**Caprae Capital – AI Readiness Challenge Submission**

**Project title**: Intelligent Business Leads Engine

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**Submission Type:** Technical Prototype & Business insight Demonstration

# Objective

The aim was to build innovative and compelling features on Caprae’s already successful lead engine <https://www.saasquatchleads.com/> . So I developed an AI based,dual persona lead generation platform that assists recruiters in discovering top talents and also for job seekers in finding growth stage companies in their localities, delivered within a strict 5 hour innovation window. The demonstration is intended to showcase business acumen,data scraping and DL models integration abilities and building responsive full stack applications for high impact B2B use cases

# Strategy and thought process

Following the challenge, I reverse engineered the core functionality from the reference tool provided. The primary optimization was for

🡪Quality-first strategy: Prioritized intelligent scoring of scraped profiles/companies using an AI driven signal model

🡪Dual Utility: Designed the landing page for recruiters and job seekers to align with two key growth levers in the talent ecosystem

🡪Simplicity at scale: Focused on frontend clarity and backend automation to maximize usability and insight delivery

# Methods and Technical stack

🡪Frontend: Vue 3(with scoped styles),Bootstrap 5,transitions,dark/light toggle

🡪Backend,Scraping & DL models: Flask REST API and Transformers pipeline for DL inference with facebook’s bart-large for zero shot classification and distilbert-base-case for sentiment analysis. Beautiful Soup for scraping. Primarily scraped Github API for developer profiles and linkedin signals and jobify for company hiring metadata.

🡪AI Scoring Model: Each score is normalized(0-100) combining multiple scraped vectors with a weighted formula

a)Recruiter side: Developer profiles scored on github activity(commits,followers,stars,repo frequency) and sentiment analysis on bio -> Candidate Score(on 100)

b)Seeker side: Companies scored on job momentum(via external signals),job boards,hiring velocity,funding news ->Company Score(on 100, likelihood to hire)

Links: Github: <https://github.com/Sesha-krish/Intelligent-Business-Leads-Engine> Video Demonstration: <https://www.youtube.com/watch?v=UTxtP0uQNec> Resume: