

Team Tailor

AI-Powered Persona Management & Team Assembly Platform

Revolutionizing how organizations manage talent, build teams, and create tailored professional profiles



The Problem

Traditional talent management is broken



Time-Consuming

Hours spent manually matching
people to projects



Poor Matching

Inconsistent team selection based on
gut feeling



Resume Hell

Tedious manual tailoring for every
opportunity

The Solution

Team Tailor combines AI with intelligent persona management



AI-Powered Matching

Semantic embeddings match talent to projects in seconds



Centralized Intelligence

Single source of truth for all skills, projects, and availability



Automated Tailoring

AI generates perfect resumes for any opportunity



Multi-Purpose Platform

Serves agencies, enterprises, and individuals

Who We Serve



Consulting Agencies

Match consultants to projects,
create winning proposals



Internal Resource Teams

Optimize resource allocation,
track skills inventory



Individuals & Freelancers

Manage personas, tailor resumes
automatically

How It Works

1

Build Profiles

Create rich persona profiles
with skills, projects, and
preferences

2

AI Analysis

AI generates embeddings and
analyzes semantic relationships

3

Smart Matching

Get ranked recommendations
with AI justifications

4

Generate Assets

Create tailored resumes and
proposals instantly



Semantic Embeddings

- ✓ Uses OpenAI text-embedding-3-large (3,072 dimensions)
- ✓ Converts profiles and projects into vector representations
- ✓ Measures similarity with cosine distance
- ✓ Understands context beyond keyword matching



GPT-4o/GPT-5 Integration

- ✓ User-configurable model preferences (GPT-4o/GPT-5)
- ✓ Analyzes candidate fit across multiple dimensions
- ✓ Generates detailed justifications for recommendations
- ✓ Async resume tailoring with real-time progress tracking
- ✓ Extracts project requirements from descriptions



Intelligent Matching

- ✓ Multi-factor analysis: skills, experience, availability
- ✓ Considers work-life balance and preferences
- ✓ Ranks candidates with confidence scores



Resume Tailoring

- ✓ Async background processing with real-time progress
- ✓ Rewrites summaries to match job requirements

Key Features

Smart Resume Builder

- **Live Preview:** Real-time rendering (40/60 split)
- **Drag & Drop:** Reorder all sections
- **Markdown Support:** Rich text editing
- **Career Positions:** Full career history tracking
- **Template Customization:** Colors, fonts, layouts
- **AI Tailoring:** Async processing with progress tracking
- **Autosave:** 5-second debounced saves
- **PDF Export:** High-reliability with extended timeouts

Comprehensive Persona Management

- **Rich Profiles:** Skills, education, highlights, goals
- **Career Positions:** Full career history tracking
- **Availability Tracking:** Status, notice periods, hours
- **Career Goals:** Professional development objectives
- **Work-Life Balance:** Remote work, travel, flexibility
- **Industry Interests:** Target roles and experience
- **Geographic Preferences:** Location and relocation
- **Salary Expectations:** Transparent compensation ranges

Use Case: Consulting Agencies



Before Team Tailor

20+ hours per proposal

Manually reviewing consultant profiles and creating team compositions

Inconsistent matching

Decisions based on gut feeling and limited visibility

Slow response times

Missing opportunities due to lengthy bid preparation



After Team Tailor

2 hours per proposal

AI-powered matching finds perfect consultants in seconds

Data-driven selection

AI justifications and match scores for every recommendation

3x faster bids

Automated resume generation and proposal assembly

Use Case: Internal Resource Management

Before Team Tailor

No skills visibility

Scattered information across spreadsheets and documents

Manual scheduling

Constant back-and-forth to check availability

Poor utilization

Skills gaps and over/under-allocation

After Team Tailor

Centralized inventory

Real-time skills database with gap analysis

Automated matching

AI considers skills, availability, and preferences

50% better utilization

Optimal team compositions and resource allocation

Use Case: Individual Job Seekers



Traditional Job Applications

2+ hours per application

Manually tailoring resume for each position

Generic resumes

One-size-fits-all approach doesn't stand out

Multiple versions

Hard to track which resume was sent where



With Team Tailor

15 minutes per application

AI tailors resume with async processing and real-time progress

Perfectly optimized

AI selects skills, achievements, and career positions (no limits)

Multiple personas

Maintain different career paths in one place

Product Walkthrough

1 Build Profiles

- • Create detailed persona profiles
- • Add skills with proficiency levels
- • Document projects and achievements
- • Set availability and preferences

2 Match to Projects

- • Paste project description
- • AI extracts requirements
- • Get ranked recommendations
- • Review match justifications

3 Generate Resumes

- • Enter job posting URL
- • AI tailors with real-time progress
- • Track career positions and history
- • Customize template and styling
- • Export high-reliability PDF

ROI & Value Metrics

90%

Faster Team Assembly

From 20+ hours to 2 hours per project

40%

Better Match Quality

AI-driven semantic matching vs. manual selection

3-6x

Return on Investment

Time savings + improved win rates

60%

Higher Interview Rate

Tailored resumes optimized for each role

Technical Foundation

Modern, Scalable Stack

Frontend

- **Next.js 15** - App Router, React 19
- **TypeScript** - Type safety
- **Tailwind CSS** - Modern styling
- **Radix UI** - Accessible components

