

TEAM ID : PNT2022TMID46432

**PROJECT NAME : SKILL AND JOB
RECOMMENDER - PROBLEM
SOLUTION FIT**

MAXIMUM MARKS : 02

1. CUSTOMER SEGMENT(S)

1. Students who are looking forward for internships to improve their skills.
2. Freshers who have no experience but have skills and are seeking for a job
3. Experienced people who are looking forward to upgrade them professionally
4. Professionals who are expecting work from home
5. Technical and non-technical job seekers

2. JOBS-TO-BE-DONE & PROBLEMS

1. People want to know about all the job openings at their own pace
2. Need for a one stop destination where all kind of jobs can be found
3. Alert mechanism to not miss any appropriate job openings

3. TRIGGER

1. People want a one stop destination where they can find all the job listings available
2. People want a easy search engine that will make things easier to find the compatibility of their skills and the job description

4. EMOTIONS: BEFORE / AFTER

1. Job seekers found searching a job as a burden and could not accomplish the act of finding their expectations in the job making them stressed
2. The user friendly UI and alert mechanism builds a trust and eases the pain of searching a job for the requirement

5. AVAILABLE SOLUTION

1. Breezy is a cloud based recruiting and applicant tracking platform for small and mid-size businesses
2. Bootstrap is used to create a branded career sight and distribute listings to over 50 job boards
3. Go-hire is an all in one talent hiring platform that includes features to help advertise openings , attract applicants and make informed hiring decision

6. CUSTOMER CONSTRAINT

1. To visit on-site each time in search of job
2. Need to search different website each time they need to apply a job
3. Manually filtering the job based on their skill-set
4. Need to find the relevant job

7. BEHAVIOUR

- 1. People use different websites to access different resources which consumes time and are manually required to check the compatibility of their skills and job description**
- 2. Job seekers were forced to constantly use their mobile to check the new job postings**

8. CHANNELS OF BEHAVIOUR

- 1. Advertise online with influencers**
- 2. Make a tie-up with top recruiters**
- 3. Officially taking over high educational institutions placements**
- 4. Testimonies**

9. PROBLEM ROOT CAUSE

- 1. They need to visit each and every company in person every time**
- 2. Online websites available are specific for each company and consumes time**
- 3. Other applications available are complex for the user to handle**
- 4. Missing valuable opportunities due to lack of time management**