

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

