

PROBLEM SOLUTION FIT

CUSTOMER SEGMENT

- 1 . Students who are looking forward for internships to improvise their skills.
2. Freshers who have no experience but have skills and a seeking for a job
3. Experienced people who are looking forward to upgrade them professionally
4. Professionals who are expecting work from home
5. Technical and non-technical job seekers

JOBS-TO-BE-DONE & PROBLEMS

1. People want to know about all the job openings at their own pace
2. Need for a one stop destination where all kind of jobs can be found
3. Alert mechanism to not miss any appropriate job openings

TRIGGER

People want a one stop destination where they can find all the job listings available

AVAILABLE SOLUTION

1. Breezy is a cloud based recruiting and applicant tracking platform for small and mid-size businesses
2. Bootstrap is used to create a branded career sight and distribute listings to over 50 job boards

CUSTOMER CONSTRAINT

1. To visit on-site each time in search of job
2. Need to search different website each time they need to apply a job
3. Manually filtering the job based on their skill-set
4. Need to find the relevant job

PROBLEM ROOT CAUSE

1. They need to visit each and every company in person every time
2. Online websites available are specific for each company and consumes time
3. Other applications available are complex for the user to handle
4. Missing valuable opportunities due to lack of time management