Backend

- **PostgreSQL** - Reliable data storage
- **Prisma ORM** - Type-safe database access
- **NextAuth.js** - Enterprise authentication

AI & ML

- **OpenAI GPT-4o/GPT-5** - Intelligent analysis with user preferences
- **text-embedding-3-large** - Semantic matching (3,072 dimensions)
- **Cosine Similarity** - Vector comparison
- **Async Processing** - Background operations with progress tracking

Infrastructure

- **Vercel** - Edge deployment
- **AWS S3** - File storage
- **Puppeteer** - High-reliability PDF generation
- **Supabase** - Managed PostgreSQL
- **Observability** - Comprehensive request logging

Competitive Advantages



Multi-Audience Focus

Unlike niche tools, we serve agencies, enterprises, AND individuals with the same platform



AI-First Design

Not a bolt-on feature - AI is core to every workflow from matching to resume generation



Comprehensive Data Model

Beyond basic profiles - career goals, work-life balance, geographic preferences, salary expectations



End-to-End Platform

From team matching to resume generation to PDF export
- complete workflow in one tool

Security & Privacy

Enterprise-Grade Protection

- **Azure AD OAuth** - Enterprise SSO
- **Domain Restrictions** - Configurable access
- **Access Control** - Role-based permissions
- **Private Instances** - User-isolated data
- **Secure Tokens** - Temporary sharing links
- **Audit Trails** - Full change history

Data Privacy

- **GDPR Compliant** - EU data protection
- **Data Encryption** - At rest and in transit
- **No AI Training** - Your data stays yours
- **Flexible Hosting** - Self-hosted option available
- **Backup & Recovery** - Automated backups
- **Data Export** - Full data portability

Market Opportunity

\$12B

TAM

Global talent management software
market

\$3B

SAM

Serviceable market: agencies + resource
mgmt tools

\$150M

SOM

Serviceable obtainable market (5-year
target)

Market Drivers



AI Revolution

Rapid adoption of AI tools



Remote Work

Distributed talent pools








Skills Shortage






Better matching critical

Product Roadmap

Near-Term (Q1-Q2 2025)

-  **Advanced Search** - Elasticsearch integration for complex queries
-  **Analytics Dashboard** - Skills gaps, utilization metrics
-  **Integrations** - LinkedIn, GitHub, GitLab skill import
-  **Mobile App** - iOS and Android native apps
-  **Multi-Language** - i18n support for global markets

Future Vision (Q3-Q4 2025)

-  **Team Collaboration** - Real-time proposal co-editing
-  **Predictive Analytics** - AI forecasts resource needs
-  **Skills Development** - Learning path recommendations
-  **ATS Integration** - Greenhouse, Lever, Workday connectors
-  **Success Tracking** - Post-placement performance metrics

Why Now?



AI Has Arrived

GPT-4 and embeddings make semantic matching practical and affordable



Talent is Remote

Global talent pools require better discovery and matching tools



Speed Matters

First to respond wins - manual processes are too slow

Traction & Validation

Product Status

- ✓ Full-featured platform live in production
- ✓ Enterprise authentication (Azure AD)
- ✓ AI team matching with GPT-4o/GPT-5 support
- ✓ Resume builder with async AI tailoring
- ✓ High-reliability PDF generation
- ✓ Comprehensive observability and error handling

Early Adopters

- ✓ Internal use at Kotaicode
- ✓ Proven 90% time savings on proposals
- ✓ Positive feedback on AI matching quality
- ✓ Active development and iteration
- ✓ Ready for pilot programs

Business Model

Revenue Streams

SaaS Subscription

- **Starter:** Small teams (1-10 users)
- **Professional:** Growing agencies (11-50 users)
- **Enterprise:** Large organizations (50+ users)

Add-Ons

- Advanced analytics and reporting
- Premium integrations (ATS, HRIS)
- Custom branding and white-label
- Dedicated support and training

Go-to-Market Strategy

Phase 1: Direct Sales

- Consulting agencies (easiest ROI demo)
- Target 20-100 employee firms
- Focus on professional services

Phase 2: Product-Led Growth

- Free tier for individuals
- Self-service upgrade path
- Viral through resume sharing

Phase 3: Enterprise

- Large consulting firms
- Fortune 500 resource departments
- Channel partnerships

The Team



Engineering

Full-stack expertise in Next.js,
AI/ML, and scalable architectures



Product

Deep understanding of talent
management and consulting
workflows



Growth

Experience in B2B SaaS go-to-
market strategies

Kotaicode - AI-first development studio building the future of work

Call to Action

We're revolutionizing talent management with AI



For Investors

Join us in capturing the \$3B talent management market



For Partners

Integrate Team Tailor into your platform




For Customers

Start your pilot program today

Contact Us



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Thank You

Questions?



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Team Tailor - AI-Powered Persona Management & Team Assembly Platform