

Matthew O'Hearn

Enterprise Partnerships @ Uber

Vail, CO, United States | [LinkedIn](#)

EXPERIENCE

Enterprise Partnerships, Grocery & Retail

Jun 2023 — Present

Uber

Head of Enterprise, Midwest & Canada (Founding Enterprise Account Executive)

Sep 2020 — Jun 2023

Drizly

New York, NY

First Enterprise AE at North America's largest alcohol e-commerce marketplace (acquired by Uber for \$1.1B). Built the Enterprise business from zero, then promoted to lead the org across sales, account management, and onboarding.

- Expanded the retail network by ~250%, accounting for 20% of company gross revenue
- Closed anchor partnerships with 7-Eleven, Gopuff, Rite Aid, Total Wine, Kum & Go, and others
- Promoted to lead the Enterprise org and the Midwest & Canada SMB team, with revenue ownership and six direct reports
- Managed partners from national chains to independent operators while navigating three-tier, state-by-state alcohol regulations

Enterprise Partnerships

Aug 2011 — Sep 2020

OpenTable

New York, NY

World's #1 marketplace for online restaurant reservations with a cloud-based B2B SaaS product for restaurants and consumer apps for diners.

During my tenure, I held various commercial roles, launching products in paid media, e-comm, mobile payments, analytics, loyalty, CRM, and marketing automation. My experience spans sales, business development, strategy & planning, pricing, product launch, marketing, research, data analysis, and commercial negotiation.

Sales & Account Management

Jan 2009 — Jan 2011

Gibson Arnold & Associates

Denver, CO

National recruiting firm specializing in the placement of legal professionals.

EDUCATION

University of Vermont

B.A. in Economics; Political Science

Activities and societies: NCAA Division 1 Men's Lacrosse

Cape Elizabeth High School

CERTIFICATIONS

Certificate of completion: Claude 101, Anthropic

Aug 2026

Certificate of completion: Introduction to Claude Cowork, Anthropic

Aug 2026

Grand Cru Member - 2017, OpenTable

Jan 2017

Grand Cru Member - 2016, OpenTable

Jan 2016

Premier Cru Member - 2015, OpenTable

Jan 2015

Premier Cru Member - 2014, OpenTable

Jan 2014

Club 100 Member - 2013, OpenTable

Jan 2013

Club 100 Member - 2012, OpenTable

Jan 2012

Club 100 Member - 2011, OpenTable

Jan 2011

Google Ads Search Certification, Google

SKILLS

Claude Cowork · Consultative Selling · Mobile Payments · Outside Sales · Sales · Sales Management · Inside Sales · Account Management · Marketing · Business Development · Social Media · Sales Process · Marketing Strategy · Digital Marketing · Email Marketing · Cold Calling · Lead Generation · Online Marketing · Social Media Marketing · Direct Sales · Online Advertising · Social Networking · Selling · CRM · Customer Relations · Strategy · Advertising · Excel · Salesforce.com · Microsoft Excel · Microsoft Word · PowerPoint · Word · Trello · Microsoft

PowerPoint · Thoughtspot · Tableau · Microsoft Office · Slack · ThoughtSpot · Enterprise Software · Software as a Service (SaaS) · Customer Service · Leadership · Public Speaking · DocuSign · New Business Development · MicroStrategy · Business Intelligence Tools · Enterprise Account Management