

Eplooy

All Jobs.
One Platform.

Candidates' Frustration with **SCATTERED JOB LISTINGS**

Fragmented job postings force candidates to search across multiple platforms, leading to **missed opportunities** and a **time-consuming, inefficient process**.



Eploy

Transforms recruitment by **aggregating job listings**, **simplifying applications**, and **leveraging AI-driven match scoring** to connect candidates with the right opportunities on one seamless platform.



Smart Job Matching

AI assigns match scores, making it easier for HR to quickly shortlist the best candidates.



Unified Job Listings

Aggregates jobs from various sources into one platform, providing broad opportunities for both recruiters and candidates.



Simple Applications

Candidates apply with just a few clicks, while recruiters enjoy an easy job posting process.



Enhanced Hiring Efficiency

Eploy reduces manual work, enabling faster hiring decisions and saving time and resources.

Applicants for Data Analyst

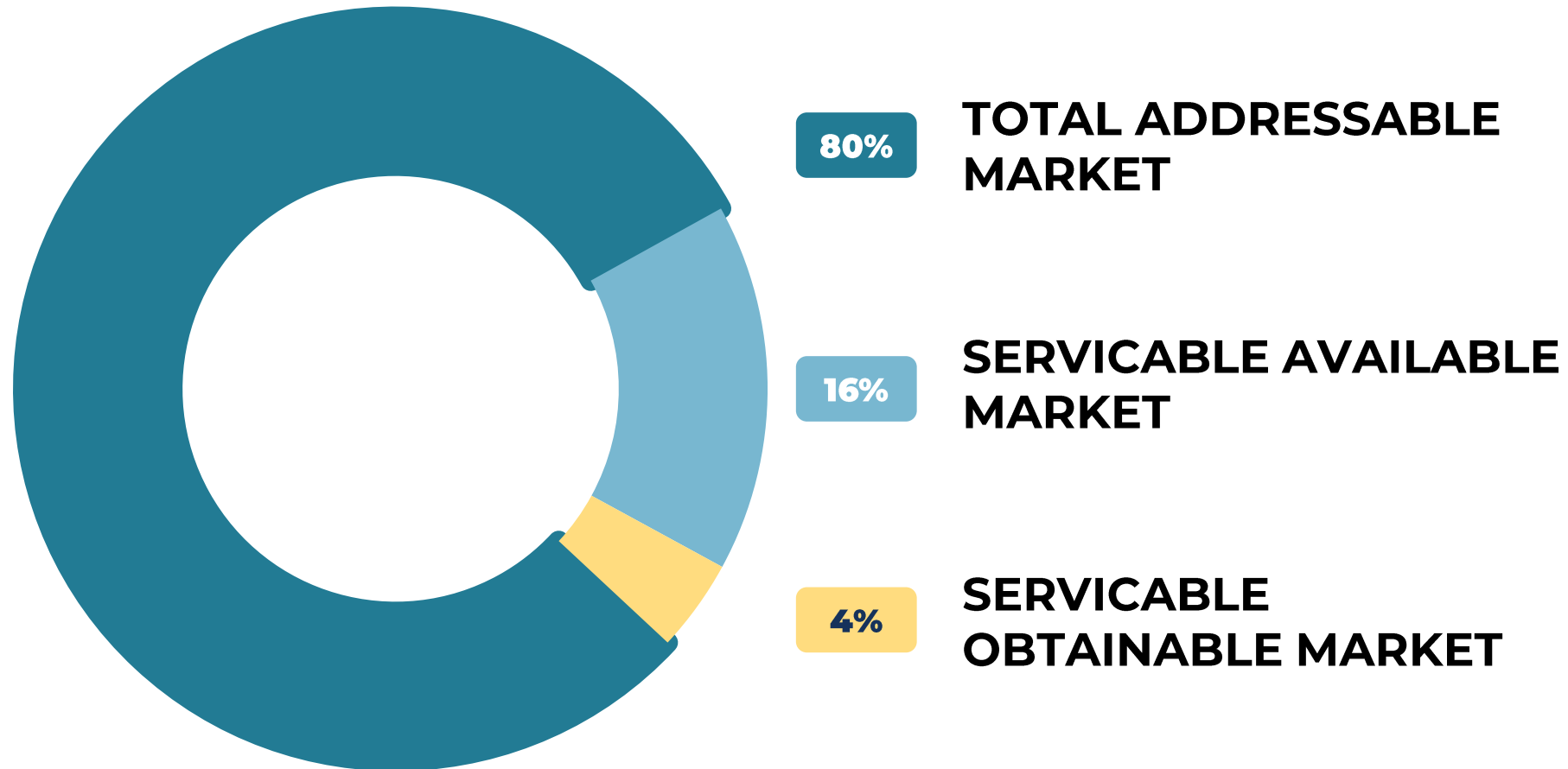
Company: CareerHorizon

Location: Baku, Azerbaijan

As a Data Analyst at CareerHorizon, you will play a crucial role in analyzing and interpreting complex datasets to help our team make informed business decisions. You will be responsible for collecting, processing, and analyzing data to provide actionable insights that will drive the company's strategy and performance. Key Responsibilities: Collect and analyze large datasets from various sources to identify trends, patterns, and insights. Develop and maintain dashboards and reports to track key performance indicators (KPIs). Work closely with cross-functional teams to understand their data needs and provide relevant insights. Perform data cleansing and preprocessing to ensure data accuracy and integrity. Create data visualizations to effectively communicate findings to stakeholders. Conduct statistical analysis to support decision-making processes. Identify opportunities for process improvements and optimization through data analysis. Stay up-to-date with industry trends and best practices in data analysis. Qualifications: Bachelor's degree in Statistics, Mathematics, Computer Science, Economics, or a related field. Proven experience as a Data Analyst or in a similar role. Proficiency in data analysis tools such as Excel, SQL, Python, or R. Experience with