Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

1. Job Seekers who are searching for jobs with suitable skills.
2. Recruiters who are all waiting for hire skilled persons.

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

1. Resume Access Limit
2. Given details must be true which is help to avoid forgery
3. Network connectivity.
4. Seekers must have certificates which is mentioned in their profile

5. AVAILABLE SOLUTIONS — AS

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Segregations of a job field.
Daily Job Alerts
Hiring Workflow
Finding Best match candidate

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Creating a job recommending platform..
Uninformative Job description
Limited Professional Network
Filter the jobs based on their skills and experience.

9. PROBLEM ROOT CAUSE — RC

What is the real reason that this problem exists?
What is the back story behind the need to do this job?
i.e. customers have to do it because of the change in regulations.

Job seekers have no idea about job vacancies and skills needed for the jobs.
Recruiters also have no idea about employees
These are the root cause of the problem.

7. BEHAVIOUR — BE

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

Customer can install our app from social media app stores and fed their details about their skillset and continue to monitor the application to get job recommendation from our app.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS — TR

Job seekers have lot problems in their life and personally weak by their relatives

10. YOUR SOLUTION — SL

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

Developing an web application capable of displaying the current jobs available. An alert is sent when there is an opening based on the user skillset. Users will interact with the chatbot and can get the recommendations based on their skills. We can use a job search API to get the current job openings in the market which will fetch

8. CHANNELS of BEHAVIOUR — CH

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

ONLINE:
1. matching job based on our skills
2. Apply for a job
3. Upload your resume
4. Review Job Application
OFFLINE: 1. Technical Interview
2. Final Interview
3. Checkout Location and Infrastructure of the

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER `EM` **BEFORE: Stressed about their job.** **AFTER: Got connected to all.** **Happy and will lead a happy life.**	**the data directly from the webpage**
	company