

Lean Canvas

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01 Problem

- Students and early professionals struggle to understand how their existing skills translate into real-world job roles
- Existing career platforms rely on static keyword matching or opaque AI predictions
- Lack of explainability reduces trust and confidence in recommendations
- Career guidance is often generic and not grounded in actual skill alignment

Existing Alternatives

- Job portals with keyword-based role matching
- Generic career quizzes and aptitude tests
- Black-box AI recommendation tools
- Informal guidance from peers, mentors, or social media

02 Solution

- An AI-powered system that:
- Extracts skills from free-text user input
 - Normalizes skill variations (e.g., C, C++, cpp)
 - Maps skills to suitable career roles using explicit logic
 - Ranks roles based on confidence scores
 - Identifies skill gaps transparently
 - Provides clear, AI-generated explanations
- Offers downloadable reports (PDF / JSON) for offline review

03 Key Metrics

- Accuracy of skill extraction and normalization
- Number of relevant roles identified per user
- Confidence score distribution across roles
- Skill gap detection rate
- User engagement (report downloads, repeat usage)

04 Unique Value Proposition

- Free-text Skill Understanding
- Users can describe skills naturally (e.g., "C, C++, Python, ML")
 - No strict forms or predefined checklists required
- Skill Normalization & Consistency
- Handles real-world variations (C / C++ / cpp → C/C++)
 - Prevents skill mismatch and loss of information
- Explainable Role Mapping
- Maps skills to relevant job roles using transparent logic
 - Avoids black-box AI predictions
- Confidence-Based Role Ranking
- Each role is ranked using a clear confidence score
 - Users can distinguish strong, partial, and exploratory fits
- Skill Gap Visibility
- Highlights missing or complementary skills
 - Helps users understand how to improve role suitability
- AI-Generated Explanation
- Provides human-readable explanations of results
 - Focuses on understanding, not advice or guarantees

05 Unfair Advantage

- Hybrid architecture combining deterministic logic with AI explanations
- Explicit skill ontology prevents AI hallucinations
- Skill normalization layer handles real-world variations reliably
- Explainability-first design aligned with Responsible AI principles
- Modular agent-based system that is easy to extend

06 Channels

- Web application (Streamlit-based interface)
- College placement cells and training institutes
- Educational and skill-development platforms
- Internship and career guidance programs

07 Customer Segments

- College students
- Final-year students
- Fresh graduates
- Early-career professionals

Early Adopters

- Engineering and computer science students
- Data / AI learners
- Placement cell coordinators
- Career counselors

08 Cost Structure

Fixed Costs:

- System design and development
- Backend and frontend maintenance
- Skill ontology and role mapping updates

Variable Costs:

- Cloud hosting and scaling
- AI API usage for explanation generation
- Infrastructure usage based on number of users

09 Revenue Streams

- Institutional licensing for colleges and training institutes
- Premium career analytics and downloadable reports
- Integration with placement and recruitment platforms
- Subscription-based advanced features (future scope)