CAREERS · PRODUCT

Product Manager – New Products

Lead one new product from concept to proof of concept to first sales · Coimbatore

1 position | Coimbatore · factory visits and travel | Full-time

The role

Lead a small new-product team and take one idea from concept to a working proof of concept to the first paying customers. We care less about what you already know and more about how fast you learn, how clearly you think and whether you finish what you start.

What you will do

- Pick up a new product idea and learn the customer's world fast — the machines, the process, the people and the money.
- Spend time on factory floors to find the problem worth solving, and put a number on what it costs.
- Decide what the first version must do — and what it can leave out.
- Lead a small team and work with our AI, hardware and field engineers to build a proof of concept quickly.
- Run trials at customer sites with clear success criteria, and decide honestly whether to continue, change course or stop.
- Win the first few paying customers with our sales team: the demo, the price, the trial terms and the order.
- Write down what works, so the product can be handed over and scaled.

Who we are looking for

- A fast learner: you have picked up something new and difficult and became useful in it quickly — and you can show it.
- You have taken something from an idea to a working result yourself: a product, a feature, a business, a project or a startup.
- Clear thinking with numbers, comfortable with uncertainty, and willing to change the plan when the facts change.
- Leads without needing a big title: engineers want to work with you, and customers trust you.
- Hands-on and technically curious — happy to sit with engineers, stand at a machine or debug a trial.
- Typically 3–8 years. Engineering, product, startup or founder backgrounds are all welcome; textile experience is a plus, not a requirement.

Your first year

- One new product taken from concept to a working proof of concept at customer sites.
- The first paying customers, and an honest view of whether the product should scale.
- A small team that ships quickly and learns from every trial.

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/product-manager-new-products**

Know someone who fits? Forward this to them.