

전재원

Han Nwae Nyein

Nyi Nyi Htun

Sofi Nafikova

Career PathFinder: From Resume to Roadmap



What is next in my Career???

**How ready am I for
this job?**



**What else can I be?
Where can my career
actually go?**

Resume Enhancement



We wanted to take something everyone already has, a resume, and supercharge it using public data.



Recruiters use advanced tools, but job seekers are left guessing.
the gap we're filling – with the help of open datasets.

Our platform uses public datasets like the Recruitment Dataset from Kaggle, which contains thousands of resumes, job roles, and skill requirements. Here's how we put that data to work



Analyze Resume

The screenshot shows the 'Resume Analyzer' page of the 'Analyze Resume' website. The page has a white background with a blue header bar at the top. The header bar contains five navigation items: 'Home', 'Analyze Resume' (which is highlighted in blue), 'Career Roadmap', 'Global Career Map', and 'Suggested Career'. Below the header, there is a large central form area with rounded corners. At the top of this area, the text 'Resume Analyzer' is displayed in a large, bold, black font. Below this, a smaller text instruction reads: 'Upload your resume image and select a job role to get feedback.' Underneath the instruction, there is a section labeled 'Upload Resume Image:' with a file input field. The input field shows the text '파일 선택' (File selection) and '선택된 파일 없음' (No file selected). Below this, there is a section labeled 'Select Job Role:' with a dropdown menu. The dropdown menu currently displays the placeholder text '--Please choose a job role--'. At the bottom of the form area, there is a blue button with the word 'Analyze' in white.

