

STANZA SOFT INDIA PRIVATE LIMITED

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Job Descriptions — Open Positions

Prepared for Budget & Hiring Review | February 2026

Position	Department	Experience
IT Sales Executive	Business Development & Sales	2 – 5 Years
Full Stack Developer	Engineering	1 – 4 Years
DevOps Engineer	Engineering / Platform	2 – 5 Years

JOB DESCRIPTION**IT Sales Executive***Business Development & Client Acquisition*

Department	Business Development & Sales
Location	T-Hub 2.0, Hyderabad (Hybrid)
Employment Type	Full-Time
Experience	2 – 5 Years
Reports To	Founder / Head of Business Operations

ABOUT THE ROLE

Stanza Soft India Private Limited is a technology company headquartered at T-Hub 2.0, Hyderabad, with a US presence in San Francisco. We build AI-powered intelligence systems, enterprise platforms, and SaaS products for government agencies, mid-market, and enterprise clients. Our flagship projects include AI-driven agentic platforms and legacy software modernisation tools. We are looking for a driven IT Sales Executive to spearhead client acquisition, manage the sales pipeline, and help us scale revenue across India and the US.

KEY RESPONSIBILITIES

- Identify, prospect, and engage potential clients across enterprise, government, and mid-market segments through cold outreach, networking, and inbound lead qualification.
- Own the full sales cycle from lead generation through proposal, negotiation, and deal closure for IT services and SaaS product offerings.
- Build and maintain a healthy sales pipeline using CRM tools; provide accurate weekly and monthly forecasts to leadership.
- Develop compelling pitch decks, proposals, and RFP/RFI responses tailored to client needs in collaboration with the technical and design teams.
- Establish and nurture long-term relationships with key decision-makers, C-suite executives, and procurement teams.
- Research market trends, competitor offerings, and industry developments to refine go-to-market strategies.
- Collaborate closely with the delivery and engineering teams to ensure smooth handoffs and realistic project scoping.
- Represent Stanza Soft at industry events, conferences, and client meetings to build brand visibility.
- Track and report on KPIs including revenue targets, conversion rates, and client acquisition costs.

REQUIREMENTS

- 2–5 years of experience in B2B IT sales, enterprise software sales, or technology consulting sales.
- Demonstrated track record of meeting or exceeding revenue targets in IT services or SaaS sales.
- Strong understanding of the IT services landscape including cloud, AI/ML, DevOps, and digital transformation.
- Excellent verbal and written communication skills with the ability to articulate complex technical solutions to non-technical stakeholders.
- Experience with CRM platforms (Salesforce, HubSpot, or equivalent).
- Self-motivated, target-driven, and comfortable working in a fast-paced startup environment.
- Familiarity with government procurement processes (GeM, tenders) is a strong plus.
- Bachelor's degree in Business, Marketing, IT, or a related field.

NICE TO HAVE

- Prior experience selling to government or law enforcement agencies in India.
- Exposure to SaaS product sales and recurring revenue models.
- Existing network of enterprise or government contacts in the Telangana / AP region.
- Understanding of proposal frameworks for US-based clients.

WHAT WE OFFER

- Competitive base salary with an aggressive commission structure.
- Opportunity to shape the sales function at a growing deep-tech company.
- Direct mentorship from the Founder and leadership team.
- Flexible hybrid work model based at T-Hub 2.0, Hyderabad.
- Exposure to cutting-edge AI/ML projects and government-scale platforms.

JOB DESCRIPTION

Full Stack Developer

Frontend, Backend & AI-Integrated Web Applications

Department	Engineering
Location	T-Hub 2.0, Hyderabad (Hybrid)
Employment Type	Full-Time
Experience	1 – 4 Years
Reports To	Founder / Lead Engineer

ABOUT THE ROLE

Stanza Soft India Private Limited builds AI-powered platforms, enterprise solutions, and innovative SaaS products from our base at T-Hub 2.0, Hyderabad. Our engineering team works on production systems that serve government agencies and enterprise clients, using modern stacks including Next.js, React, Python, and cloud-native architectures. We are hiring a Full Stack Developer to design, build, and ship end-to-end features across our product portfolio—including AI-integrated web applications that modernise legacy software and deliver intelligent automation.

KEY RESPONSIBILITIES

- Design and develop responsive, high-performance web applications using React, Next.js, and TypeScript on the frontend.
- Build robust backend APIs and services using Python (FastAPI / Flask) and/or Node.js with proper authentication, rate limiting, and error handling.
- Integrate AI/ML models and third-party AI APIs (OpenAI, Anthropic, Google Gemini) into production web applications.
- Work with databases including PostgreSQL, MongoDB, and Redis; design efficient schemas, queries, and caching strategies.
- Implement CI/CD pipelines, write automated tests, and follow engineering best practices for code quality and reliability.
- Collaborate with the design team to translate Figma mockups into pixel-perfect, accessible UI components.
- Participate in architecture discussions, code reviews, and sprint planning to maintain high engineering standards.
- Deploy and manage applications on cloud platforms (Vercel, AWS, or GCP) with proper monitoring and logging.
- Contribute to internal tooling, developer documentation, and reusable component libraries.