data visualization tools like Tableau, Power BI, or similar. Strong analytical and problem-solving skills. Excellent communication skills, with the ability to present complex data insights clearly. Attention to detail and a commitment to data accuracy. Experience with data warehousing and database management is a plus. What We Offer: Competitive salary and benefits package. Opportunities for professional development and growth. A dynamic and collaborative work environment. Flexible working hours and remote work options. Health insurance, paid time off, and wellness programs. How to Apply: Interested candidates are encouraged to apply by sending their resume and a cover letter detailing their experience and interest in the role to careers@careerhorizon.com.

Full Name	Email	Phone Number	Match Score	Resume	Apply Date
Ismat Samadov	ismetsemedov@gmail.com	0504787463	66.05%	Download Resume	August 29, 2024, 3:17 p.m.
Imran Esedov	imranes@gmail.com	0123456789	59.17%	Download Resume	August 29, 2024, 3:21 p.m.
Rafail Ismiyev	rafis@gmail.com	503455333	47.72%	Download Resume	August 29, 2024, 3:20 p.m.
Karim Hajiyeu	karimh@gmail.com	50 5664556	32.05%	Download Resume	August 29, 2024, 3:19 p.m.
Ali Asgarov	aliasg@gmail.com	0504787463	0.0%	Download Resume	August 29, 2024, 3:18 p.m.

TAM, SAM, SOM for JOB AGGREGATION PLATFORM



JOB POSTING PACKAGE

	COST PER POSTING	JOB POST DURATION	TARGET USERS
STANDARD	20 AZN per Job Posting	Keeps the job active on the website for 10 days.	Recruiters and employers looking for a cost-effective way to post jobs and attract candidates over a longer period.
PLUS	50 AZN per Job Posting	Keeps the job in the top 10 active listings for 1 day.	Recruiters seeking visibility and quick applicant attraction, ensuring top-priority job listings.
PREMIUM	50 AZN for 5 job postings	Each job posting in the package follows the standard posting rules (15 days active).	Recruiters and employers who need to post multiple jobs and are looking for a cost-effective bundle option.

COMPETITION

Feature/Services	Eploy	Glorri	Jobsearch	Boss
AI-Powered Match Score	Yes	No	No	No
Job Aggregation	Yes	No	No	No
Affordable Pricing	Yes	No	Yes	Yes
Advanced Employer Tools	Yes	Yes	No	No
Localized Focus	Yes	Yes	Yes	Yes

ACHIEVEMENTS SO FAR



6-Month Goals

Platform Development: Core features built, AI match score and web scraping integrated.

