

# Questions to ask a startup during your interviews

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Choosing the right startup to work for is a difficult task - often you'll have to give up a higher salary for other rewards that may come much later (if you are granted equity) or be intangible (working at a fast pace company, more responsibility, fun). Below are a few questions you should consider asking the CEO of the startup before signing up with your new job.

## Strategy

How large is your market?

How different are you from your peers and what market gap are you filling?

What are the track records of the founders and the top management team?

What are the top priorities for the company right now?

What's the culture like?

What is the exit strategy?

At what product stage are you?

## Financial

What is the shareholder structure?

Will I be granted equity or options? What would be the vesting period?

How much money has been raised so far? When do you intend to raise the next round of funding? What are the valuation rounds?

What is the company current burn rate (how much cash do they use per month)

What are your targets (revenues, customers)? How is the current growth?

Are you able to share a business plan / fundraising deck with me?

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