

## Job Detail Model for our B2B Platform Enhancement

In the dynamic realm of B2B commerce, connecting experts with buyers facilitating efficient procurement processes and will enhance our b2b by include many individual people to our platform as subscribers. To achieve this, a comprehensive job detail model is essential, encompassing a well-structured knowledge graph, advanced NLP/ML techniques, and a user-friendly interface.

### Seller Job Detail

1. Seller Job Title Drop Dwon menus. (user can add job title if not available in list)

Management Rules	Sales and marketing rules		Administrative Assistant
Chief Executive Officer (CEO)	Sales Representative	Sales Engineer	Receptionist
President	Account Executive	Product Manager	Secretary
Chief Operating Officer (COO)	Sales Manager	Project Manager	Office Manager
Chief Financial Officer (CFO)	Marketing Manager	Supply Chain Manager	Human Resources Specialist
Chief Marketing Officer (CMO)	Marketing Director	Technical Sales Specialist	Recruiting Specialist
Chief Information Officer (CIO)	Public Relations Specialist	Channel Sales Manager	Training and Development Specialist
Chief Technology Officer (CTO)	Advertising Specialist	Regional Sales Manager	Event Planner
Human Resources Director	Social Media Specialist	Key Account Manager	Travel Coordinator
Operations Manager	Content Marketing Specialist	Strategic Account Manager	Office Clerk
General Manager	Search Engine Optimization (SEO) Specialist	Business Development Representative	Administrative Assistant
Vice President	Pay-Per-Click (PPC) Specialist	Regional Sales Manager	
Director	Costumer Service Role		
Assistant Vice President	Customer Service Representative	Call Center Representative	
Supervisor	Technical Support Specialist	Chat Support Specialist	
Team Leader	Account Manager	Social Media Support Specialist	
	Customer Success Manager		

2. Company Type: (Dropdown Menu)

- Manufacturers

– Original Equipment Manufacturers (OEMs)

– Distributors

– Value-Added Resellers (VARs)
- System Integrators (SIs)

– Service Providers

– Consultants

3. Target Customer Segments: (Dropdown Menu)

- Utilities

– Oil and Gas Companies

– Water Treatment Plants
- Industrial Manufacturing Facilities

– Engineering Firms

– Construction Companies

- Government Agencies
- Commercial Buildings
- Institutional Facilities
- Residential Complexes

#### 4. Technical and Sales Expertise

##### 4.1. Technical Expertise: (Free-form Text Field)

List technical skills and knowledge related to specific products, technologies, or industries. For instance, a power generation equipment seller might highlight their expertise in turbines, generators, and control systems.

##### 4.2. Industry Knowledge: (Free-form Text Field)

Demonstrate understanding of industry trends, regulations, and market dynamics. A seller in the oil and gas industry might showcase their knowledge of exploration and production techniques, environmental regulations, and geopolitical factors.

##### 4.3. Sales Skills: (Free-form Text Field)

Highlight sales experience, customer relationship management skills, and lead conversion capabilities. A sales engineer might showcase their ability to identify customer needs, propose technical solutions, and negotiate deals effectively.

#### 5. Additional Fields

- Years of Experience: (Numerical Input Field)
- Location: (Free-form Text Field)
- Languages: (Multi-select Checkbox List)
- Education: (Free-form Text Field)
- Certifications: (Free-form Text Field)

### Buyer Job Detail Fields

#### 1. Job Title: (Dropdown Menu)

- Procurement Manager
- Supply Chain Manager
- Engineer
- Plant Manager
- Operations Manager
- Maintenance Manager
- Sourcing Manager
- Commodity Manager
- Demand Planner
- Category Manager

#### 2. Industry Expertise: (Dropdown Menu)

- Power Generation
- Upstream
- Midstream
- Downstream
- Oil and Gas
- Process Control
- Robotics
- Upstream
- Midstream
- Downstream
- Water Treatment
- Municipal
- Manufacturing Automation
- Industrial
- Agricultural
- Industrial Automation

#### 3. Department: (Free-form Text Field)

Indicate the department you belong to within your company, such as Procurement, Engineering, Operations, Maintenance, or Supply Chain Management.

**4. Purchasing Authority: (Dropdown Menu)**

- a. Limited Authority (up to \$10,000)
- b. Mid-Level Authority (\$10,000 - \$100,000)
- c. Senior-Level Authority (\$100,000+)
- d. Executive-Level Authority (\$500,000+)

**5. Procurement Priorities: (Dropdown Menu)**

- |                                       |  |
|---------------------------------------|--|
| a. Cost Reduction                     | e. Sustainability and Environmental Responsibility |
| b. Quality Assurance                  | f. Risk Management                                 |
| c. Supply Chain Efficiency            | g. Compliance with Regulations                     |
| d. Innovation and Technology Adoption |  |
| h. Supplier Relationship Management   |  |

**6. Technical and Procurement Expertise**

**6.1. Technical Expertise: (Free-form Text Field)**

List technical skills and knowledge relevant to specific products, technologies, or industries. For instance, a buyer in the power generation industry might highlight their expertise in electrical systems, renewable energy sources, and energy efficiency technologies.

**6.2. Industry Knowledge: (Free-form Text Field)**

Demonstrate understanding of industry trends, challenges, and future directions. A buyer in the oil and gas industry might showcase their knowledge of digitalization, automation, and decarbonization initiatives.

**7. Additional Fields**

- Years of Experience: (Numerical Input Field)
- Location: (Free-form Text Field)
- Languages: (Multi-select Checkbox List)
- Education: (Free-form Text Field)

