Canvas #03.2: Profiling the target user (B2B)	Designed by: Date:
Name of the Avata	Job id Industry:
Gender: Occupation: Monthly income: Country & city of residence: Highest degree: high school / univ / other:	Position: contributor / manager / VP/ CxO # spoken languages: Digital skills: low / average/ high
Work environment Have access to computer and digital devices: YES / NO Has a voice in investment decisions: YES / NO Can engage operational expenses: YES / NO	Which social media is relevant to their job: Facebook / Instagram / Snapchat / LinkedIn / Twitter / Youtube / none