**Career Advice #308 | Samira Ziba \***

**IT (Computer Support) | 13 October 2019**

**Malaysia**

**Via LinkedIn Premium Career Group**

*Good day to All, I'm looking for some constructive feedback to help me get over the finishing line !!! it's been a while that I'm looking to move up the ladder and land a new position. I have extensive experience in education, project management, account management, E\_commerce, AI, omnichannel customer engagement & over all operations, and this is only the second chapter of my work experience after I moved out of home country & started from bottom in Malaysia. With good recommendations at hand I have started to reach out to my network while expanding my network, I have applied many jobs via online portals and direct company HR. So far all the feedbacks I've receved while and after interview sessions where very posetive yet I have not landed the position. I've been recommended to recruiters & shared resume and yet all I got was ... no reply. I'm not demotivated but genuinely looking for some advise and guidance as an extra push to cross the finishing line. Thank you guys very much !*

Hi Sabira,

From your query and LinkedIn profile, I submit the following overview:

* • Angel List
* • Malaysian innovation
* • Malaysian Venture Capital
* • Gary Vaynerchuk
* • LinkedIn Outreach

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Angel List

Angel List |https://angel.co

This site is primarily used by tech startups to list tech & non-tech roles here. Quick search revealed:

28,300+ startups globally

511 in Singapore

178 in Malaysia

The low numbers represent significant potential in the region. You may want to consider spending time on the site. Set up your profile. Set search agents. Startups may not always use traditional recruiting sites. When they scale, they will need experienced staff.

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Malaysian Innovation

For the past 18 months or so, I have followed technology investments announced in various tech news feeds: StrictlyVC newsletter (Connie Loizos), Crunchbase News, Techcrunch, VentureBeat, UKTN and FinSME’s Inc.

See post 2 of 6 | Malaysian innovation (continued)

POST 2

Hi Samira,

This is post 2 of 6,

Malaysian innovation (continued)

One thing that is unique about StrictlyVC & FinSME is the focus on investments in SaaS verticals, AI, ML, augmented reality, robotic process automation & robotics in virtually all sectors: real estate, retail, hospitality, healthcare, construction, fintech, insurance, education, farming, manufacturing, ridesharing, food delivery, autonomous vehicles – and virtually all disciplines -- HR, accounting, logistics, digital marketing, cybersecurity, big data management.

The following KL-based companies were included in such funding announcements:

Jirnexu | lifecycle management software for banks & insurance companies | https://jirnexu.com

Fave | platform to empower offline merchants to grow & connect | https://www.favebiz.com

Dahmakan | "cloud kitchen" startup that uses AI for logistics & cooking automation | http://www.dahmakan.com/

Yellow Messenger | conversational AI solutions | http://www.yellowmessenger.com/

NOTE: You should consider subscribing to similar funding newsletters in Malaysia and SouthEast Asia that will provide you with a broader selection of tech startups in KL and in the region.

See post 3 of 6 | Malaysian Venture Capital

POST 3

Hi Samira,

This is post 3 of 6,

Malaysian Venture Capital

Most venture capital companies list portfolio companies on their websites. In my view this provides at least three possible work opportunities for IT support professionals seeking employment:

* • One with VC firms advising them on their technical investments
* • One with a VC portfolio company to provide them with technical support similar to the work you performed at Lenovo
* • One as IT support over the VC platform. As VC’s expand, the need increases for them to hire various support functions to “work across the portfolio”. This is a growing trend that Stephanie Manning Cohen from Lerer Hippeau describes in this Forbes article: [http://bit.ly/2vNF9X6](%22)

The following is a selection of Malaysian-based venture capital firms. This is a sample from my research. There are likely many more across the country.

Bintang Capital Partners | https://www.bintangcapitalpartners.com

Captii Ventures | http://captii.vc/

COPE Private Equity | http://copepartners.com/

Intres Capital Partners | http://www.intrescapital.com/

Kairous Capital | https://www.kairous.com/

KV Asia Capital | http://www.kvasiacapital.com/

See post 4 of 6 | Malaysian VC (continued)

POST 4

Hi Samira,

This is post 4 of 6,

Navis Capital Partners | https://www.naviscapital.com

RHL Ventures | https://rhl.ventures/team/

Southern Capital Group | http://www.southerncapitalgroup.com

TH Capital | http://th.capital/

Xeraya Capital | http://www.xeraya.com

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IT Support over VC Platform

Imagine if you reach out to one or more of the VC firms to hire you as “IT support” over the platform? This may take some planning and research but what have you got to lose?

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VC firm action plan

1) VC’s. Consider learning the names of managing partners, investment associates & research analysts. Follow VC on LinkedIn & Twitter. Subscribe to VC newsletter. Read & save links to news articles, especially on funding.

2) VC portfolio companies. VC firms typically have “Portfolio” links on their websites. Consider making lists of companies you want to know more about.

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Gary Vaynerchuk

Gary Vaynerchuk’s views on branding and awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice fit right into your desire to move up the ladder and land a new position.

See post 5 of 6 | Gary Vaynerchuk (continued)

POST 5

Hi Samira,

This is post 5 of 6,

Gary’s company, VaynerMedia, recently opened an office in Singapore. This is a link to a podcast titled “Global CEO’s day in Singapore”:

YouTube link: http://bit.ly/2IOXwBT

Further, Gary’s podcast called “Inside 4D’s” in which he meets with small business owners and entrepreneurs may trigger ideas for you in Malaysia. This is a link to a recent series titled “High School Party Concept”:

Apple Podcast | [https://apple.co/2XVGfMD](https://podcasts.apple.com/ca/podcast/the-garyvee-audio-experience/id928159684)

Sound Cloud Podcast | <http://bit.ly/2kO6MgO>

YouTube link | [http://bit.ly/2kNlaG4](https://www.youtube.com/wat)

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Outreach

Once you are ready to reach out to various companies, then you should consider using LinkedIn to commence your outreach.

Step 1: Prepare 300-character introduction

Use LinkedIn “Personalized Message” to connect. Not everyone will reply and accept your request when you simply click on “Connect” with the template reply “Samira wants to connect with you”.

See post 6 of 6 | Outreach (continued)

POST 6

Hi Samira,

This is post 6 of 6,

Outreach (continued)

A example of an introduction for the CEO & Co-founder of Dahmakan (Jonathan Weins) could be as simple as:

Hi Jonathan, I am reaching out to startups in KL to expand my network. I have a computer/software engineering degree with 17+ years of work experience… [EXPAND]. Would be keen to chat about your IT support needs in Malaysia and in the region. Regards, Samira

When they accept your connection, thank them & request permission to send your CV; confirm appropriate email address.

Step 2: Use email to send your CV & relevant cover letter

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Feel free to message me to bounce across ideas. Have fun researching!