extract skills from CV - compare them with real job requirements in the dataset

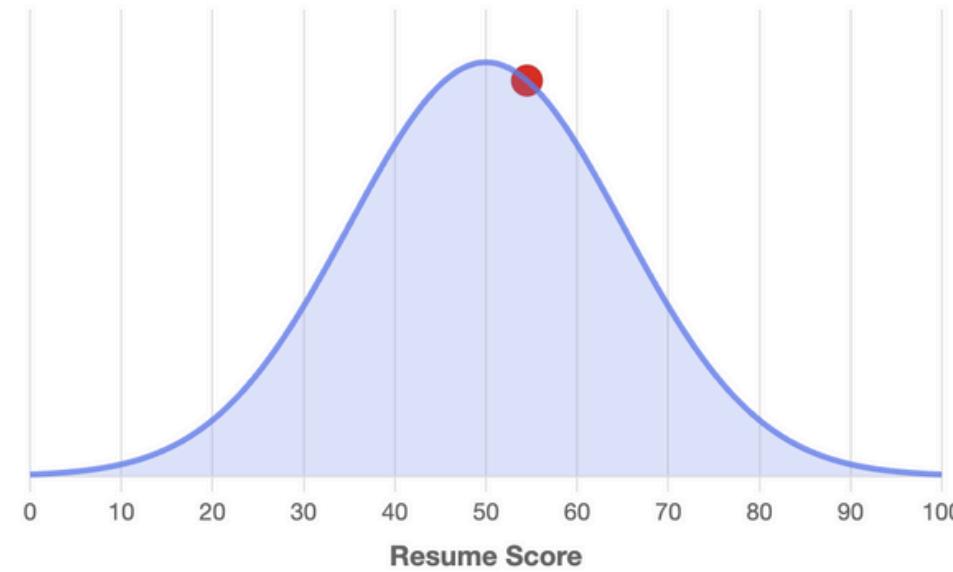
Analyze Resume

Resume Analysis Report

For 이력서.png

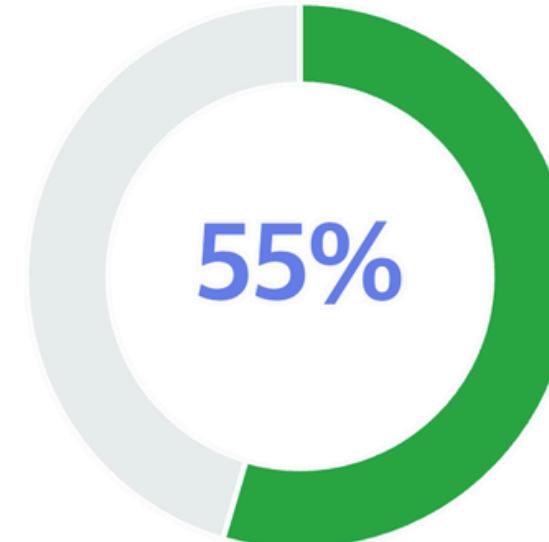
Applicant Ranking

Your resume score is **54.5**. We estimate this is in the top **38.2%** of applicants.



Completeness

Check off missing skills to see your progress.



calculate a match percentage and highlight missing skills

Analyze Resume

⚠ Missing Skills

- CRM Software (e.g., Salesforce, HubSpot)
- Sales Certifications (e.g., Salesforce Certified Sales Representative)
- Senior-Level Experience (current experience is mid-level, not yet senior)
- Adaptability (keyword not mentioned)
- Specific sales methodologies (e.g., Challenger Sale, SPIN Selling)

Analyze Resume

◎ Recommendations

- **Showcase Your Tech Stack:** Add a "Technical Skills" section to your resume. List any CRM, sales intelligence, or marketing automation tools you know. If you don't have this experience, get a free trial of a popular CRM like HubSpot and complete their free online training to add it to your skillset.
- **Get Certified:** To stand out and validate your expertise, pursue a certification like the **Salesforce Certified Sales Representative**. This directly addresses a key requirement in the job market and demonstrates your commitment to the profession.
- **Write a Powerful Opening:** Add a Professional Summary at the top of your resume. This 3-4 line pitch should immediately grab attention. Example: "Results-driven Sales Professional with 6+ years of experience exceeding revenue targets. Proven ability to drive 25% annual revenue growth and achieve 95% client retention. Bilingual in English and French, seeking to leverage strategic sales skills in a senior role."
- **Optimize Resume Space:** It's standard practice to remove the 'References' section. Recruiters will ask for them when the time is right. Use that valuable space to add your new Professional Summary or Technical Skills section.

★ Career Positioning Advice

- **Rebrand Your Title:** Instead of "Sales Representative," position yourself as a "**Results-Driven Sales Professional**" or "**Bilingual Sales Growth Specialist**". This shifts the focus from your title to your impact.
- **Tell a Growth Story:** Your career shows a clear progression from Associate to Inside Sales Rep. Make this story obvious. Under the "Arowwai Industries" heading, list your roles chronologically to highlight that you were promoted internally. This is a powerful signal to recruiters that you are a high-performer.
- **Lead with Your Numbers:** Your metrics (25% revenue increase, 50+ clients, 95% retention) are your strongest selling points. Make them the star of your resume. Start as many bullet points as possible with a powerful action verb followed by a number to immediately demonstrate your value.

Suggested Career

Home

Analyze Resume

Career Roadmap

Global Career Map

Suggested Career

Career Suggestions

Personalized career paths based on your resume analysis.

Click the button below to generate career recommendations based on your last analyzed resume.

Generate Recommendations

analyze skill patterns, recommend roles user might not have considered

Suggested Career

Home Analyze Resume Career Roadmap Global Career Map Suggested Career

Career Suggestions

Personalized career paths based on your resume analysis.

Top Dataset Matches

Match scores for the top recommendations from our job dataset.

