CAREERS · KNIT-I SALES

Head of Sales — Knit-i

India & International · senior leadership · hands-on revenue ownership

1 position | Coimbatore preferred · open to candidates based in major Indian cities | Full-time

The role

Own Knit-i revenue across India and our international markets, and build the sales organisation that makes it repeatable — without depending on the founder in every deal.

What you will do

- Own the Knit-i sales target and growth plan across India, Bangladesh, Türkiye, Uzbekistan and new markets.
- Set territories, segments, targets and channel strategy; turn them into quarterly plans you track weekly.
- Recruit, coach and lead regional sales managers, agents and channel partners.
- Stay hands-on: lead strategic customer meetings, OEM conversations and negotiations.
- Run a disciplined pipeline — CRM, weekly reviews, honest forecasts.
- Bring the customer back to product and engineering: pain points, pricing, competitors.

Who we are looking for

- Significant B2B sales experience in industrial products, machinery or capital equipment — sold to factories.
- A track record of owning a revenue number and beating it, with new customers and new markets won personally.
- Experience leading salespeople, regional teams, agents or distributors.
- Textile machinery, knitting accessories or textile consumables is ideal — exceptional industrial sales leaders who learn fast are equally welcome.
- Willing to travel extensively in India and internationally.

Your first year

- An evidence-based market and territory plan.
- A pipeline you can forecast from.
- More trials converted into orders.
- A regional sales and agent network that sells without the founder in the room.

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/head-of-sales**

Know someone who fits? Forward this to them.