

# Careers at Uber Corporate

At Uber, we're reimagining the way the world moves. From how you get home from work, to how you eat meals, or how you move huge shipments of anything, the work we do is shaping the future of mobility and changing the way people live. To get there, we've brought together a collective of optimists and doers to tackle some of the most challenging problems of our time.

We continue to grow our team with people who have the curiosity, passion and collaborative spirit to help us keep the world moving forward. That's where you come in. We believe in learning by doing - and there is no better classroom than real-world experience.

## **NFL Life Beyond the Game Opportunities 2020**

### Talent Acquisition Academy Program (TAAP)

We are looking for individuals who are either returning to the workforce or making an intentional career shift into the field of Sourcing recruitment. Our participants will immerse themselves in a comprehensive training program that exposes them to the skills required to become a world-class Sourcing recruiter.

Join us to find, attract, and hire the world's greatest minds to join Uber.

Learn more about recruiting opportunities at Uber [here](#) or email us at [taap@uber.com](mailto:taap@uber.com)

# Uber

## Sales Academy, SMB Sales, Uber Eats

Uber Eats is currently looking for both Account Executives and Account Representatives to join the Uber Eats team in various locations across the US. Candidates who already have 1-3 years of professional Sales experience can apply directly to these roles, but those without sales experience should apply for Sales Academy, a 6-week-long training program to equip them with the necessary skills to be an Account Representative.

The Account Executive / Account Representative role is an excellent opportunity to demonstrate your sales experience to expand the number of restaurants that work with Uber Eats. Your primary focus will be bringing on new restaurants that fit our partnership criteria, and use your prospecting and negotiation skills through cold-calling and driving internal processes to set up our partnerships for success. Both the Account Executive and Account Representative positions are inside sales roles.

## Enterprise Sales, Uber Eats

The Uber Eats team is looking for sharp, highly motivated individuals to join our Enterprise team in the strategic segment covering our largest national partners with strategic brand value. As a Partner Manager or Client Partner, you will work with our largest strategic restaurant partners to drive revenue growth, operational excellence, and customer service. Partner Managers and Client Partners will work closely with restaurant partners, the restaurant support team, product, sales, marketing and operations to lead and optimize restaurant relationships and provide maximum value for both Uber and its partners.

# Uber

## SMB Account Management, Uber Eats

Uber Eats is looking for Account Managers to join our post-sales Small-to-Medium Sized Business (“SMB”) Account Management Team in Chicago. As an SMB Account Manager with Uber Eats, you will work with our SMB restaurant partners by deepening the relationship to increase retention, as well as grow revenue and expand services. This is a client-facing role as an individual contributor.

## Sales, Uber for Business (U4B)

Uber for Business is helping transform how organizations operate by solving transportation and logistics challenges on a worldwide scale. These solutions are positioned to be the next growth engine for Uber. We're looking for growth-minded and self-driven experts to help us build out a best-in-class B2B team to support expansion and deepen our relationships with businesses. Uber for Business is one of the fastest growing business within Uber and we're heavily investing in our salesforce this year.

Organizations of all sizes across the globe trust Uber for Business to efficiently and reliably move their people—from employees and patients to customers and guests—and their meals. We're revolutionizing business travel, making it streamlined and economical with the Uber for Business suite of technology solutions and the same Uber available in more than 700 cities across 63 countries.

Learn more about sales opportunities at Uber [here](#) or email us at [taap@uber.com](mailto:taap@uber.com)

# Uber