Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`

People who are looking for right job opportunities
          Recruiters Who are looking to hire a Valuable Candidates for their Company

6. CUSTOMER CONSTRAINTS   `C`

- ❖ Network Facility
- ❖ Available Devices
- ❖ Resume Access Limits

5. AVAILABLE SOLUTIONS   `AS`
- ✓ Daily Job Alerts
- ✓ Hiring Workflow
- ✓ Finding Best match candidate
- ✓ Resume Parsing Functionality

Explore AS, differentiate

Focus on J&P, tap into BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS

1) Job seekers Facing difficulties in Finding a Suitable Jobs that fit for them
2) . Uninformative Job description
3) Limited Professional Network

9. PROBLEM ROOT CAUSE   `RC`

Existing solution has several issues:

- • Privacy issue
- • Mismatch job recommendation based on our skillset.
- • Fake job offers.

7. BEHAVIOUR   `BE`
- ➢ When Candidate with inadequate Skill and Qualification apply for a position, employers get irritated

Focus on J&P, tap into BE, understand

Identify

3. TRIGGERS `TR`

Chatbot that helps in Job Recommendation Getting Job based on their Skillset

4. EMOTIONS: BEFORE / AFTER `EM`

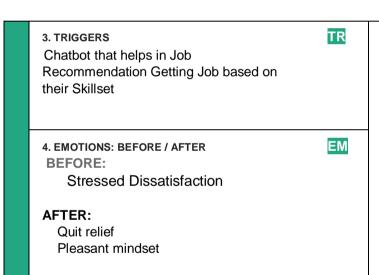**BEFORE:**
Stressed Dissatisfaction

AFTER:
Quit relief
Pleasant mindset

10. YOUR SOLUTION `SL`

- Daily Local and Remote Job Alerts
- Displaying the current job openings based on the user skillset.
- An Alert is sent When there is opening based on User Skillset.
- Job Recommendation from reputed Company
- **Notification on new job openings.**

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