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|  | Jeebs Meeting Minutes |

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| **Meeting Details** |

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| **DATE:** | 11/03/20 | | **TIME:** | 5.30PM-7.30PM | **LOCATION:** | Fishburners |
| **TYPE OF MEETING** | | PFC Mentor Match-up | | | | |
| **CHAIR** | |  | | | | |
| **NOTE TAKER** | |  | | | | |
| **PERSONS PRESENT** | | Michael | | | | |

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| **Meeting Agenda Items** |

[Employer Problems](#_ktqcott02mid)

[Other Notes](#_r45qxwonwrmf)

[Mentor Relationship](#_skwtkpi7r8nj)

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| **Meeting Outcomes** |

## Employer Problems

* One of the other mentors I talked to today talked about how he struggled to track applicants. So the tracking is also a problem for employers not just students.
  + Context: He owns his own product design agency (so small business - 6 ppl) and he talked about his pain in having to pay a couple of hundred bucks on each platform to list jobs. He said linkedin has a pretty good applicant tracking platform but the problem is if the applicants come through other websites such as indeed and seek, those websites have pretty much no features to help with applicant tracking
* Our mentor (Matt) talked about how he sometimes needs cheap on-demand labour for like 10hrs for two weeks for like a data science problem but right now the only option is to pay tier 1 consultants to do the work but he just wants a cheap option where students could probably get the job done.
  + Currently there’s no place for him to look for students like that
  + If we want to pursue this idea it would be a good idea to look at the existing platforms where businesses can search for experts on-demand to hire and replicate that but with students

## Other Notes

* Matt: extend the customer journey
  + Instead of students using our platform as a one-off thing where they stop using once they’ve found a grad job, we should have other features that they can use throughout university or after they get a job
  + ^ This would be more sustainable business as they’re using our product for longer than just for one shot
* Matt: look into other revenue models
  + Having a third player in the picture such as universities would be a good idea
  + A revenue model where the transaction isn’t necessarily employer pays for listing and use of features might be the way to go
* Matt: Don’t make another indeed, seek, jora because they’re shit. Create something that actually changes the way online job market works
* Matt: Having graduate jobs as our market seems a little small - might be worth considering a more general target market
* Random mentor: talk to the hr people at careers fairs to get info
* Hannah Jun (aws hr intern): employers have the mentality “Students should come to us as we are the big brand”

## Mentor Relationship

* Michael will reach out to set up regular meetings
  + I’m thinking bi-weekly will be good
  + Student start-up hub (Wynyard) will be a good place meet
* About Matt
  + Is an accountant by education/trade
  + Worked on the commercial side for a range of tech-related companies throughout his career
  + Now he consults start-ups on stuff like accounting, share-splits, legal stuff, etc.
  + Works at client sites and if not needed will work from home

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| **Summary of Action Items** |

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| **ACTION ITEMS** | **PERSON RESPONSIBLE** | **DEADLINE** |
| Reach out to Matt to schedule weekly meeting | Michael | 13/03/20 |
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