

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span></p> <p>Who is customer?</p> <ol style="list-style-type: none"> <li>1. Job Seekers who are searching for jobs with suitable skills.</li> <li>2. Recruiters who are all waiting for hire skilled persons.</li> </ol>	<p><b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span></p> <ol style="list-style-type: none"> <li>1. Resume Access Limit</li> <li>2. Given details must be true which is help to avoid forgery</li> <li>3. Network connectivity.</li> <li>4. Seekers must have certificates which is mentioned in their profile</li> <li>5. Premium Subscription</li> </ol>	<p><b>5. AVAILABLE SOLUTIONS</b> <span>AS</span></p> <p>Solutions...</p> <p>Segregations of a job field.</p> <p>Daily Job Alerts</p> <p>Hiring Workflow</p> <p>Finding Best match candidate</p> <p>Resume Parsing Functionality</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span></p> <p>Creating a job recommending platform..</p> <p>Uninformative Job description</p> <p>Limited Professional Network</p> <p>Filter the jobs based on their skills and experience.</p>	<p><b>9. PROBLEM ROOT CAUSE</b> <span>RC</span></p> <p>Job seekers have no idea about job vacancies and skills needed for the jobs.</p> <p>Recruiters also have no idea about employees</p> <p>These are the root cause of the problem.</p>	<p><b>7. BEHAVIOUR</b> <span>BE</span></p> <p>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</p> <p>When Candidate with inadequate Skill and Qualification apply for a position, employers get irritate</p>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. Job seekers have lot problems in their life and personally weak by their relatives..</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>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. Develop an end-to-end web application 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. capable of displaying the current job openings based on the user skillset. The solves a problem and matches customer behaviour.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</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div>ONLINE: 8.1 What kind of actions do customers take online? Extract online channels from #7 ONLINE 1 8.2. Matching Job based on the user Skill Set OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 2 and use them for customer development. . 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</div></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>How do customers feel when they face a problem or a job and afterwards? Before: i.e. lost, insecure &gt; confident, in control - use it in your communication strategy &amp; design.  Stressed Dissatisfaction  After:  Connected to society  Professional Network</div></div>			