



On a Mission to create
A great place to
work and to be from.



Product Manager- AI Native Automation & Agentic System (New Delhi)

At Smart Joules, we are in the pursuit of creating a world powered by energy efficiency. We are poised to lead the industry from the front, challenging archaic norms, questioning paradigms and redefining the rules of the game. As the nation's pioneering and most reputable cooling-as-service (CaaS) startup, our vision is to mitigate 29 million tons of CO2 emissions before 2030, thus catalyzing India's sustainability agenda to reduce carbon emissions and achieve Net Zero by 2070.

With cutting edge technology, relentless innovation and a never say die attitude, we at Smart Joules have traveled a long distance and now it is time for us to shift gears. Would you like to be a part of the exciting journey ahead?"

- Our impact so far includes:

- **30.6 Crore KWH energy saved** across all its clients till date, equivalent to the annual consumption of more than **34 Lakh avg. Indian households**
- **2,00,000+ metric tons** of annual CO2-eq. emissions reduction from existing projects
- Saved more than **INR 253 Crore** of energy

Achieved through innovative business models like

- **JoulePAYS:** Pay-as-you-save model offering guaranteed energy savings with 0 CapEx and 0 risk for existing buildings and factories
- **JouleCOOL:** Cooling-as-a-service (build-own-operate-maintain-analyze-optimize) model offering sustainable, convenient, quality and economical cooling for new buildings
- **DeJoule:** IoT platform technology with hardware and software to continuously identify and automatically eliminate operational energy wastage

- For more details, see:

- This [5-minute pitch](#) about the business. Starts at 2:00 minutes in the video.
- [This interview](#) with Govind explaining our business
- [This podcast](#) with Forbes discussing our business and growth plans
- Our [Client Case study Video](#) showcasing our technical prowess
- Our [website](#) and [LinkedIn page](#) have additional information
- Introduction to [DeJoule](#) : Business Management System (B.M.S) with Intelligent Automation

About the role:

We're seeking a forward-thinking Product Manager who deeply understands AI-native product development and has a bias for automation, agentic workflows, and self-improving systems.

This role is about owning the vision for AI-powered, autonomous decision-making features across our HVAC, energy optimization and IoT platforms. You'll work at the intersection of GenAI, IoT, and intelligent automation, driving end-to-end product ownership — from ideation and data strategy to AI-first experience design, deployment and delivery.

As a product manager you will focus customer benefits through customer first product innovation. You will be responsible for feature adoption, activation rates and time to value.

Key Responsibilities of the role will include:

AI-Native Product Ownership

- Define the product vision and roadmap for agentic automation features and AI copilots within the IoT and analytics ecosystem.
- Own end-to-end product lifecycle — from ideation → design → orchestration → delivery → learning loops.
- Continuously identify opportunities in the overall product to replace static workflows with self-improving AI-driven automation.

AI Orchestration & Integration

- Work closely with AI/ML teams to integrate ML based models, LLMs, multimodal models, and context-aware agents into product experiences.
- Design autonomous decision-making loops leveraging real-time IoT data, predictive ML models, and user feedback.
- Ensure the AI stack balances cost, performance, explainability, and safety.

Data-Driven Insights & Metrics

- Define and track AI-specific KPIs to track improvements and feature success.
- Work closely with AI/ML teams to use data pipelines, vector databases, and analytics tools to create AI-powered dashboards that inform roadmap priorities.

Cross-Functional Leadership

- Collaborate with engineering, AI, IoT, and analytics teams to ship autonomous, intelligent features at speed.
- Actively work with stakeholders to align on outcomes, but maintain independent product opinions driven by AI insights and emerging tech.
- Act as a thought partner to leadership, steering strategic bets in AI-native transformation.

Required Skills & Qualification

Specific requirements include:

Core Competencies

- 4 to 7 years of product management experience in AI/ML, IoT, automation, or digital platforms.
- AI-native product thinking → Understand how to leverage Gen AI, NN or ML to improve the product experience and utility.
- End-to-end ownership of AI-powered features.
- Doesn't need to code, but must understand the capabilities, trade-offs, and orchestration of AI systems well enough to drive roadmap decisions and challenge engineering assumptions.
- Encourages experimentation pipelines powered by AI → using LLMs, simulations, and rapid scenario testing to make data-backed, faster decisions.
- Strong foundation in Agile, Scrum, and product development best practices, but thinks beyond conventional Jira-driven workflows.
- Understands how AI accelerates the traditional product lifecycle → enabling faster discovery, prototyping, validation, and iteration.

Technical Fluency

- Basic understanding of APIs, rising AI tools, and agent orchestration frameworks.
- Comfortable working with data pipelines, time-series telemetry, and LLM integration strategies.
- Actively explores emerging AI platforms, APIs, and automation stacks to stay ahead of industry trends and bring fresh solutions into the product.
- Comfortable automating personal workflows — from analytics summarization and documentation generation to user research synthesis and competitive scanning.

Stakeholder & Leadership Skills

- Exceptional communication — ability to translate AI complexity into business outcomes.
- Self-driven, opinionated PM who doesn't just collect requirements but shapes solutions.
- Strong collaboration with AI engineers, IoT specialists, and leadership teams to balance speed, intelligence, and scalability.

Bonus points for

- Prior experience in agentic system design — copilots, autonomous decision engines, or AI automation layers.
- Familiarity with energy optimization workflows or IoT telemetry systems.
- Knowledge of AI safety, interpretability, and ethical automation principles.
- Hands-on familiarity with AI stacks — OpenAI, LangChain, Pinecone/Weaviate, Chroma, Airflow, cloud-native workflows.
- Familiarity with cloud-native environments (AWS, GCP, Azure) and event-driven architectures.
- Exposure to sustainability, HVAC and energy efficiency solutions and services would be added advantage.
- Certifications - Certified Scrum Product Owner, SAFe Product Manager.

Why Join us?

- The technology we build together will save 30% of the energy consumed in India's most prominent buildings and factories that stand today and in the future, and will displace the largest multi-nationals currently dominating the Indian and other developing market.
- Collaborative and supportive work environment that values innovation, teamwork, and continuous improvement.
- Competitive salary and benefits package, including opportunities for professional development and career advancement.
- Chance to make a meaningful impact by helping businesses optimize energy consumption, reduce costs, and achieve sustainability goals.