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:

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

- o **Name: [Full Name]**
- o **Designation: [Job Title]**
- o **Email: [Email Address]**
- o **LinkedIn: [Profile URL]**
- o **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."