Job Title	Match Score
Account Executive	95%
Sales Manager	85%
Business Development Manager	80%

0 10 20 30 40 50 60 70 80 90 100

Top Matches from Job Dataset

Account Executive (95%)

This is the most logical and immediate next step in the candidate's career. Lorna's resume demonstrates a complete mastery of the sales cycle, from prospecting and lead qualification to managing a large client portfolio (50+) and driving significant revenue growth (25% increase). Her proven ability to maintain high customer retention (95%) and develop sales strategies makes her an

Suggested Career

⦿ Top Matches from Job Dataset

Account Executive (95%)

This is the most logical and immediate next step in the candidate's career. Lorna's resume demonstrates a complete mastery of the sales cycle, from prospecting and lead qualification to managing a large client portfolio (50+) and driving significant revenue growth (25% increase). Her proven ability to maintain high customer retention (95%) and develop sales strategies makes her an ideal candidate for a closing role focused on acquiring new business and managing key accounts.

Sales Manager (85%)

With a consistent track record of high performance and progressive responsibility at a single company, Lorna is a strong candidate for a leadership position. Her experience in developing and executing sales strategies, combined with her success in upselling and cross-selling, provides a solid foundation for coaching and mentoring a team of sales representatives to achieve their targets. While she lacks direct management experience, her results indicate she has a successful methodology to teach others.

Business Development Manager (80%)

This role leverages the candidate's strategic skills. Her experience in conducting market research to identify new business opportunities and collaborating with the marketing team on targeted campaigns aligns perfectly with the responsibilities of a Business Development Manager. This position would allow her to focus more on long-term growth, strategic partnerships, and new market entry, building upon her strong foundation in sales and networking.

Suggested Career

★ Alternative Career Ideas

* Title: Account Executive

* **** An Account Executive (AE) is responsible for closing new business. They manage the full sales cycle, from qualifying leads provided by a BDR/SDR to presenting solutions, negotiating contracts, and ultimately winning new clients. They are quota-carrying professionals focused on revenue generation.

Why it fits: * **** Lorna's resume is an excellent match for an Account Executive role. Her experience in **"developing and executing sales strategies"** that led to a **"25% increase in annual revenue"** directly demonstrates her ability to close deals and impact the bottom line. Her skills in **Negotiation** and **Presentation** are core requirements for an AE. Furthermore, her background in prospecting, qualifying leads, and implementing upselling strategies shows she has a comprehensive understanding of the entire sales process, making her ready to take full ownership of a sales pipeline.

* Title: Account Manager

* **** An Account Manager focuses on nurturing and growing relationships with existing clients. The primary goals are to ensure customer satisfaction, increase loyalty, and drive revenue through contract renewals, upselling, and cross-selling. This role is less about hunting for new business and more about "farming" the current customer base.

Why it fits: * **** This profile is exceptionally well-suited for an Account Manager position. The metric **"Managed a portfolio of 50+ clients, achieving a 95% customer retention rate"** is the single most powerful indicator of her strength in this area. It proves she can build lasting, profitable relationships. Her experience providing **"exceptional customer service, addressing inquiries and resolving issues"** and her **"Problem-Solving"** skills are essential for maintaining client health and identifying growth opportunities within her portfolio.

* Title: Senior Inside Sales Representative

* **** A Senior Inside Sales Representative handles the most complex or high-value accounts within the inside sales team. They are expected to consistently exceed sales targets, operate with a high degree of autonomy, and may be asked to mentor junior representatives. This role requires a mastery of the full sales cycle, performed remotely.

Why it fits: * **** As Lorna has progressed within Arowwai Industries from a Sales Associate to an Inside Sales Representative with significant, quantifiable achievements, the "Senior" role is the most direct next step in her career path. Her proven ability to increase revenue by 20-25% and her strategic initiative in **"conducting market research to identify new business opportunities"** are hallmarks of a senior-level contributor. Her strong educational background and six years of dedicated sales experience at one company signal the expertise and loyalty that organizations look for in a senior position.

