CAREERS · PRODUCT

Business Head – New Products & Markets

Find CountAI's next businesses — and take them from paper to money in the bank · Coimbatore

1 position | Coimbatore · travel to customers in India and abroad | Full-time

The role

CountAI has more promising ideas than it can build: new inspection and automation products for knitting, spinning, weaving and beyond, and new markets abroad. You decide which ones deserve our engineers and money — then lead the winners from an idea to paying customers and a repeatable business. You own the outcome, not the slides.

What you will do

- Score every new opportunity on clear criteria — market size, time to the first paying customer, price, value to the customer, development cost and hardware cost — and recommend go, test, pause or stop.
- Stop weak ideas early, with evidence, so engineering time goes only to what customers will pay for.
- For each go: write the plan to first revenue — who buys, what they pay, what we build first, and the result that would make us stop.
- Lead a small team per venture — product managers, engineers and field sales — running two or three ventures at a time.
- Sell the first orders yourself: meet factory owners, run paid pilots, set the price and collect the money.
- Turn what works into a repeatable business — pricing, sales process, delivery and support — and hand it over to scale.
- Report to the CEO every month: money spent, evidence gathered and the next decision.

Who we are looking for

- You have taken at least one product or business line from an idea to regular revenue — and you were the person accountable for it.
- You have sold to industrial or B2B customers yourself, and closed and collected on the first orders.
- You have stopped ideas that were not working, and can tell us which ones and why.
- Clear with numbers: unit economics, pricing and bottom-up market sizing, with your assumptions shown.
- Comfortable on factory floors and with engineers; technical enough to judge what can be built and what it will cost.
- Typically 10–20 years — often as a startup founder, the builder of a new business line in an industrial company, or a business head who launched a new product. Textile or manufacturing experience is a strong plus.

Your first year

- First 90 days: every idea on our list scored and ranked, a stop or go on each, and plans for the top two.
- By 6 months: two ventures in paid pilots with real customers.
- By 12 months: at least one venture with repeat paying customers and a clear path to scale.

About CountAI. We build AI, computer vision and robotics for the factory floor. Knit-i inspects fabric live on circular knitting machines and stops the machine the moment a defect starts — trusted by 30+ factories in 7 countries, and winner of the Intel Edge AI Software Excellence Award 2026. Co-founded by an IIT Madras alumnus in Coimbatore.



Apply in about 10 minutes

Scan the code, or go to **counton.ai/careers/business-head-new-products-markets**

Know someone who fits? Forward this to them.