

## JobRecruita Lean Canvas

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

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