Global Career Map

The screenshot shows a user interface for a career map. At the top, there is a navigation bar with five items: Home, Analyze Resume, Career Roadmap, Global Career Map (which is the active tab), and Suggested Career. Below the navigation bar is a large, rounded rectangular area containing the title "Global Career Map" and a subtitle "Select a career to see the demand for it around the world." On the left side of this area, there is a dark sidebar with the heading "Select a job role". A list of job roles is displayed, with "Physician" having a checked checkbox next to it. The list includes: Fitness Coach, Physician, Financial Analyst, Supply Chain Manager, Database Administrator, Architect, Operations Manager, Cybersecurity Analyst, Software Engineer, Urban Planner, Machine Learning Engineer, Personal Trainer, Biomedical Engineer, Nurse, Systems Analyst, Product Manager, Content Writer, Pharmacist, Chef, AI Researcher, and Data Analyst.

Home Analyze Resume Career Roadmap **Global Career Map** Suggested Career

Global Career Map

Select a career to see the demand for it around the world.

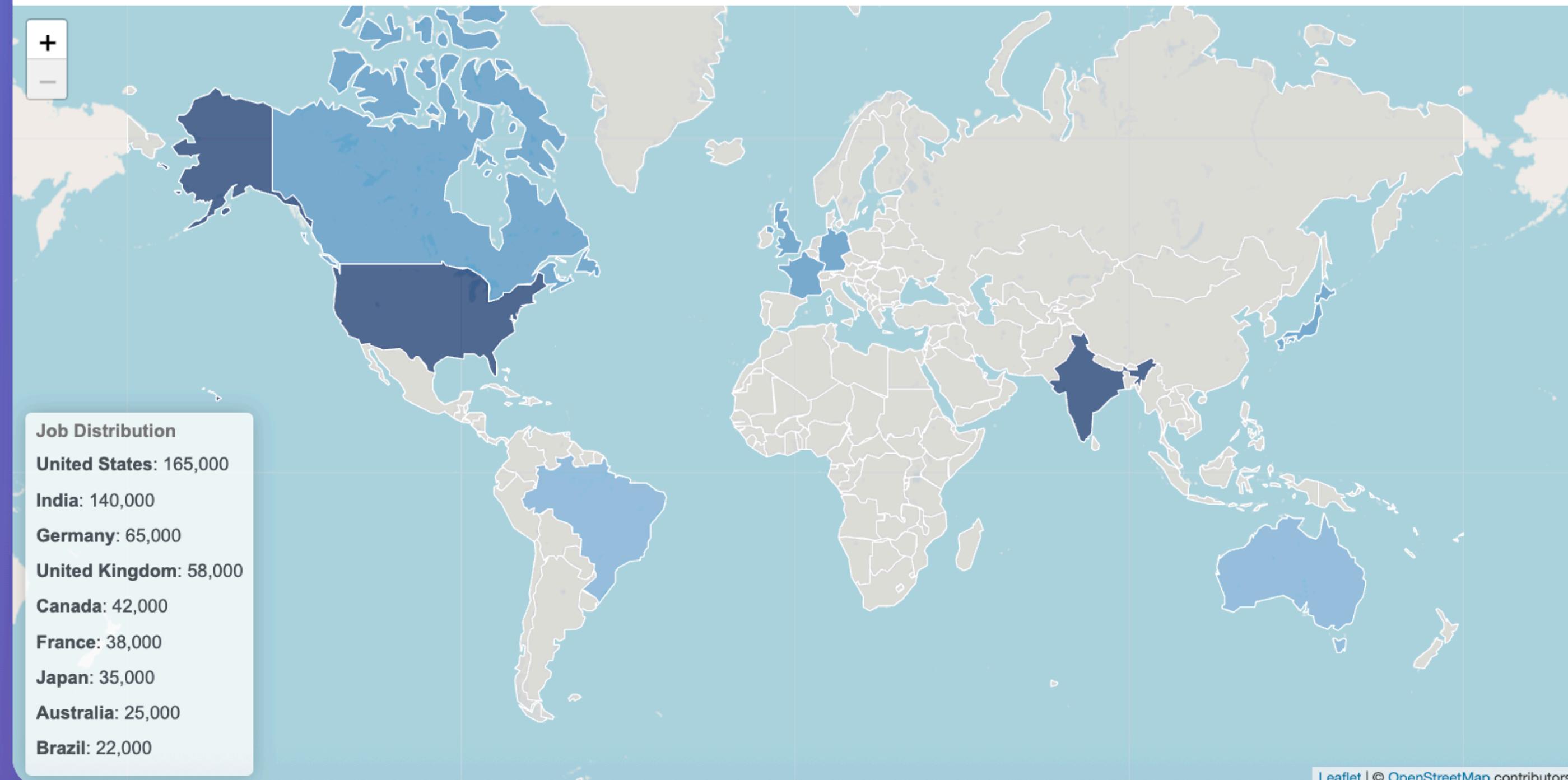
Select a job role

- Fitness Coach
- ✓ Physician
- Financial Analyst
- Supply Chain Manager
- Database Administrator
- Architect
- Operations Manager
- Cybersecurity Analyst
- Software Engineer
- Urban Planner
- Machine Learning Engineer
- Personal Trainer
- Biomedical Engineer
- Nurse
- Systems Analyst
- Product Manager
- Content Writer
- Pharmacist
- Chef
- AI Researcher
- Data Analyst

jobs in demand worldwide, highlighting the countries with the highest demand and job numbers .opportunities at a glance.

Global Career Map

Career demand for Web Developer



Global Career Map

shine.

Home Jobs Career Support E-Learning More

Login Register For Employers

Web-Developer-jobs-in-United-States of America

Sort Location Experience Salary Employment

25,354 Web Developer Jobs in United...

posted 1 day ago

SOFTWARE DEVELOPERS / WEB DEVELOPERS / WEB designing live training internship

Guidance Placement Hiring For java /php /web desi / seo / android / web developers /...

