Project Title: Skill and Job Recommender   **Project Design Phase-I - Solution Fit Template**   **Team ID:** PNT2022TMID34851

<table>
<tr>
<td rowspan="2">Define CS, fit into CC</td>
<td>

1. CUSTOMER SEGMENT(S) `CS`

- Job seekers
- Recruiters

</td>
<td>

6. CUSTOMER CONSTRAINTS `CC`

- Availability of other similar applications not doing a good job.

- A fear of their time being wasted by unsuitable recommendations.

</td>
<td>

5. AVAILABLE SOLUTIONS `AS`

- In the past, the customers used other job recommenders which recommends jobs for the job seekers.

- Pros: Recommends many jobs.

- Cons: Does not recommend suitable jobs. Jobs may not match with that of the job seekers eligibility.

</td>
<td rowspan="2">Explore AS, differentiate</td>
</tr>
<tr>
<td>

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

- Choosing the right job from many available jobs by recommending the suitable job.

- Customer being unaware of the available job.

</td>
<td>

9. PROBLEM ROOT CAUSE `RC`

- A recruiter cannot go around the world to recruit people. They recruit people nearby. A person who is far away may not know about the recruitment and so they cannot attend the interview.
- Lot of applications doing a poor job in finding the suitable job.

</td>
<td>

7. BEHAVIOUR `BE`

- Use the skill and job recommender application which we develop for better recommendations.

</td>
</tr>
</table>

Left margin labels: Focus on J&P, tap into BE, understand RC — *Right margin labels:* Focus on J&P, tap into BE, understand RC

<table>
<tr>
<td rowspan="2">Identify strong TR & EM</td>
<td>

3. TRIGGERS `TR`

Seeing others get a job while the customer being unemployed and being unaware of the job opportunities.

4. EMOTIONS: BEFORE / AFTER `EM`

Customer feels depressed and confused before getting a good recommendation. And they feel satisfied and happy after knowing about the vast opportunities.

</td>
<td>

10. YOUR SOLUTION `SL`

- Recommending jobs not only based on the educational qualifications but also based on many other criteria.

- Showing the percentage of match between the job and the details provided by the job seeker.

</td>
<td>

8. CHANNELS of BEHAVIOUR `CH`

- Download the application.

- Search for the suitable job.

</td>
<td rowspan="2">Identify strong TR & EM</td>
</tr>
</table>