

Define CS, fit into CC	1.CUSTOMER SEGMENT(S) <ul style="list-style-type: none">• Job Seeker• Job Recommender	6. CUSTOMER CONSTRAINTS <ul style="list-style-type: none">• Lack of awareness about a job Openings.• Personal data security.• Vulnerable to employment scams	5. AVAILABLE SOLUTIONS <ul style="list-style-type: none">• Linked in, indeed, and Naukri are some of the leading sources for job opportunities.• They intimate user (Job seeker) with a notification about a recent Job Openings based on their skillset.• Premium user will get more features including learning resources, etc..	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2.JOBS-TO-BE-DONE / PROBLEMS <p>Job Seeker:</p> <ul style="list-style-type: none">• Finding desired job is not an easy task.• They need to gain knowledge before applying a particular job.• They should Be aware of fraudulent job post. <p>Job Recruiter:</p> <ul style="list-style-type: none">• They need to find a skilled candidate for her company.• The hiring process takes so much time to complete.• Filtering candidates is difficult.	9. PROBLEM ROOT CAUSE <ul style="list-style-type: none">• Increasing in population as well as increasing in graduates on particular domain leads to Job Crisis.• The education system does not fulfil and focus on individual person skill development.	7.BEHAVIOUR <ul style="list-style-type: none">• Learn and see more about a Job Openings in job posting website.• Develop and improve her knowledge.• Connect with recruiters on Linked in platform and maintain a friendly connection with people.	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3.TRIGGERS <ul style="list-style-type: none">• Financial Problem• Societal pressure• Dissatisfaction of Job• Finds a better way to improve her knowledge as well as career growth. 4.EMOTIONS: <p>BEFORE</p> <ul style="list-style-type: none">• Sad, depressed, and low confidence.• Fear of Rejection before attending any hiring process. <p>AFTER</p> <ul style="list-style-type: none">• Highly Motivated• Gained confidence to do any task.	10. YOUR SOLUTION <ul style="list-style-type: none">• A Fake Job Offer is detected and removed automatically.• Recommend a skill to job seeker for a particular Job Openings.• A notification will be Send via email regarding job openings.• Learning resources will be provided, then it will improve the user knowledge and skills.	8. CHANNELS of BEHAVIOUR <p>ONLINE:</p> <ul style="list-style-type: none">• Apply and maintain a connection with recruiters.• Also search about job openings. <p>OFFLINE</p> <ul style="list-style-type: none">• Learn and gain the required skills in open Source platform as well as in our Job Website.	Extract online & offline CH of BE