

Product & Market Research Manager

STRATEGIC HIRE

DEPARTMENT	LOCATION	EMPLOYMENT TYPE	REPORTS TO
Product & Strategy	Delhi / Hybrid	Full-time	Founder

ABOUT FUTURE FORGE LABS

Future Forge Labs is pioneering AI-driven Patent Intelligence software designed to simplify complex legal workflows, patent search, and infringement analysis for law firms and R&D leaders globally.

ROLE SUMMARY & MISSION

We are looking for a sharp, hypothesis-driven Product & Market Research Manager to validate market demand, conduct deep customer discovery, and define product specifications before heavy engineering capital is deployed. You will interact with senior IP attorneys, R&D directors, and patent experts to build our product roadmap.

Primary Mission: *"Validate market demand, customer pain points, and product-market fit before significant engineering investment."*

KEY RESPONSIBILITIES

- Lead qualitative and quantitative customer discovery programs across patent attorneys, IP law firms, and corporate R&D teams.
- Synthesize customer interviews into actionable user stories, Product Requirements Documents (PRDs), and workflow blueprints.
- Analyze global competitive landscape, competitor pricing models, and market sizing (TAM/SAM/SOM).
- Define Ideal Customer Profiles (ICPs) and customer personas to guide product positioning and go-to-market strategies.
- Collaborate with the Founder and engineering team to prioritize features on the core product roadmap.

WHAT WE ARE LOOKING FOR

- 4–8 years in Product Management, Corporate Strategy, Management Consulting, or Primary Market Research.
- MBA or equivalent advanced degree preferred.
- Strong track record in primary research, customer discovery methodologies, and analytical business modeling.
- Exceptional written and oral presentation skills for senior client and executive communication.

NICE TO HAVE

- Prior background in B2B enterprise SaaS, LegalTech, IP software, or management consulting.
- Experience with user interview frameworks like 'The Mom Test' or 'Jobs-to-be-Done'.

WHAT WE OFFER

- Direct impact on core product strategy at early stage.
- Competitive compensation and performance incentives.
- Hybrid work environment based in Delhi.

How to Apply

Interested candidates can send their resume and portfolio/GitHub links to **careers@futureforge labs.in** with subject line *"Application: Product & Market Research Manager"*.