

Girik Haresh Varma

Toronto, Ontario | 548-888-3073 | [linkedin.com/in/girikvarma23](https://www.linkedin.com/in/girikvarma23) | girik_varma@live.com

PROFILE

Digital Construction and Customer Success professional with 7+ years of experience helping organizations maximize the value of Autodesk technologies through platform adoption, governance, process improvement, and digital transformation initiatives. Experienced in working with executive leadership, project teams, and technology stakeholders to implement scalable BIM and digital construction workflows, improve collaboration, and drive measurable business outcomes. Proven ability to bridge technical expertise and business objectives while serving as a trusted advisor, technology advocate, and strategic partner across the construction lifecycle. Passionate about enabling customer success through technology adoption, stakeholder engagement, and continuous improvement.

CORE COMPETENCIES

- BIM Management & Coordination
- Customer Success & Strategic Account Management
- Strategic Communication & Stakeholder Engagement
- Financial Management, Budgeting & Resource Planning
- Process Improvement & Standardization
- Change Management, Risk Management & Operational Efficiency

WORK EXPERIENCE

Pinnacle Infotech, Toronto, ON

May 2025 - June 2026

BIM - Sales & Account Manager

- Managed a portfolio of 12 - 15 strategic AEC enterprise accounts across North America, overseeing approximately \$1.5M–\$2.2M in annual revenue while driving platform adoption, customer success, stakeholder engagement, and long-term account retention.
- Led 50+ Executive Business Reviews (QBRs), workshops, and onsite engagements with executive and project-level stakeholders, translating business objectives and technical challenges into actionable roadmaps that improved collaboration, workflow efficiency, and customer outcomes.
- Collaborated with cross-functional teams of 60 - 80 professionals across BIM, VDC, QA/QC, project management, and production functions, ensuring successful project delivery while aligning client expectations with operational capabilities.
- Supported Autodesk Construction Cloud (ACC) adoption initiatives by developing onboarding frameworks, delivering training sessions, and helping establish governance standards including folder structures, permissions, document management processes, and workflow best practices.
- Represented the organization at industry conferences, trade shows, and client networking events, strengthening market visibility and generating new business opportunities.
- Acted as a trusted advisor to client leadership teams, providing guidance on BIM strategy, digital construction workflows, process improvement initiatives, and technology implementation to help organizations maximize the value of their digital investments.

Mattamy Homes Canada, Mississauga, ON

October 2022 - April 2025

BIM - Project Manager, Architecture

- Developed and implemented BIM strategies, BIM Execution Plan and standards that improved architectural delivery efficiency by 25%, while overseeing the integration of BIM technologies into operational workflows to support division-wide digital transformation initiatives.
- Led the administration and governance of Autodesk Construction Cloud (ACC), establishing project standards, folder hierarchies, permissions frameworks, and collaboration workflows that improved platform adoption, streamlined information management, and supported consistent digital delivery across multiple business units.
- Secured \$2.7M budget internally and C-suite buy-in through 3 executive pitches to launch internal function to deploy digital construction solutions for 34 new home designs and integrate advanced manufacturing outputs.
- Led a cross-functional team of engineers, architects, and manufacturing professionals to deploy a modular design project with necessary standards; worked with Finance to allocate a \$2.7M budget, reducing overhead costs by 10% via vendor negotiations.
- Collaborated with multidisciplinary teams (Architecture, MEP, Structure) using Integrated Project Delivery (IPD) methods, while supervising the integration of developed technologies into departmental workflows boosting cross-functional coordination efficiency by 35% and enhancing project delivery for Purchasing, Construction, and Architecture teams.
- Established strategic partnership with APA – The Engineered Wood Association, to evaluate LVL beams in lieu of steel beams, resulting in cost saving of 5% per home and reduction of embodied carbon by 15% impacting 2400 homes per year.

Tucker HiRISE, Toronto, ON

April 2021 - October 2022

Virtual Design & Construction Coordinator, TLogistics

- Managed 3D model federation, clash detection, and integration of contractor shop drawings, while conducting BIM quality assurance checks that ensured 80% data integrity and model accuracy throughout all project phases, reducing rework and improving project delivery efficiency.
- Led BIM coordination meetings and leveraged Autodesk Construction Cloud to streamline stakeholder communication, resolving over 65% of identified design clashes and construction issues through collaborative solution development.
- Supported pre-construction and construction teams in leveraging BIM for advanced project planning and site logistics coordination on a just-in-time delivery project improving efficiency by 20% and minimizing on-site conflicts.
- Mentored and trained new team members in advanced BIM coordination, site logistics planning, and the effective use of Bluebeam, ensuring rapid integration into project workflows and contributing to the successful execution of critical projects.
- Performed detailed quantity take-offs for concrete, ensuring accurate material estimation, which boosted the delivery of concrete on-site and supported efficient construction timelines.

BIMstudio inc., Toronto, ON

December 2018 - April 2021

BIM Construction Coordinator

- Provided oversight in interdisciplinary coordination, Architecture, Structure & MEP for single and multi-family residential units by Mattamy Homes, ensuring smooth collaboration between architects, engineers, and contractors impacting 2400 homes per year.
- Created and managed BIM models to facilitate seamless interdisciplinary coordination, leading clash detection and resolution efforts that reduced conflicts by 25% and significantly enhanced project quality.
- Developed and maintained the BIM Execution Plan (BEP), ensuring all project stakeholders adhered to standardized protocols and workflows, thereby enhancing model consistency and streamlining project delivery.

EDUCATION

Post-Graduate Diploma, Building Information Modeling Management, George Brown College, Toronto

- **Building Information Modeling Management Award of Excellence**

Post-Graduate Diploma, Construction Project Management, Fanshawe College, London

Bachelor of Technology, Civil Engineering, NMIMS, Mumbai

CERTIFICATION & LICENSES

buildingSMART Professional Certification-Foundation

September 2024

Remote Pilot Certification - Advanced Operations - Transport Canada

July 2024

Lean Six Sigma Black Belt (LCBB) - Six Sigma Global Institute

March 2024

Agile Certified Practitioner - Project Management Institute

February 2023

Project Management Professional (PMP) - Project Management Institute

March 2022

LEADERSHIP & COMMUNITY INVOLVEMENT

CMEdU inc.

July 2022 - Present

Private Tutor

Diversity & Inclusion, Mattamy Homes

August 2023 - Present

Council Member

Asset Management & Lifecycle Think Tank, Building Transformations (formerly CanBIM)

November 2023 - January 2025

Council Member

Student Researcher, George Brown College

October 2018 - February 2019

Team Member

- **Scanning and Mapping of Chester Le Community Housing for the Toronto Community Housing Corporation (TCHC)**
- **Academic Award Winner 2019, Building Transformations**