



Role: Global Product Leader (Vertical- Partnership Program)

Reports to: Director – Growth & Strategy

About Us:

DesignX is a pioneering leader in the digital transformation of factories, empowering manufacturers to optimize operations through our cutting-edge Digital Factory Operating System (Df-OS). By offering seamless data integration and real-time analytics, we help manufacturers achieve remarkable improvements in productivity, quality, and safety without disrupting existing setups.

Our Mission

At DesignX, we aim to disrupt without disruption. Our vision is to guide manufacturers through their digital transformation journey with innovative solutions that drive efficiency, sustainability, and employee engagement.

Our Solution

Df-OS: Our Flagship product, the Digital Factory Operating System (Df-OS), acts as a factory co-pilot, helping manufacturers streamline processes, enhance decision making, and improve operational efficiency. Df-OS connects machines, workers, and processes in a single, unified environment, enabling real-time insights and continuous improvement.

Impact in Numbers

- 1000+ Processes Digitized
- 500+ Factories Equipped
- 1400+ Machines Connected
- 405 Customers Served
- Significant reduction in CO2 emissions per factory

About the Role:

DesignX is seeking a dynamic and strategic Global Product Leader to manage our partnership program for the Df-OS platform. This role will be pivotal in driving the profitability and growth of our partnership initiatives, ensuring strategic alignment with key partners in the industry. The Global Product Leader will enable partners to succeed and ensure they continue to believe in Df-OS, making the partnership vertical a major source of revenue for Df-OS in India and abroad. This role reports to the Director – Growth & Strategy.

Key Responsibilities:

Partnership Program Management:

- Develop and execute strategic plans to drive the growth and success of the partnership program.
- Identify and pursue new partnership opportunities that align with DesignX's goals.



- Build and maintain strong relationships with key partners, ensuring mutual benefits and long-term collaboration.
- Enable partners to succeed by providing the necessary support, resources, and training.

P&L Management:

- Oversee the financial performance of assigned verticals, ensuring profitability and sustainable growth.

Business Development:

- Identify and pursue new business opportunities and partnerships.
- Collaborate with partners to co-develop and co-market innovative solutions using the Df-OS platform

Operational Excellence:

- Ensure efficient and effective delivery of services and solutions.
- Implement best practices and continuous improvement initiatives to enhance operational performance.

Product Development:

- Lead the innovation and development of new products and solutions in collaboration with partners.
- Partner with Product and Engineering teams to design scalable, impactful solutions tailored to partner needs.

Team Leadership:

- Lead and mentor a team comprising Directors of Strategic Accounts, Key Account Managers, and the Delivery team managing the partnership Business Unit (BU).
- Foster a high-performance culture focused on accountability, innovation, and customer satisfaction.

Strategic Partner Alignment:

- Act as the strategic point of contact for key partners within the industry.
- Align partner needs with tailored solutions and proactive engagement strategies.
- Ensure the partnership vertical becomes a major source of revenue for Df-OS in India and abroad.

Key Metrics:

- Growth of the Partnership Program: Monitor and drive the growth of the partnership program, ensuring targets are met or exceeded.
- Performance-Based Rewards: Global Product Leaders will be rewarded based on the growth achieved within their partnership initiatives.
- Innovation: Development and deployment of new products using Df-OS to solve partner-specific challenges.

**Qualifications:**

- 12-15 years of leadership experience with P&L responsibility.
- Proven experience in business development and operational management.
- Strong background in driving technology adoption and innovation.
- Factory exposure and understanding of factory transformation.
- MBA in Sales and Marketing or Operations.
- Excellent strategic thinking, problem-solving, and communication skills.
- Ability to lead and inspire teams.

Why DesignX:

- Opportunity to lead and shape the future of key verticals within a dynamic and innovative company.
- Collaborative and inclusive work environment.
- Competitive compensation and benefits package.
- Be at the forefront of industry transformation with DF-OS, creating scalable solutions for complex challenges.

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