











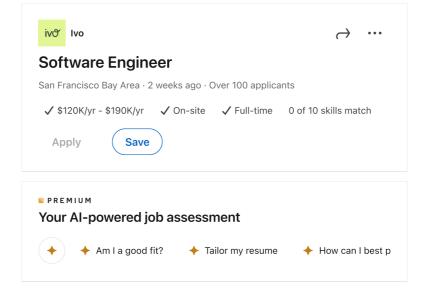








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## About the job

Contract negotiation is the most time-consuming, costly, and difficult component of the contract lifecycle, and is barely any easier now than when lawyers were using fax machines.

Large language models have unlocked the ability to solve many contract negotiation problems at scale. Our product is best-in-market (we had a 85% trial win rate in Q3) and rapidly embedding itself into the lives of its users.

#### Overview

You'll be our fifth engineering hire. We are looking for motivated and curious Software Engineers who can help us make our users' lives better. You'll be working closely with the founders.

As an early member of this team, you'll have a unique opportunity to be helping shape how we impact customers at scale.

### Our tech stack includes:

- React / Redux / Next.js / Node.js / Chakra UI
- OpenAl
- Pytorch
- Firebase
- Azure

#### Your Qualifications

- Bachelors in computer science/math.
- Experience with Applied AI
- Strong ability to learn new technologies and be productive in unfamiliar domains
- Bonus points: Previously founded a startup.

#### Ivo might be a good fit for you if you:

- You love writing code, but you love having impact more: We're a team of engineers at heart, but our #1 goal is building the best possible product.
  That means making pragmatic choices and looking for 80/20 solutions.
- Would describe yourself as being relentlessly resourceful.
- You have a strong internal sense of urgency. You have a bias towards doing things \*today\*, rather than tomorrow.
- Experience working in a startup environment is preferred but not required.
- Are excited about the adventure of building a company!

#### FAQ

### How far along are we?

We launched in early access in April 2023. Since then, we've had an incredible response from the market and are growing rapidly. Our clients include companies

22/01/2025, 11:29 (25) LinkedIn

> like Canva, Quora, Zapier, Kaplan, WordPress, Eventbrite, and more. We're happy to share more details with candidates who go through our interview process.

#### Can I work remotely?

We require candidates to work with us in-person 5 days a week in our San Francisco office.

#### Is this a chill gig?

Startups are very hard, especially if they're growing fast. You'll have a ton of responsibility, and there's always an enormous amount of stuff to do. It's hard work but the payoff is uncapped.

#### Compensation:

The USD salary range for this role is \$120K-\$190K.

Final offer amounts are determined by multiple factors, including, experience and expertise, and may vary from the amounts listed above.

See less ^

## Set alert for similar jobs

Software Engineer, San Francisco Bay Area

**♣** Set alert

#### Featured benefits

- · Medical insurance
- Vision insurance
- · Dental insurance
- · Commuter benefits

## Put your best foot forward with your application

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#### PREMIUM

## 0

## See how you compare to other applicants

#### Applicants for this job

2,707 Applicants

214 Applicants in the past day

## Applicant seniority level

69% Entry level applicants

8% Senior level applicants

1% Director level applicants

## Applicant education level

have a Master's Degree

32% have a Master of Science

have a Bachelor's Degree

16% have other degrees

PREMIUM



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#### There's not enough quality data on this company just yet

Once there are 30 complete member profiles from this company, we'll be able to show you the company's growth and hiring trends

## About the company



**Ivo** 4,311 followers



Software Development • 11-50 employees • 25 on LinkedIn

Ivo helps organizations reduce the time, effort, and cost of negotiating contracts. Our Generative-Al native software reviews and redlines agreements for consistency against playbooks and historically negotiated agreements.

**Show more** 

## More jobs



# Senior Planning and Innovation Engineer 🔗

Honda Logistics North America

East Liberty, OH (On-site) \$99K/yr - \$122K/yr

Applicant review time is typically 4 days

5 days ago **Be an early applicant**in Easy Apply



#### **Senior Applied AI Engineer**

UserCue

San Francisco, CA (Hybrid)

Applicant review time is typically 1 day

2 days ago in Easy Apply



#### Software Engineer Intern @

F5

Greater Seattle Area (Hybrid) \$35/hr - \$53/hr

2 company alumni work here

4 days ago



# Artificial Intelligence

#### Specialist @

Spinutech

United States (Remote)

401(k), +6 benefits

4 days ago



## Intern - Solutions Engineer ⊘

NetApp

San Jose, CA

Medical benefit

43 school alumni work here

3 days ago



## **Software Developer**

DataAnnotation

Salt Lake City Metropolitan Area (Remote)

Starting at \$40/hr

5 school alumni work here

5 days ago



## Software Engineer Intern **⊘**

Columbia Sportswear Company

Portland, OR (On-site) \$22.50/hr · 401(k) benefit

1 school alum works here



## Software Engineer, Back

End ⊘

OpenStore

New York, NY \$89.7K/yr - \$200.4K/yr X

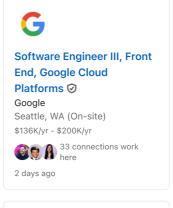




## **Remote Software Developer** (GenAI/React/UX)

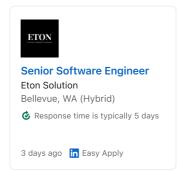
John Galt Staffing Lexington, MA (Hybrid)

4 days ago in Easy Apply



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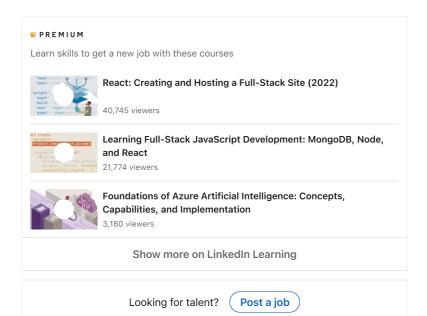
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