

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>A Business person who would like to measure their performance in global sales</div>	<div>6. CUSTOMER CONSTRAINTS<div></div></div> <div><ul style="list-style-type: none"><li>To pay close attention to first-time buyers</li><li>Understanding the behaviours, preferences, affinities etc...</li><li>No online payments available.Buy directly from us.</li></ul></div>	<div>5. AVAILABLE SOLUTIONS<div></div></div> <div><ul style="list-style-type: none"><li>Properly tracking sales data is available for successful sales forecasting.</li><li>The competition perform analytics and display dashboard with autogenerated insights.</li></ul></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div></div></div> <div><ul style="list-style-type: none"><li>To collect relevant data.</li><li>To manage time properly</li><li>To manage the sales pipeline correctly</li></ul></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div><ul style="list-style-type: none"><li>Bussiness model</li><li>Marketing Teams</li><li>Educational Institution</li><li>Society</li></ul></div>	<div>7. BEHAVIOUR<div>BE</div></div> <div><ul style="list-style-type: none"><li>Analyze the findings</li><li>Locate buying centers in existing accounts.</li><li>Collecting sales data and analyzing using offices software.</li></ul></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

<p><b>3. TRIGGERS</b> <span>TR</span></p> <ul style="list-style-type: none"> <li>• To increase the business strategies</li> <li>• Loss in Business</li> <li>• Trying to challenge opponent companies</li> </ul>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <ul style="list-style-type: none"> <li>• Creating n Interactive Dashboard.</li> <li>• Properly tracking sales data is available for successful sales forecasting.</li> <li>• Analyzing order priority and shipment details, to compare the performance</li> </ul>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>8.1 ONLINE</b> Using third party services with automated insights and subscription based services to analyze data.</p> <p><b>8.2 OFFLINE</b> Using office software to analyze complex data in un-intuitive way.</p>
<p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p><b>Before</b> : Lazyness, difficulty to manage the data, confusion, anxiety, distress.</p> <p><b>After</b> : Eatsy to manage data, lot of time, clear mind, peacefulness</p>		