# **GRUBHUB**<sup>™</sup>

# FAIRYGODBOSS CHEAT SHEET

FROM YOUR FRIENDS AT







## **Company Details**

# GRUBHUB

### 2,773 employees

Headquarters:

Chicago, IL

CEO and Founder:

Matt Maloney

(2004-present)





# Most Interesting Tidbit

Grubhub is made up of five brands: Grubhub, Seamless, LevelUp, AllMenus and MenuPages.

These brands partner with more than 155,000 restaurants in over 3,200 U.S. cities and London, making it the largest and most comprehensive network of restaurant partners.

It serves more than 22 million active diners.





### Our Favorite Review



Anonymous shared this review of Grubhub, United States on Aug 26th, 2019

"Lots of flexibility and understanding with scheduling and work-life balance. Celebratory and inclusive culture where event are tied both into cultural initiatives and company values. Women represented in many leadership roles- especially in technology."

**Overall Job Satisfaction:** 



Are women & men treated equally?

"Yes"

Does the CEO support gender diversity?

"Yes"

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### CHEAT SHEET

### 3 Things Your Interviewer Wants to Hear

Here are three phrases and examples of how you can use them in your interview.

#### PHRASE:

"... to make food ordering the best it can be."

**EXAMPLE:** "I would be excited to collaborate with such talented people to make food ordering the best it can be..."

#### PHRASE:

"Growth mindset."

**EXAMPLE:** "I have a growth mindset. In my last role, I contributed to growth by..."

#### PHRASE:

"Grubhub is dedicated to empowering local partners and delivering a best-in-class product to its diners."

**EXAMPLE:** "I appreciate that Grubhub is dedicated to empowering local partners and delivering a best-in-class product to its diners. I could contribute to either side of the marketplace by..."



# What's New At Grubhub

Grubhub (Stock Ticker: GRUB) reported \$1.3 billion in revenue in 2019, a 30% increase from 2018. It says it is the only profitable company in its space.

In 2020, Grubhub announced an industry-leading diner membership program offering unlimited free delivery, 10% Cashback, Elite Care and donation matching. CEO Maloney reports that diner rewards are "at the core of Grubhub's competitive strategy."

Grubhub celebrated its 15th anniversary in 2019. It's brand, Seamless, celebrated its 20th anniversary.

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# 3 Ways to Say "Why I'm Excited to Work at Grubhub"

"Grubhub values gender equality" — Grubhub's RestaurantHER initiative supports women-led restaurants by raising awareness about gender inequality in the restaurant industry and championing restaurants with a female owner, co-owner or executive/head chef.

"Grubhub is using its platform to solve food insecurity" — Grubhub's Donate the Change initiative allows diners to round up their change from every order and donate it to No Kid Hungry. So far, the initiative has raised over \$10 million.

"Grubhub empowers local communities" — It provided nearly \$6 billion in gross food sales to local takeout restaurants in 2019 and sent more than \$2.5 billion in total tips to drivers.

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## 3 Things to Research Before Your Interview

### Your role.

What team will you be on, how does your role serve the company and how can your unique talents provide value?

### Your interviewer.

Who is interviewing you and how can you connect with them?

### Grubhub's competitors.

What Grubhub is doing better and how they can improve. Brainstorm how your role contributes to what is going right and bring ideas for how your function can tackle weaknesses.





## You've got this!

Best of luck with your next steps at Grubhub!