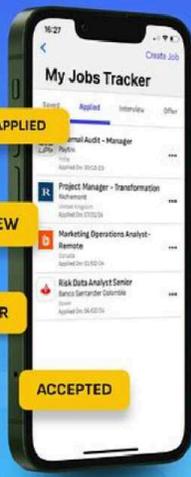
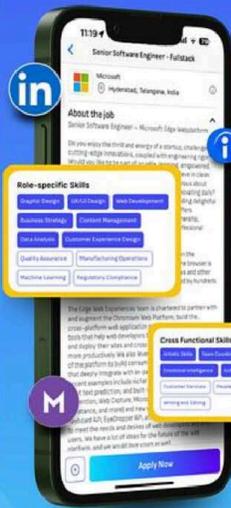


# Job Search made fun and effective

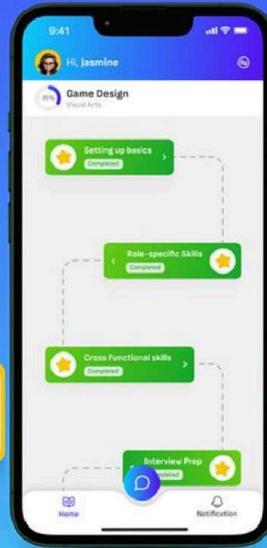
Track Jobs at your fingertips



Matching Jobs from ANY job board



Identify and fill Skill Gaps



24x7 Career Coach



 CareerGenie

INVEST IN CAREERGENIE

## Your Pocket Career Coach powered by AI & live job market data

[careergenie.app](https://careergenie.app) New York, NY 

### Highlights

- 1 Our Beta app has 2000+ sign-ups, 1000+ journeys started and 500+ jobs applied to.
- 2 We're backed by Techstars (S24) as well as Microsoft for Startups.

- 3 We've already signed pilots with 5 higher-ed institutions with a net reach of 150,000+ job seekers.
- 4 One pilot partner has already decided to switch from Handshake (large competitor) to CareerGenie.
- 5 We bring a combined expertise of over 14 years in career education and 34 years in tech & data.
- 6 Our CEO, Abhy, is a seasoned Career Coach and has worked with 1000s of job seekers & employers.
- 7 Our CTO, Ricardo, is a 2x founder, taking his last series B funded company to \$50M in transactions.
- 8 We have 4 data scientists in the team, who are determined to make job market data more accessible.

## Featured Investor



**Alejandro Torres  
Pérez**   
**Syndicate Lead**

Follow

Invested  
\$5,000



“As the lead investor in CareerGenie, I am thrilled to be part of a venture that addresses a fundamental aspect of our lives: our careers. Having experienced multiple career transitions myself, I recognize the challenges that job seekers face in navigating today’s rapidly evolving job market. Founder and CEO Abhy’s journey resonates deeply with me, as he has not only identified a common problem but has also dedicated years to crafting a solution that empowers individuals to find fulfilling career paths. Through personalized support and leveraging data-driven insights, CareerGenie is revolutionizing the job search process, making it both scalable and affordable. The impact-driven team behind CareerGenie, coupled with Abhy’s firsthand experience in guiding thousands of students and alumni through their career journeys,

instills confidence in the potential of this venture to transform the way we approach career development. I am investing in CareerGenie because I believe in its mission to democratize access to career guidance and empower individuals to achieve their professional aspirations. I am also investing because I have had the privilege to study and work with Abhy and I know from first hand about his dedication, skills and most importantly passion for this topic. I am also sure of his leadership and human skills that will be able to inspire his team to make this dream a real success. Join me in supporting this innovative solution that has the power to reshape the future of work for countless individuals.”

## Our Team



**Abhy Choumal** CEO

Coached 2000+ job seekers and helped 500+ employers in finding their next best hire.



**Jose Ricardo Gomes Dos Santos** Product

2x founder (series B). Took his last company to \$50M in transactions as the CEO.



**Irina Zilbergleyt** Finance & Strategy

Employment Consultant for IFC. 8+ years on buy side of career support technology. 15+ years in Investment Banking.



**Stephan Leeds** Partnerships

5+ years in workforce development. 7+ years in impact foundations.

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# Our Story

Our careers make up almost a third of our entire life's journey. Most of us define our contribution to the society and take many of our life's decisions around our careers. Yet, not all of us have access to the tools & knowledge needed to explore the evolving possibilities within the world of work and find our space to build a fulfilling career.

After going through 4 career changes himself and helping many colleagues & classmates through their career journeys, our founder & CEO, Abhy, noticed a common problem faced by job seekers. The whole process of job search is boring, disconnected from the rapidly changing demands of the job-market and gets demotivating very easily as rejections start piling up.

This pushed Abhy to spend the next 5 years working as the Head of Technology Careers at the university & business school he graduated from, where he helped 1000s of students & alumni navigate their career journeys and 100s of employers hire emerging talent. He realized first-hand that given access to personalized advice & regular support, job seekers achieve much better career outcomes as well as better satisfaction from the jobs they choose.

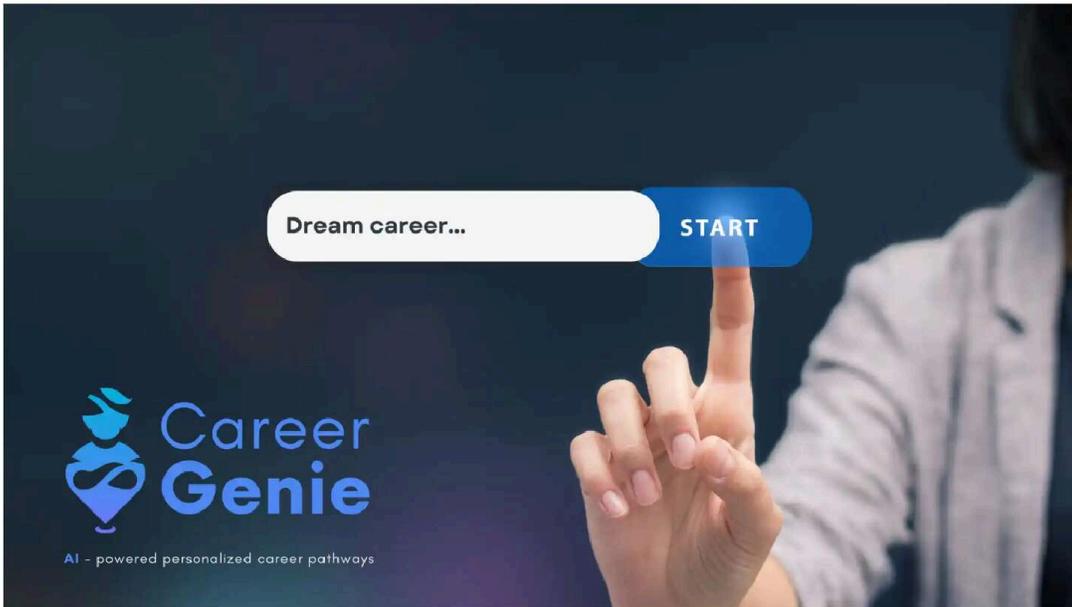
However, such personalized support was only available in a one-on-one setting, and was not scalable or affordable to all job seekers.

Abhy's data-senses started tingling and he started testing prototypes of how personalized support can be made scalable using job-market data-driven career pathways that adapt to a job-seeker's skills & interests.

After feedback from 1000s of job seekers and assembling a team of impact-driven rockstars, CareerGenie came to life!

team of impact driven rockstars, CareerGenie came to me.

# CareerGenie makes personalized career guidance available anywhere, anytime



# Let's step into the shoes of today's talent

CareerGenie Pitch ▶ Problem

## Jaya is struggling with Job Search



no feedback  
from recruiters



will accept ANY job  
at this moment

Jaya feels **overwhelmed, alone** and **demotivated**.

There are **millions like her** out there.

---

## Jaya's problem is part of a much bigger job market crisis

CareerGenie Pitch - Why now?