0 Yrs ₹ 1.0 - 2.5 LPA

Gwalior, Jaipur +7

android web designing +8

INTERVIEW ASSURED IN 15 MINS

Apply

Toggle to save search

FIND YOUR PERFECT JOB

Sign-in & Get noticed by top recruiters and get hired fast

Sign In

posted 4 weeks ago

WEB DEVELOPER TRAINEE, WEB DESIGN, PHP DEVELOPER, SOFTWARE DEVELOPER FRESHER

Guidance Placement Hiring For urgent hiring php/java/react/angular/web design/laravel

Top Companies Hiring

View All >

Capgemini

Wipro

Career Roadmap

The screenshot shows a web-based career planning tool. At the top, there is a navigation bar with five items: Home, Analyze Resume, Career Roadmap (which is the active tab), Global Career Map, and Suggested Career. Below the navigation bar is a large, rounded rectangular container with a white background. Inside this container, the title "Build Your Career Roadmap" is displayed in a bold, dark font. Below the title is a subtitle: "Select your current role to generate a potential career trajectory." Underneath this text is a form field labeled "Select Your Current Job Role". The input field contains the placeholder text "-- Select a Job Role --". To the right of the input field is a blue button with the text "Generate Roadmap" in white. The entire interface is set against a dark purple background.

Based on career progression trends in the data -> generate a timeline of your possible future. eg Sales Representative today, Sales Manager in 2-3 years, and Regional Manager in 5-7 years.

Career Roadmap

Your Generated Career Roadmap for a Software Engineer

Junior Software Engineer

Typical Duration: 0-2 years

Software Engineer

Typical Duration: 2-4 years

Senior Software Engineer

Typical Duration: 4-7 years

Staff Software Engineer

Typical Duration: 7-10 years

Principal Software Engineer

Typical Duration: 10+ years

**With our app, public data is more
than just numbers, its:**

actionable career advice

**transforms resumes into
interactive guides**

**what we are today, what's
possible tomorrow, and how to
get there.**



Thank You for Your Attention!

Thank You