REQUIREMENTS

- 1–4 years of professional experience in full stack web development.
- Strong proficiency in React.js or Next.js with TypeScript.
- Backend development experience with Python (FastAPI/Flask) or Node.js (Express).
- Solid understanding of RESTful API design, authentication (JWT, OAuth), and API security best practices.
- Working knowledge of relational (PostgreSQL) and NoSQL (MongoDB) databases.
- Familiarity with Git, CI/CD workflows, and agile development methodologies.
- Experience deploying applications on Vercel, AWS, GCP, or similar cloud platforms.
- Strong problem-solving skills and attention to code quality, testing, and documentation.
- Bachelor's degree in Computer Science, IT, or equivalent practical experience.

NICE TO HAVE

- Experience integrating LLM APIs (OpenAI, Anthropic, Google Gemini) into web applications.
- Familiarity with AI agent frameworks (LangChain, CrewAI, or similar).
- Exposure to Neo4j or graph database concepts.
- Experience with real-time features (WebSockets, Server-Sent Events).
- Contributions to open-source projects or a strong portfolio of personal projects.

WHAT WE OFFER

- Work on production AI-integrated platforms used by real clients at scale.
- Direct collaboration with and mentorship from the Founder and senior engineers.
- Opportunity to shape technical direction in a growing deep-tech company.
- Flexible hybrid work model at T-Hub 2.0, Hyderabad.
- Continuous learning budget and access to industry events.

JOB DESCRIPTION

DevOps Engineer

Cloud Infrastructure, CI/CD & Platform Reliability

Department	Engineering / Platform
Location	T-Hub 2.0, Hyderabad (Hybrid)
Employment Type	Full-Time
Experience	2 – 5 Years
Reports To	Founder / Lead Engineer

ABOUT THE ROLE

Stanza Soft India Private Limited operates AI-powered platforms and enterprise solutions that demand high availability, security, and scalable infrastructure. Our systems serve government agencies and enterprise clients where downtime is not an option. We are looking for a DevOps Engineer to own and evolve our cloud infrastructure, CI/CD pipelines, and platform reliability—ensuring our applications are deployed, monitored, and scaled efficiently across Vercel, AWS, and hybrid environments.

KEY RESPONSIBILITIES

- Design, implement, and maintain CI/CD pipelines for automated builds, testing, and deployments across multiple environments (staging, production).
- Manage and optimize cloud infrastructure on AWS (EC2, S3, RDS, Lambda, ECS/EKS) and Vercel for frontend deployments.
- Containerise applications using Docker and orchestrate workloads with Kubernetes or ECS as needed.
- Implement Infrastructure as Code (IaC) using Terraform, CloudFormation, or Pulumi for reproducible, version-controlled environments.
- Set up comprehensive monitoring, alerting, and logging using tools like CloudWatch, Grafana, Prometheus, or Datadog.
- Harden security posture by managing IAM policies, secrets management (AWS Secrets Manager / Vault), network configurations, and compliance controls.
- Automate routine operational tasks including backups, scaling policies, certificate renewals, and database maintenance.
- Collaborate with the development team to optimize application performance, troubleshoot production issues, and improve deployment frequency.
- Document infrastructure architecture, runbooks, and incident response procedures.
- Evaluate and recommend new tools, services, and practices to improve platform reliability and developer productivity.

REQUIREMENTS

- 2–5 years of hands-on DevOps or Site Reliability Engineering (SRE) experience.
- Strong expertise with AWS services (EC2, S3, RDS, Lambda, VPC, IAM, ECS/EKS).
- Proficiency in Docker containerisation and experience with Kubernetes or ECS orchestration.
- Hands-on experience with CI/CD tools such as GitHub Actions, GitLab CI, Jenkins, or CircleCI.
- Working knowledge of Infrastructure as Code (Terraform, CloudFormation, or Pulumi).
- Solid scripting skills in Bash, Python, or similar for automation tasks.
- Understanding of networking fundamentals, DNS, load balancing, SSL/TLS, and firewall configurations.
- Experience with monitoring and observability stacks (Prometheus, Grafana, ELK, Datadog, or CloudWatch).
- Bachelor's degree in Computer Science, IT, or equivalent practical experience.

NICE TO HAVE

- AWS Solutions Architect or DevOps Engineer certification.
- Experience managing infrastructure for AI/ML workloads (GPU instances, model serving).
- Familiarity with Vercel deployment pipelines and serverless architectures.
- Exposure to cost optimisation strategies for cloud spend.
- Experience with security compliance frameworks (SOC 2, ISO 27001).

WHAT WE OFFER

- Own the infrastructure for mission-critical AI and enterprise platforms.
- Direct collaboration with the Founder and engineering leadership.
- Opportunity to build the DevOps function from the ground up at a growing company.
- Flexible hybrid work model at T-Hub 2.0, Hyderabad.
- Access to modern cloud tooling and continuous learning opportunities.