### Skills Acquired $\neq$ Skills Required

By 2025, **50% of all employees** will need upskilling and reskilling (**1.65B people**)

- World Economic Forum

US alone spends **~\$375B annually** bridging the Education-to-Employment gap

- Achieve Partners

Global economy loses **8.5 Trillion \$ in annual unrealized revenue** due to talent mismatch

- Korn Ferry

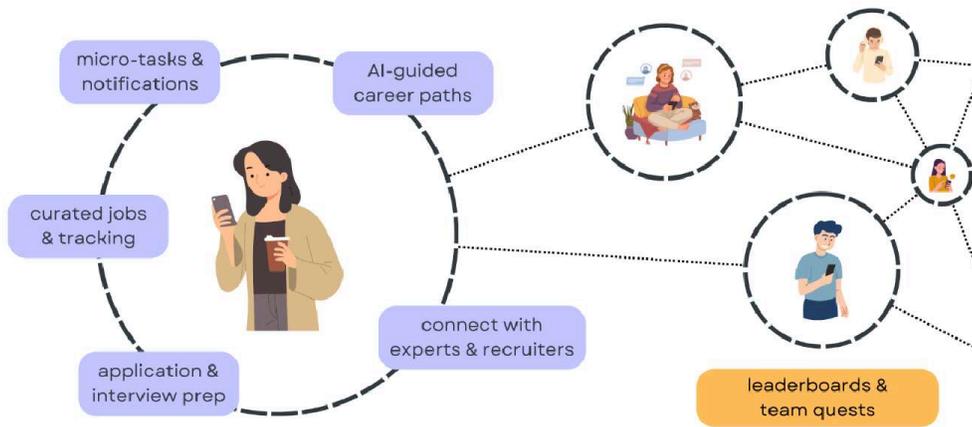
Sources: World Economic Forum, Achieve Partners, Korn Ferry

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**This put us on a mission to transform how people choose their next career move. Not everyone can access a career**

advisor, so we bring data-driven personalized support to them to their mobile.

### Jaya receives Guidance & Motivation



We use AI to make career navigation personal and easy - think Duolingo for Job Search!

[Check our 1-min Demo](#)

### Job Search made fun and effective

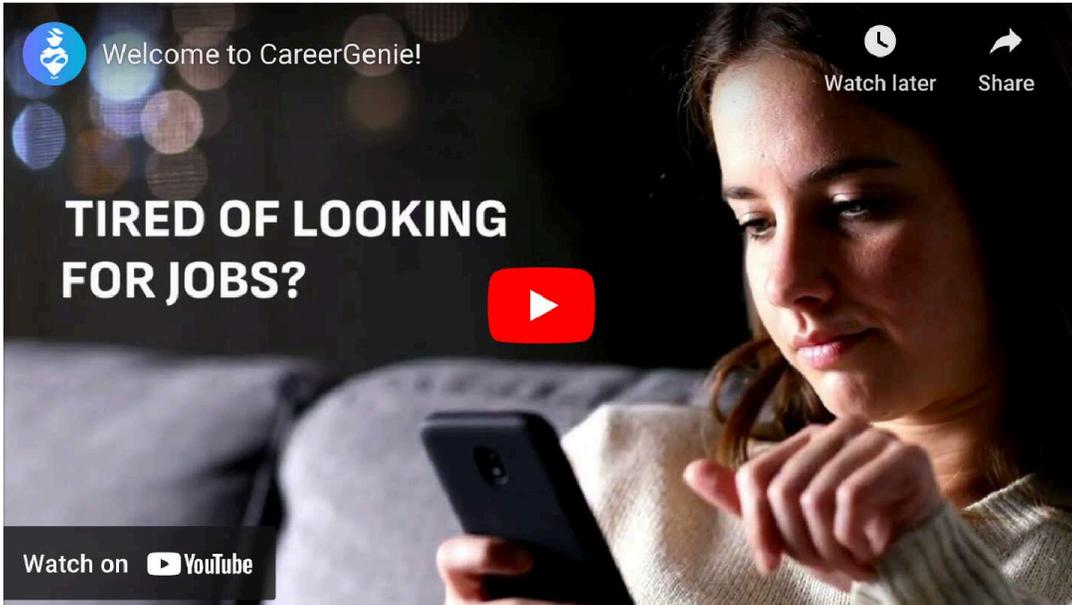
This section displays five smartphone screens illustrating the app's capabilities:

- Track jobs at your fingertips:** Shows a 'My Jobs Tracker' interface with an 'APPLIED' badge.
- Matching Jobs from ANY job board:** Shows a job listing for 'Senior Software Engineer - Fulltime' with a LinkedIn logo.
- Identify and fill Skill Gaps:** Shows a 'Game Design' skill assessment screen with a 'Getting up to speed' button.
- 24x7 Career Coach:** Shows a chat interface with a 'U' logo and a '24x7 Career Coach' label.

A red YouTube play button icon is overlaid on the bottom right of the skill gap screen.



Check out our 1-min product glimpse and our 5-min detailed demo.



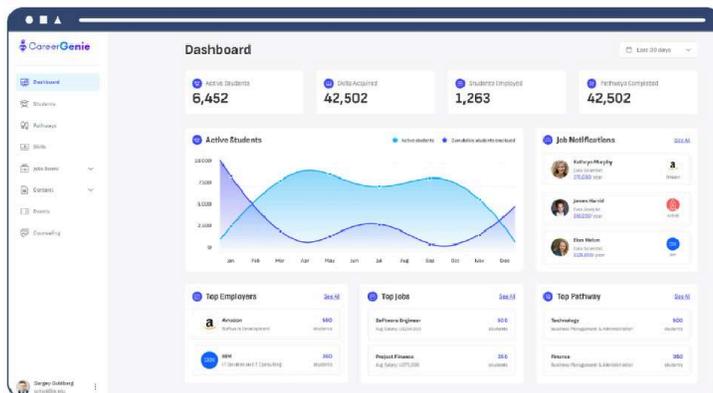
OR

Download the app now and experience it yourself!

# We support education institutions in improving career outcomes of their job seekers

CareerGenie Pitch ▶ Partner Analytics

## Our partners gain visibility on their job seekers



- Custom Career Pathways
- Measure Career Progress
- Access Job Board
- Promote Partner Employers

# Our revenue model is driven by the impact we make in super-charging your job hunt

CareerGenie Pitch ▶ Subscription Model for Job Seekers

## All-in-one Career Manager for Job-seekers



Free Starter Pack

Career Recommendations

10 - 20 \$  
per month



- Skill Building Resources
- Interview Questions
- 1 Free Resume Review
- Apply to 5 Jobs for Free
- 5 Free Searches for Experts & Recruiters

- Premium Features
- AI Mock Interviews
  - AI Career Coach
  - Matched Job Alerts
  - 1-Click Tailored CVs
  - Pathway Communities

And career support teams gain value from the visibility they get over their job seekers' journey and customizing the experience of their job seekers

CareerGenie Pitch Revenue from Partnerships

### Analytics & Custom Pathways for Partners



Partners with mandate to **improve career outcomes** of their students / members

We differentiate in the upcoming career-tech space with our skills

# data-driven personalization as well as the fluid mobile experience

CareerGenie Pitch ▶ Differentiation

## We deliver employment-driven personalized upskilling experiences

Most desired features	LinkedIn	FutureFit AI	Handshake	audio	Career Genie
<b>Mobile-first</b> increased accessibility & engagement	✓	-	✓	-	✓
<b>Career Discovery</b> navigating information overload	-	✓	-	✓	✓
<b>Personalized Pathways</b> reduced gap b/w talent and jobs	deprecated	* partial	-	* partial	✓
<b>Gamification &amp; Networking</b> making journeys easy to navigate	✓	-	-	✓* *only Gamification	✓
<b>AI Career Coach</b> answering queries 24 x 7	✓* *only LinkedIn Learning	✓	-	-	✓
<b>Community Solutions</b> integrated into universities & workforce groups	✓	✓	✓	-	✓

## However, our biggest differentiator is our strong impact-focused team

CareerGenie Pitch ▶ Why us?

