

AI VISIBILITY REPORT

UPWORK

<https://upwork.com>



D

AI Visibility Grade

Scored 14 June 2026 | Report ID: f64b-dce0 | (Beta)

EXECUTIVE SUMMARY



Upwork achieved an AI Visibility Score of 47/100, earning a Grade D (Needs work) rating. This score reflects how prominently the business appears in responses from major AI platforms when customers search for products or services in this category.

3 of 3 AI providers mentioned Upwork in their recommendations. Industry: SaaS / software.

The score is calculated across two pillars: Controllable Signals (60%) covering structured data, website quality, content, and online presence; and AI Awareness (40%) covering whether AI models mention, recommend, and rank the business positively.

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SCORE BREAKDOWN

The following table shows each scoring pillar, its contribution weight, the score achieved, and the key signals that drove that score.

PILLAR	SCORE	WEIGHT	DETAILS
Structured data	0/100	35%	No JSON-LD found on this page.
Crawlability	50/100	20%	AI crawlers allowed; no sitemap
Content clarity	0/100	20%	Title: no · Meta: no · H1s: 0 · Heading levels: 0
AI-native signals	25/100	25%	llms.txt: no · OG: no · Twitter: no · HTTPS: yes
AI awareness	93/100	40%	3/3 models mentioned you. Avg sentiment: 0.62.

AI PROVIDER ANALYSIS

The table below shows what each major AI platform said about Upwork when asked to recommend businesses in this category.

PROVIDER	MENTIONED	SENTIMENT	POSITION	SUMMARY
ChatGPT	Yes	Positive	#1	Upwork is a leading online freelancing platform that connects businesses with independent professionals across various fields, including AI, development, design, marketing, and more. It serves as a marketplace where companies can find and hire talent for projects ranging from...
Claude	Yes	Positive	#1	# Upwork Overview Upwork is a major online freelance marketplace that connects businesses and individuals with independent contractors across hundreds of skill categories—from software development and design to writing, marketing, and administrative work. The platform handles...
Gemini	Yes	Positive	#1	Upwork is a prominent SaaS platform that operates as a two-sided marketplace, connecting businesses with a global pool of independent professionals across various industries like software development, design, marketing, writing, and administrative support. It facilitates the...

RECOMMENDATIONS

The following recommendations are prioritized by estimated impact on your AI Visibility Score.

HIGH PRIORITY

Add JSON-LD structured data

+15 points

STRUCTURED DATA

Your site has no JSON-LD schema. Add an Organization or LocalBusiness schema with name, address, phone, hours, and URL. This is the single biggest factor for how AI models understand your business.

ORGANIZATION.HTML

```
<script type="application/ld+json">
{
  "@context": "https://schema.org",
  "@type": "Organization",
  "name": "Upwork",
  "url": "https://upwork.com",
  "logo": "https://upwork.com/logo.png",
  "description": "Upwork — SaaS / software.",
  "telephone": "+1-555-555-5555",
  "address": {
    "@type": "PostalAddress",
    "streetAddress": "123 Main St",
    "addressLocality": "City",
    "addressRegion": "State",
    "postalCode": "12345",
    "addressCountry": "US"
  },
  "sameAs": [
    "https://twitter.com/yourhandle",
    "https://www.linkedin.com/company/yourbusiness"
  ]
}
</script>
```

Add a single, descriptive <h1> to your homepage

+5 points

CONTENT CLARITY

Your page has no <h1>. AI models lean heavily on the first heading to understand what a page is about.

MEDIUM PRIORITY

Add an FAQ schema with common questions

+6 points

STRUCTURED DATA

FAQ schemas are heavily mined by AI chatbots. Pick the 5–10 questions customers actually ask and answer them on your site with FAQPage markup.

FAQ-SCHEMA.HTML

```
<script type="application/ld+json">
{
  "@context": "https://schema.org",
  "@type": "FAQPage",
  "mainEntity": [
    {
      "@type": "Question",
      "name": "Do you offer a free trial?",
      "acceptedAnswer": {
        "@type": "Answer",
        "text": "Yes, we offer a 14-day free trial with no credit card required."
      }
    }
  ]
}
</script>
```

Publish a sitemap.xml

+5 points

CRAWLABILITY

A sitemap helps crawlers (including AI bots) find every important page. Generate one and link it from robots.txt.

Write a meta description

+4 points

CONTENT CLARITY

Add a 140–160 character meta description that clearly explains what your business does. AI models often quote it directly.

META-DESCRIPTION.HTML

```
<meta name="description" content="Acme Coffee Roasters: small-batch specialty coffee roasted weekly in Brooklyn. Free shipping on orders over $30.">
```

Publish an llms.txt file

+7 points

AI-NATIVE

llms.txt is an emerging standard (like robots.txt for AI). Add /llms.txt at your root listing your most important pages with brief descriptions. Early adopters get cited more often by AI models.

LLMS.TXT

Upwork

> Upwork – SaaS / software.

Core pages

- [About](https://upwork.com/about): Who we are and what we believe.
- [Pricing](https://upwork.com/pricing): Plan options and what's included.
- [FAQ](https://upwork.com/faq): Answers to common customer questions.

Documentation

- [API docs](https://upwork.com/docs): Developer reference.

SAFE AI INTEGRATION FOR YOUR BUSINESS

AI is reshaping how customers discover and choose businesses. Glance helps African enterprises integrate AI safely into their workflows, improving team productivity, customer acquisition, and revenue without the compliance and reputational risks of moving too fast.

Our engagements cover AI Visibility Audits, Agentic Workflow Design, and Custom AI Integrations tailored to your industry. Every engagement starts with your AI Visibility Score as the baseline and ends with measurable improvement.

GET IN TOUCH

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