

JobRecruita Lean Canvas

Section	Details
Problem	- Slow, biased, manual hiring- Compliance & privacy risks- Poor candidate experience
Customer Segments	- Enterprises (HR, TA, compliance)- Staffing agencies- Job seekers
Unique Value Prop	- AI-powered, explainable matching- Compliance-first workflows- Delightful UX
Solution	- AI match engine- Automated workflows- Analytics & audit logs
Channels	- Direct sales- HR tech partners- Content & events
Revenue Streams	- SaaS subscriptions- Integrations/API- Add-ons (analytics, onboarding)
Cost Structure	- Engineering- Cloud/infra- Sales & support- Compliance/legal
Key Metrics	- Matches made- Time-to-hire- NPS- Compliance incidents
Unfair Advantage	- Proprietary AI- Compliance expertise- Enterprise integrations

For a detailed business plan and pitch deck, see other docs in this folder.