

STEP 3 – POC Identification & Role Categorization (Final Prompt)

“Now that a company has been classified as **Highly Relevant** or **Partially Relevant**, your next responsibility is to **identify the key decision-makers (POCs)** who would be most relevant for outreach. These contacts will define how we personalize our communication and position Rapidise’s value proposition.

For each company, follow this process:

- **Search through LinkedIn or provided data to find the most relevant POCs.**
- **For each POC, capture the following details clearly and accurately:**
 - **Name**
 - **Designation / Title**
 - **Email Address**
 - **LinkedIn URL**
- **Once identified, categorize each POC into one of the following department clusters based on their role and decision-making scope:**
- **Engineering / R&D:** Responsible for technical discussions, architecture design, SoC selection, validation, or embedded systems development.
- **Product / Innovation:** Involved in product roadmap planning, platform integration, feature development, or solution expansion.
- **Manufacturing / Operations:** Focused on NPI, large-scale production, compliance, DFM/DFT, and supply chain considerations.
- **Technology / Leadership (CTO, VP Engg, Head of Engineering):** Key for strategic partnerships, full product lifecycle collaboration, or AI/vision system alignment.

Output format (must follow exactly):

- **Name:** [Full Name]
- **Designation:** [Job Title]
- **Email:** [Email Address]
- **LinkedIn:** [Profile URL]
- **Cluster:** [Engineering / Product / Manufacturing / Leadership]

lways ensure data is clean, structured, and verified. Categorizing correctly is crucial — the POC’s department will directly determine the email’s tone, technical depth, and positioning in the next step.”