Market Research & Pricing: Competitor analysis completed, pricing model set, target market defined.

Beta Testing: Early users onboarded; feedback collected.

Enhance Platform Features: Further refine AI match score, expand job scraping capabilities, and improve UI/UX.

Marketing & Outreach: Launch initial marketing campaigns, establish brand presence, and begin key partnership discussions.

Beta Test Expansion: Onboard more beta users, collect comprehensive feedback for platform improvements.

Evaluation: 25% improvement in match accuracy, 5-8 new job sources, positive user feedback on UI/UX.



9-Month Goals

Feature Finalization: Complete and polish core and advanced features, including AI improvements.

Scale Marketing: Broaden marketing efforts, increase visibility, and initiate PR and influencer outreach.

Onboard Early Adopters: Convert beta users into paid customers and engage early adopters for feedback.

Evaluation: Bug-free platform, 40% traffic increase, 60% beta-to-paid conversion rate.



12-Month Goals

Soft Launch: Officially launch the platform, with continuous performance monitoring.

Partnership Integration: Finalize and integrate key partnerships for increased job listings and collaborations.

Monitor & Iterate: Track KPIs, analyze data, and make continuous improvements.

Evaluation: 1,000 job postings monthly, two major partnerships, sustained positive KPI growth.

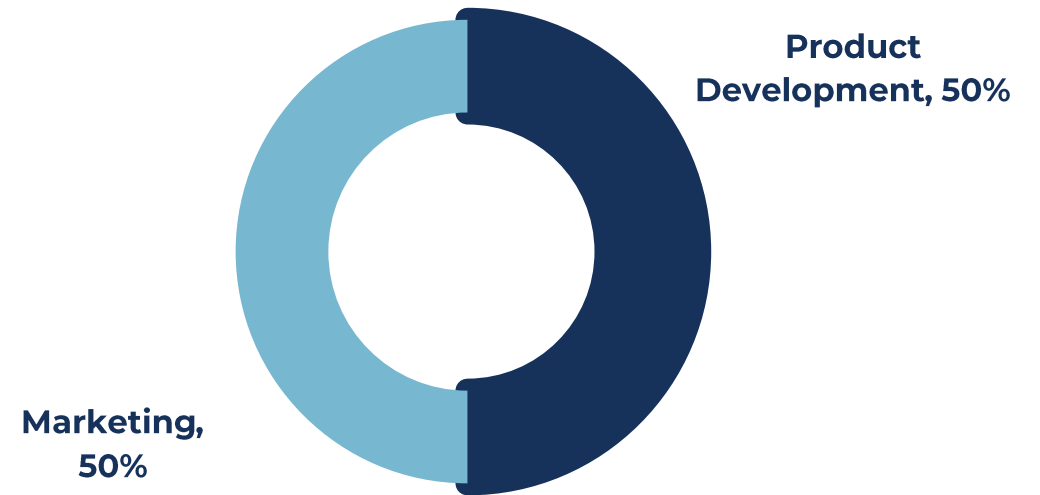
30,000 AZN

Product Development (50% - 15,000 AZN):

- AI Customization: Tailor match score for Azerbaijan's job market.
- Web Scraping Expansion: Integrate and scrape job data from major Azerbaijani job boards.
- Localization: Optimize scraped job data for local users.

Marketing Expenses (50% - 15,000 AZN):

- Marketing Campaign: Build awareness among recruiters and job seekers.
- Local Presence: Leverage social media, digital marketing, and influencers.
- User Engagement: Involve early adopters and gather feedback.



Runway

Month 1

Month 3

Month 6

- Complete product localization and scraping integration.
- Launch marketing targeting key industries.
- Scrape and onboard at least 50 job postings per month from local job boards.

- Refine the platform with user feedback on scraping accuracy.
- Expand scraping efforts to additional job sources.
- Grow to 500 active users and secure a major local partnership.

TEAM



Tural Allahverdiyev

Bank of America

Data Analyst
4 years experience



Azar Ahmadov

Unibank CB

Scrum Master
5 years experience



Vusal Shukurov

Kapital Bank

Business Analyst
3 years experience



Kamal Khalilov

Leobank

Product Owner
4 years experience

Thank you!