

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