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Founding Full-Stack Engineer (AI)

Centralize

ID: SRN2025-10556

Founding Full-Stack Engineer (AI)
Centralize • Full Time •
Remote (Bay Area-based) •
Remote • $130k - $190k +
Equity

About the Company:
Centralize is an AI-powered, all-in-one deal workspace designed for enterprise sales teams. The platform automates stakeholder mapping, conversation insights, and pipeline reviews, helping teams qualify deals faster and improve win rates by up to 56%. Backed by $3.8M in funding, Centralize is rapidly growing and revolutionizing the GTM tooling space for sales teams.

Roles and Responsibilities:
- Architect and develop complex full-stack applications using Next.js, React, and PostgreSQL.
- Optimize system performance by designing scalable backend and frontend solutions.
- Build AI-powered features tailored for sales teams, optimizing LLM pipelines and AI/ML infrastructure (including RAG pipelines, chunking, embedding, reranking, and summarization).
- Engage with customers directly to refine and iterate on product features.
- Take undefined product ideas and independently scope and execute large features, optimizing for both speed and scalability.
- Scale systems and infrastructure to support the growth of a new GTM tooling category.

Job Requirements:
- 5+ years of full-stack development experience, proficient in React, Next.js, PostgreSQL, and capable of architecting scalable backend and frontend systems.
- Native English communication skills in both speaking and writing.
- Strong product intuition with a proven ability to execute large-scale features independently.
- Deep expertise in LLM application development, with hands-on experience in RAG pipelines, chunking, embedding, reranking, and summarization.
- Bay Area-based, excited to meet the team in person once every 1-2 months.
- Prior experience as a founder or on a founding team at a VC-backed startup.
- Computer Science degree from a top-tier university, such as MIT, Stanford, CMU, UC Berkeley, Harvard, UIUC, University of Toronto, etc.
- Experience with GTM tooling (sales, customer success, etc.) or familiarity with similar tools.
- Prior exposure to sales calls (either sitting in or leading one).

❌ **Do NOT Apply If You:**
- Require visa sponsorship (H1B, TN, etc.).

- Have a history of frequent short tenures (job hopping).
- Have only worked in big corporations (Uber, Intel, etc.) without startup experience.
- Come from an IT consulting background (Infosys, Tata, Capgemini, Cognizant, Wipro, etc.).
- Graduated from coding bootcamps (Full Stack Academy, Hack Reactor, etc.).
- Have fake or misrepresented profiles.

Interview Process

1. Initial Submission: Candidates are reviewed for qualification.
2. Chat with Founders (45 min): A conversation to assess interest, experience, and alignment.
3. Technical Deep Dive (45 min): Covers prior projects, technical breadth and depth, and startup experience.
4. Onsite Exercise (1 day): Hands-on coding exercise within the Centralize codebase, evaluating AI-assisted rapid development.
5. Offer Extended