

Lean Canvas

Sakshi Gigalni
sakshigiglani11@gmail.com

<div>01 Problem</div> <div><ul style="list-style-type: none">Students and early professionals struggle to understand how their existing skills translate into real-world job rolesExisting career platforms rely on static keyword matching or opaque AI predictionsLack of explainability reduces trust and confidence in recommendationsCareer guidance is often generic and not grounded in actual skill alignment</div> <div>Existing Alternatives</div> <div><ul style="list-style-type: none">Job portals with keyword-based role matchingGeneric career quizzes and aptitude testsBlack-box AI recommendation toolsInformal guidance from peers, mentors, or social media</div>	<div>02 Solution</div> <div>An AI-powered system that:<ul style="list-style-type: none">Extracts skills from free-text user inputNormalizes skill variations (e.g., C, C++, cpp)Maps skills to suitable career roles using explicit logicRanks roles based on confidence scoresIdentifies skill gaps transparentlyProvides clear, AI-generated explanationsOffers downloadable reports (PDF / JSON) for offline review</div> <div>03 Key Metrics</div> <div><ul style="list-style-type: none">Accuracy of skill extraction and normalizationNumber of relevant roles identified per userConfidence score distribution across rolesSkill gap detection rateUser engagement (report downloads, repeat usage)</div>	<div>04 Unique Value Proposition</div> <div>Free-text Skill Understanding<ul style="list-style-type: none">Users can describe skills naturally (e.g., “C, C++, Python, ML”)No strict forms or predefined checklists requiredSkill Normalization & Consistency<ul style="list-style-type: none">Handles real-world variations (C / C++ / cpp → C/C++)Prevents skill mismatch and loss of informationExplainable Role Mapping<ul style="list-style-type: none">Maps skills to relevant job roles using transparent logicAvoids black-box AI predictionsConfidence-Based Role Ranking<ul style="list-style-type: none">Each role is ranked using a clear confidence scoreUsers can distinguish strong, partial, and exploratory fitsSkill Gap Visibility<ul style="list-style-type: none">Highlights missing or complementary skillsHelps users understand how to improve role suitabilityAI-Generated Explanation<ul style="list-style-type: none">Provides human-readable explanations of resultsFocuses on understanding, not advice or guarantees</div>	<div>05 Unfair Advantage</div> <div><ul style="list-style-type: none">Hybrid architecture combining deterministic logic with AI explanationsExplicit skill ontology prevents AI hallucinationsSkill normalization layer handles real-world variations reliablyExplainability-first design aligned with Responsible AI principlesModular agent-based system that is easy to extend</div> <div>06 Channels</div> <div><ul style="list-style-type: none">Web application (Streamlit-based interface)College placement cells and training institutesEducational and skill-development platformsInternship and career guidance programs</div>	<div>07 Customer Segments</div> <div><ul style="list-style-type: none">College studentsFinal-year studentsFresh graduatesEarly-career professionals</div> <div>Early Adopters</div> <div><ul style="list-style-type: none">Engineering and computer science studentsData / AI learnersPlacement cell coordinatorsCareer counselors</div>
<div>08 Cost Structure</div> <div><div>Fixed Costs:<ul style="list-style-type: none">System design and developmentBackend and frontend maintenanceSkill ontology and role mapping updates</div><div>Variable Costs:<ul style="list-style-type: none">Cloud hosting and scalingAI API usage for explanation generationInfrastructure usage based on number of users</div></div>		<div>09 Revenue Streams</div> <div><ul style="list-style-type: none">Institutional licensing for colleges and training institutesPremium career analytics and downloadable reportsIntegration with placement and recruitment platformsSubscription-based advanced features (future scope)</div>		