

Why PhoneX India?

WHY WORK HERE

A Guide for Prospective Candidates

Be a Founding Engineer in the India Hub of a Profitable, Fast-Growing US SaaS Company

PhoneX is building the operating system for the global pre-owned mobile device industry – an \$80 billion market.

Join an established US based SaaS company with significant operational scale, complex production systems, and a large existing customer base – not a speculative startup or outsourced delivery environment.

WHAT IS THE PRE-OWNED MOBILE DEVICE INDUSTRY?

The industry responsible for the resale, refurbishment, recycling, and redistribution of used smartphones, tablets, and other mobile devices, spanning the lifecycle from consumer trade-in to resale and reuse.

PhoneX:

- Generates over \$9M in annual recurring revenue (ARR)
- Powers nearly \$3B in annual GMV and transactions across its platform
- Is widely recognized as the thought leader within the pre-owned mobile device industry

Early engineers will help build the long-term engineering foundation of PhoneX India while working directly with US leadership.

BY THE NUMBERS

\$9M+

annual recurring revenue

\$3B

in GMV sold through PhoneX annually

10 years

industry-specific R&D

\$35M

invested in the platform

Build Core Systems for a Complex, Under-Digitized Industry

The pre-owned mobile device ecosystem represents tens of billions of dollars annually, yet much of the industry still operates on outdated software, fragmented workflows, and manual operational processes. This is a large and economically important market with relatively limited software competition and significant room for technological improvement.

At PhoneX India, engineers will work on deeply interconnected problems spanning commerce, warehouse operations, integrations, supplier networks, pricing, workflow automation, and AI-enabled operational intelligence.

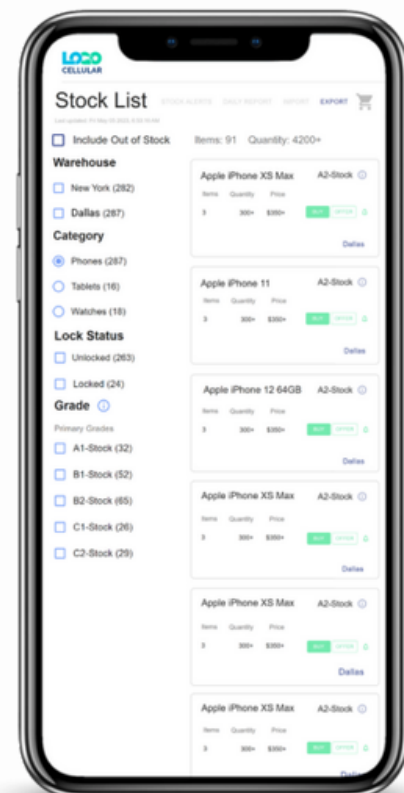
Be a part of a Product Engineering & Innovation Hub, Not a Delivery Center

The India team is being built as a deeply integrated product and engineering organization with meaningful technical ownership, direct collaboration with US leadership, and increasing responsibility over time – not a downstream execution team.

PhoneX's CTO is relocating to India to oversee PhoneX India's operations. The goal is to build a connected operating model where India has enough context, authority, and ownership to move independently while staying aligned with US leadership.

WE ARE BUILDING AN AI-NATIVE ENGINEERING ORGANIZATION

As AI becomes central to how PhoneX operates, we are building PhoneX India as the strategic hub for that capability – bringing in senior talent to develop our own agentic frameworks and drive AI enablement across architecture, security, cloud, and platform operations. We are building PhoneX India as a core part of PhoneX's engineering operations.



Early Engineers Will Help Shape Technical Standards and Culture

The first hires will influence architecture, engineering practices, AI adoption, hiring standards, development workflows, and how the organization scales over time.

We are Looking for Product-Minded Systems Thinkers

We value engineers who combine technical depth with ownership, judgment, communication, and the ability to connect engineering decisions to real business and customer outcomes.

FOUNDING ENGINEERS AT PHONEX INDIA WILL HELP DEFINE:

- *What good engineering looks like*
- *How systems are designed*
- *How complexity is reduced*
- *How AI is used without creating noise*
- *How reliability is protected while moving faster*
- *How future engineers are hired and mentored*

Are you an exceptional engineer who wants to make an impact?

Contact our CTO, Akhilesh Nair at akhilesh@phonexinc.com.

Learn more about our products at www.phonexinc.com