We're UMI - an innovative start-up on a mission to democratise the dining experience by enabling simple, effective language translation within the hospitality industry. This position represents an exciting opportunity to join a paradigm-shifting organisation and play an instrumental role in our evolution.

UMI's Account Managers foster authentic relationships with our key hospitality partners, helping to strengthen their customer growth and retention, and identify areas where our products can help their businesses to succeed. A day in the life of an Account Manager at UMI entails continuous communication with venue managers Australia-wide and regular site visitations to consult, pitch new products and provide system training to clients. You'll gather and analyse client feedback and liaise with our product team to continuously improve our service, produce regular performance and financial reports, formulate data-informed client plans with KPIs in mind, and participate in the occasional merciless Table Tennis match. This is a local, on-site position with the flexibility to work from home when feasible.

Minimum Qualifications:

* 2 years Account Manager experience, or 5+ years in an Account Executive role
* Demonstrated Sales experience
* Experience working autonomously
* Excellent written and verbal communication skills
* Diplomatic demeanour and strong interpersonal skills

Desirable:

* Experience working with hospitality clients
* Experience working within a technology company

At UMI, cultivating a diverse and inclusive environment is extremely important to us. We believe in absolute equality in every respect and take our team's well-being very seriously, and as such, are looking for applicants that share similar values. If this sounds like you, we'd love to hear from you! Please direct CV and resume to careers@umi.com.au.

We're UMI - an innovative start-up on a mission to democratise the dining experience by enabling simple, effective language translation within the hospitality industry. This position represents an exciting opportunity to join a paradigm-shifting organisation and play an instrumental role in our evolution.

As UMI's Marketing Manager, you will be responsible for the strategy and execution of all marketing campaigns across each touchpoint and lead all aspects of the customer journey. You'll formulate high-impact digital marketing campaigns and provide robust insights into performance metrics with high growth targets. This is a remote position and is open to all global applicants, with the option to relocate to Australia and work from our Melbourne HQ if desired.

Minimum Qualifications:

* Bachelor Degree
* 6+ years marketing experience
* Experience marketing digital products
* Demonstrated experience with Google Ads and Google Analytics
* Demonstrated experience with Facebook Advertising
* Experience working with stakeholders across multinational sites
* Experience with significant budgets
* Exceptional written and verbal communication skills

Desirable:

* Experience working with hospitality clients
* Experience with high-level data analysis
* Sales experience
* SEM & SEO experience

At UMI, cultivating a diverse and inclusive environment is extremely important to us. We believe in absolute equality in every respect and take our team's well-being very seriously, and as such, are looking for applicants that share similar values. If this sounds like you, we'd love to hear from you! Please direct CV and resume to [careers@umi.com.au](mailto:careers@umi.com.au).

We're UMI - an innovative start-up on a mission to democratise the dining experience by enabling simple, effective language translation within the hospitality industry. This position represents an exciting opportunity to join a paradigm-shifting organisation and play an instrumental role in our evolution. You’ll be responsible for supporting our testing endeavours over the coming months and ensuring our application is market-ready by launch date.

As UMI’s front-end developer, you’ll be instrumental in transforming our prototype into a robust, functional, user-friendly product. We’re looking for a hungry, passionate developer who can think outside the box and can offer expertise in UX & UI best practices, information retrieval, data security, NLP, NFC, and more. This is a remote position and is open to all global applicants, with the option to relocate to Australia and work from our Melbourne HQ if desired.

Minimum Qualifications:

* Bachelor in Computer Science or Information Technology
* 6+ years experience in the workplace
* HTML, JavaScript, CSS, Java proficiency
* XCode experience
* Demonstrated UX & UI experience
* Firm handle on data structures
* Exceptional problem-solving and critical thinking ability

Desirable:

* Software development experience

At UMI, cultivating a diverse and inclusive environment is extremely important to us. We believe in absolute equality in every respect and take our team's well-being very seriously, and as such, are looking for applicants that share similar values. If this sounds like you, we'd love to hear from you! Please direct CV and resume to careers@umi.com.au.

We're UMI - an innovative start-up on a mission to democratise the dining experience by enabling simple, effective language translation within the hospitality industry. This position represents an exciting opportunity to join a paradigm-shifting organisation and play an instrumental role in our evolution.

UMI’s back-end developers design and deploy cutting edge technologies that support our business objectives and mission. You’ll helm our testing endeavours over the coming months to ensure our application is market-ready by launch date, as well as continuously iterating and improving our product offering. This is a remote position and is open to all global applicants, with the option to relocate to Australia and work from our Melbourne HQ if desired.

Minimum Qualifications:

* Bachelor’s in computer science or Information Technology
* 6+ years’ experience in development space
* Java, JavaScript, Python, SQL proficiency
* Linux experience
* JSON experience
* Firm handle on data structures & algorithms
* Exceptional problem-solving and critical thinking ability

Desirable:

* Masters or PHD in Computer Science

At UMI, cultivating a diverse and inclusive environment is extremely important to us. We believe in absolute equality in every respect and take our team's well-being very seriously, and as such, are looking for applicants that share similar values. If this sounds like you, we'd love to hear from you! Please direct CV and resume to careers@umi.com.au.