## We make data-driven career development engaging & accessible to emerging talent

**14+** years

in designing **Career Education & Advising** experiences for over 90,000 university students & alumni

**34+** years

in building **tech products with AI** components and advising on digital talent & infrastructure of enterprises

**20+** years

in **startups from early stage to growth** stages. Our CTO, is a 2x founder and took his last company to \$50M in transactions.

**Higher-Ed Relationships**

across US, Europe, Africa, LATAM & Asia

## We are experts in Careers, Education & Data

 <b>Abhy</b> CEO 5+ years in Careers & Employers Mgmt 10+ years in Data, Tech & Startups Madrid	 <b>Ricardo</b> TECH & GROWTH 2X Founder & CEO 12+ years in Product development & Growth 4+ years in Data Science Kuala Lumpur	 <b>Irina</b> CONTENT & STRATEGY 8+ years in Career Education & Advising 15+ years in Asset Mgmt. & Private Equity New York	 <b>Stephan</b> PARTNERSHIPS 3+ years as COO at a Workforce Dev Startup 7+ years at various Impact Foundations New York
 <b>Mathieu</b> - PRODUCT ADVISOR Co-Founder @ <b>DPENCLASSROOMS</b>	 <b>Angel</b> - AI ADVISOR PhD in NLP & AI, 12+ years in Data Science		

# And this, is only the beginning of our vision to make career navigation engaging & accessible

## We're on our way to first 10k users

Backed by **techstars** & **Microsoft for Startups** 

**Scalable pilots partners**  
Access to 150,000+ job-seekers



! One pilot partner has already decided to replace **Handshake**

**Beta Launch**  
Mobile career journeys  
Jan 2023



## Beta users love what we're building

**2000+**  
sign-ups

**1000+**  
journeys started

**500+**  
jobs applied to

"I have never seen an app bring all important career resources in one place! It saves me so much time in managing my preparation and applications!"

- **Sreeja**, Master in Business Administration (MBA) student

"The interface is super-friendly, making the job search process smooth and enjoyable, and helped me make informed decisions about my professional path."

- **Alex**, aspiring Data Scientist

"Interview prep is so easy with CareerGenie's tailored example answers and on-the-go practice with AI."

- **Aki**, Master in Computer Science alumnus

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**So far, \$410k+ from early supporters allowed us to build a guided mobile career navigation experience and the skills data infrastructure behind it**

**We are now looking for your support in helping us make this experience more robust and accessible to more career changers & advancers**

**We are raising \$120k in SAFEs through a WeFunder community round to help at least 10k users land their dream job!**

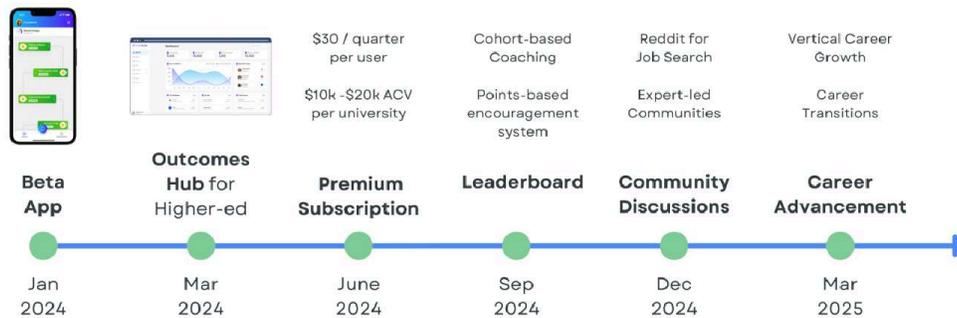
The support will help us:

- Deliver on our **5 signed pilot partnerships**
- Build **20 new partnerships** to reach more job-seekers
- Launch **premium features** that enhance talent match
- Begin **D2C marketing campaigns** to onboard job-seekers
- Gear us up for a **SEED round** within the next 10 months



CareerGenie Pitch ▶ Roadmap

## Adding value to job-seekers post-employment



*Forward-looking statements are not guaranteed.*

**If you resonate with our mission and want to contribute towards making meaningful careers more accessible, join our community of early supporters now!**

Let's change lives  
and livelihoods



and connect  
**together**



AI - powered personalized career pathways

