Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

Who is customer?

1.Job Seekers who are stearching for jobs with suitable skills.

2.Recruiters who are all waiting for hire skilled persons.

6. CUSTOMER CONSTRAINTS CC

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.Premium Subscription

5. AVAILABLE SOLUTIONS AS

Solutions...

Segregations of a job field.

Daily Job Alerts

Hiring Workflow

Finding Best match candidate

Resume Parsing Functionality

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS J&P

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

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

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

When Candidate with inadequate Skill and Qualification apply for a position,employers get irritate

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..

4. EMOTIONS: BEFORE / AFTER EM

Before:

Stressed Dissatisfaction

After:

Connected to society

Professional Network

10. YOUR SOLUTION SL

Develop an end-to-end web application capable of displaying the current job openings based on the user skillset. The user and their information are stored in the Database. 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 the data directly from the webpage

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8.CHANNELS of BEHAVIOUR CH

ONLINE:

1. Matching Job based on the user Skill Set

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 company

Identify strong TR & EM