

# Senior Product Manager @ Material Depot

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Apply here: 👉👉 <<https://forms.gle/2Y8L65jcQWS4kw2R6>>

📍 Location: JP Nagar Phase 3, Bangalore

💰 CTC: 30-50 LPA (Depending on experience)

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🤖 Material Depot is a decor materials brand that is revolutionizing the entire interior design shopping experience with cutting-edge designs and the convenience of shopping from your home. Started in 2022 by Manish (ex-BCG) and Sarthak (IITB Alum), who both worked extensively in the construction space globally. Funded by prominent Global VCs including Accel, Whiteboard, and Y-Combinator among others, they seek to expand their team and hiring across roles.

Material Depot revolutionizes the construction industry by providing a one-stop platform for all your decorative interior materials. We offer an extensive range of high-quality products, from floorings to wall decor, sourced from trusted manufacturers globally. With a user-friendly interface, competitive pricing, and reliable delivery services, Material Depot ensures a seamless purchasing experience.

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## 🤔 Some stats about us :

👤 We are backed by Accel, Whiteboard, YCombinator, and other global investors, and are a small, well-funded company.

👤 We're one of the largest retailers of home interior goods in Bangalore working with over 100+ top designers and architects.

📈 Even as a 2-year-old company, we have been profitable with a scale of \$3M annualised revenue 📈

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## Note from the Founders on the role

Hi, I'm Sarthak, Co-founder of Material Depot. I'm excited to find someone who takes overall responsibility for our key focus - Product at Material Depot. The position closely works with the technical team on all key initiatives. The role would involve 20% data analysis, 60% Strategic initiatives & GTM, 20% operations; and will have 100% ownership of the problem statements you tackle.

## Interview process

1. Three interview rounds with the team including Manish/Sarthak

### What you will do:

- **Lead the technical team:** Create detailed business requirement documents, acceptance criteria and other specifications. Act as link between business and technical stakeholders to drive requirements walkthrough sessions for product development including features, fixes, and technical work that needs to be done keeping agile software development practices in mind
- **Product Vision:** Define product vision and strategy based on customer needs and business goals. Develop, maintain and prioritize product backlog items that outlines product vision and execution path for product development.
- **Customer Delight:** Devising scalable product solutions for high customer delight while driving short-term and long-term goals, defining and prioritizing the product roadmap, and collaborating with leadership and cross-functional teams to shape strategy and make tactical decisions.
- **Product-led growth:** Drive product-led initiatives for customer acquisition & retention to ensure alignment with business objectives
- **Reporting:** Periodically and proactively collect, collate, and present customer feedback and analysis for improvement to all relevant stakeholders
- **Team Management:** Lead and inspire the team, fostering a collaborative environment, encouraging excellence and innovation. Develop and implement creative strategies that align with business goals. Ensure teammates are aligned and empowered to achieve maximum results, and team and individual targets
- **User Acceptance Testing (UAT) and Communication:** Outline UAT objectives, create and execute test cases, track defects, and act as a liaison between stakeholders and the development team.
- **User Experience and Market Analysis:** Understand user behavior, identify opportunities for enhancing user experience, assess market trends, and define product requirements to deliver successful consumer software products.
- **Product Improvement and Problem-Solving:** Obsessively about constant product improvement. Analyze gaps in functionality, identify improvement areas, propose solutions, and drive continuous optimization for small to large releases.

### You're a good fit for this only if...

- Minimum 4-5 years of work experience in technical or product roles
- A solid foundation in computer science, with strong competencies in data structures, algorithms, and software design.
- Excellent coding skills - should be able to convert design into code fluently
- Experience in interiors, furniture or any hardware industry earns brownie points
- You're open to being a generalist and adapting to the uncertainty of early-stage startups. Strong ability to deal with ambiguity and problem-solve for aspects that you or the team may encounter the first time or are not familiar with.

- You bring your own unique skill set to the table and collaborate with others to accomplish your team's goals with a firm focus on targets and deadlines
- You experiment, test, try, fail, and learn continuously.
- You are not coming here for “strategy” roles but for on-ground hands-on work