

## **JapanOffer AI One-page Memo**

### **Project Name**

JapanOffer AI

### **One-line Pitch**

JapanOffer AI is an AI Career Entry OS that helps international candidates decide which overseas jobs are actually worth applying to, based on skills, language ability, graduation timing, visa feasibility, employer foreigner-friendliness and career route value.

### **Problem**

Cross-border job search is not only a job search problem. It is a route and eligibility problem.

International candidates do not simply need more job listings. They need to know whether a role is realistic for their background, nationality, language ability, graduation date, visa situation and long-term career plan.

Current platforms such as LinkedIn, company websites and job boards show opportunities, but they often do not explain whether those opportunities are truly open to a specific foreign candidate.

As a result, many candidates waste time applying to roles that were never realistic, while others give up too early because they do not know which routes are actually possible.

### **Target User**

The first target users are:

Chinese students and overseas Chinese graduates who want to enter the Japanese job market through internships, junior roles or cross-border business opportunities.

This includes candidates with different backgrounds:

- students with Japanese ability;
- students with strong English but limited Japanese;
- overseas Chinese students educated in the UK, US, Canada, Australia or Europe;
- candidates interested in legal, compliance, fintech, business development, international operations, market research or global-facing roles.

Japan is the first market because it has a clear need for international talent, but the route into the Japanese job market remains fragmented and difficult to understand.

## **Solution**

JapanOffer AI helps users make better application decisions through three core components:

### 1. Candidate Passport

A structured profile based on the user's CV, including education, graduation date, language ability, nationality, visa situation, target country, target roles and career direction.

### 2. Application Priority Dashboard

Users paste several job links or job descriptions. The system compares the roles and shows which ones are worth applying to, which are risky, and which are likely to waste time.

### 3. Route and Eligibility Logic

The system considers not only skills, but also visa feasibility, language requirements, employer foreigner-friendliness, qualification routes, salary and sponsorship risk, application effort and long-term career route value.

## **First MVP**

The first MVP is:

Should I Apply? Application Priority Dashboard

## **User flow:**

1. Upload CV
2. Generate Candidate Passport
3. Paste 3–5 job links
4. Receive role comparison and priority ranking
5. Get Apply / Maybe / Do Not Waste Time verdicts
6. Receive CV suggestions, recruiter messages and application advice for high-priority roles

The first goal is to prove that international candidates want structured help deciding where to spend their limited application time.

## **Why It Is Different**

JapanOffer AI is not a normal job board and not just a ChatGPT wrapper.

A general AI chatbot can give one-time advice. JapanOffer AI aims to become a structured decision system that maintains a long-term Candidate Passport, compares multiple roles through consistent scoring, tracks application outcomes and builds route outcome data over time.

The project is also shaped by legal and eligibility thinking. Cross-border career entry often involves visas, work eligibility, professional qualification routes, salary thresholds, employer sponsorship and local labour market rules. JapanOffer AI is designed to treat these as core product logic, not afterthoughts.

The long-term moat comes from:

- founder-market fit across China, Japan and the UK;
- legal and eligibility-aware product logic;
- foreigner-friendly employer data;
- route outcome data from real applications;
- a trusted community of cross-border job seekers;
- future employer-side candidate filtering.

## **Business Model**

JapanOffer AI can develop revenue in three stages:

Candidate-side revenue

Paid Application Priority Dashboard, CV suggestions, recruiter messages and premium application packages.

Institution-side revenue

Bulk accounts or dashboard access for universities, language schools, overseas education agencies, career coaching services and student organisations.

Employer and recruiter-side revenue

Filtered international candidate pools, structured Candidate Passports, foreigner-friendly job posting tools, hiring dashboards and success-based referral fees.

## **Current Stage**

JapanOffer AI is currently at the whitepaper and MVP design stage.

Completed:

- full whitepaper v0.1;
- clear first market;
- MVP concept;
- product logic;

- business model;
- go-to-market strategy.

Next steps:

- create product prototype screens;
- build a waitlist page;
- test with 20–50 beta users;
- develop a simple MVP;
- seek technical support, university entrepreneurship support and suitable incubator opportunities.

## **Ask**

JapanOffer AI is currently looking for:

- technical support or a technical co-founder;
- early beta users;
- product feedback from international students and job seekers;
- support from university entrepreneurship programmes;
- incubator or accelerator opportunities to turn the MVP into a working product.

## **Mission**

JapanOffer AI starts with one question: Should I apply?

But the long-term mission is larger:

to help international candidates understand which overseas career routes are truly open to them.