Lean Canvas

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01 Problem

- Students and early professionals struggle to understand how their existing skills translate into real job roles.
- Current career platforms rely on static keyword matching or opaque AI predictions, offering little clarity.
- Career guidance is often generic, not personalized, and not grounded in actual skill requirements.
- Lack of explainability reduces trust, leading to poor adoption and ineffective decision-making.

Existing Alternatives

- Resume keyword checkers
- Generic career guidance websites
- Manual counseling sessions
- Static skill checklists

Limitations of Alternatives

- No readiness scoring
- No explainability
- No personalized learning roadmap
- Often opinion-based rather than skill-grounded

02 Solution

- An agentic AI system that analyzes a user's resume and maps their skills to a chosen job role.
- Identifies existing skills, missing skills, and prioritizes them based on market relevance.
- Computes a Career Readiness Score to quantify employability.
- Generates a personalized, time-bound learning roadmap to close skill gaps.
- Designed to be explainable, transparent, and user-centric, not predictive or advisory.

03 Key Metrics

- Career Readiness Score (0–100)
- Number of matched vs missing skills
- Skill gap reduction over time
- Number of resume analyses completed
- User engagement with learning roadmap

04 Unique Value Proposition

"An explainable AI system that understands real-world skill descriptions, normalizes them consistently, and transparently maps users to job roles with quantified readiness insights."

- Accepts free-text skill input (no rigid forms)
- Normalizes skill variations to avoid mismatch
- Uses transparent role mapping, not black-box predictions
- Provides confidence-based readiness scores
- Clearly shows skill gaps and improvement areas

"Explainable AI that converts real-world skills into clear job-role readiness insights."

05 Unfair Advantage

- Agentic AI architecture with multi-step reasoning (not a single-pass model).
- Explainable outputs (skills, gaps, scoring) instead of opaque predictions.
- Skill normalization and real-world resume language handling.
- Lightweight, scalable design without dependency on proprietary or sensitive data.
- Strong alignment with SDG 8 and employability-focused outcomes.

06 Channels

- Web-based application (Streamlit frontend)
- College placement cells
- Internship and training programs
- Career development workshops
- Educational institutions and EdTech platforms

07 Customer Segments

Primary Users

- College students (final year)
- Fresh graduates
- Early-career professionals (0–3 years)

Secondary Users

- Placement officers
- Training institutes
- Educational organizations

Early Adopters

- Engineering and technology students preparing for job placements
- Career switchers entering tech roles
- Students actively engaging in upskilling and certification programs

08 Cost Structure

Fixed Costs

- Development and maintenance
- Hosting and infrastructure
- Model updates

Variable Costs

- API inference usage
- Cloud compute scaling
- Data updates for job skill requirements

09 Revenue Streams

- Institutional licensing for colleges and training centers
- B2B integration with EdTech platforms
- Premium analytics dashboards for placement cells