly known as Capricot Technologies) is a team of Architects, Engineers and Construction Professionals helping our clients with digital transformation. We have Pan-India (New Delhi, Bangalore, Mumbai, Hyderabad) team of 250+ tech-savvy, inspired and dedicated professionals to help the industry in bridging the gap between technology and its practices.

For more details visit our website: https://arkance.world/in-en

Why Join Us?

- Lead a pioneering team in a dynamic and innovative environment.

- Competitive salary and benefits package.

- Opportunities for professional growth and development.

- Collaborative and supportive work culture.

Mode: Full Time

Position Type: Technical Role

Location: Mumbai

Position Overview

We are seeking a skilled **Solution Consultant for Architecture & Vertical Infrastructure Design** for the AEC industry to join our dynamic team.

Brief synopsis of your role and responsibility

- Serve as the subject matter expert on Architectural Design & Development harnessing BIM environment using solutions from Autodesk & Bentley like Revit (Architecture, MEP, Structures), AutoCAD, Navisworks, Twinmotion, Docs & BIM Collaborate Pro, STAAD Pro advance etc. providing in-depth knowledge of its capabilities and applications in design development.
- Serve as the primary technical point of contact for customers, providing pre-sales and post-sales support, including product demonstrations, technical presentations, and solution consulting.
- Work directly with clients to understand their project requirements and offer guidance on best practices for using technology effectively.
- Develop and customize solutions within platforms like Revit, Dynamo, Robot etc. to address specific client needs, ensuring compliance with industry standards and regulations.
- Conduct training sessions, workshops, and webinars for clients and internal teams to enhance their proficiency for higher adoption of Autodesk & Bentley technology.
- Conduct product evaluations and proof-of-concept (POC) trials to demonstrate the capabilities and benefits of our products or solutions to potential customers.
- Stay informed about industry trends, new features, and competitor products to provide insights for product enhancements and marketing strategies.
- Work closely with Architecture product development team, and sales teams to ensure alignment on customer needs and product offerings.
- Keeping oneself updated with OEM certification as required.

Qualifications required:

- Bachelor of Architecture or Technology degree from a top-tier institution, Master's in similar domain would be preferred.
- Minimum 4 years + experience preferred in AEC industry or a related field.
- Exceptional communication and interpersonal skills.
- Certified Autodesk Revit Professional / Bentley Professional would be preferred.

Remuneration & Benefits:

- **Compensation**: Up to 8 LPA (Negotiable based on qualifications & experience)
- **Additional Benefits:** Medical Insurances (Self / Family), PF, Gratuity
- **Reimbursements**: Mobile, Local Conveyance, Travel