**Service Description – Skill and job description proposal**

## Introduction

SME are the backbone of the swiss economy. The SME provide a steady stream in innovative solutions for the customers in all kind of industries. SME are distributed all over Switzerland with a demand in skilled and motivated staff. The students in Switzerland often commute to their universities, this means they too are distributed all over Switzerland.

The SME often have budget to spend for new and skilled employees but often not the time to promote their jobs on websites. On the other side of the spectrum are the students who often don’t know that right around the corner is a job-offer which fits them best.

## Customer Segment

Small and medium sized companies with a need for skilled FH students.

## Functions

Sprout-Scout matches the students with the “unknown” SMEs and gives both parties a reason to consider each other.

## Revenue Stream / ROI

Headhunter fee

## Value Proposition

Matching skilled workers to fitting jobs near their desired place.

## Key Partners

SMEs

## Actions required in order to realize the service

The industry directory for SMEs have to be consulted and the SMEs job-offer have to be integrated into the database.

Bewertung 1-6

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| --- | --- | --- | --- |
|  | Peter | Yannick | Simon |
| Potential |  |  |  |
| Umsetzbarkeit |  |  |  |
| Priorität |  |  |  |
| MVP Relevanz |  |  |  |

Lean Canvas