



Total SE Solutions Sdn bhd (1467436-K)
Level 24, Imazium, 8, Jalan SS 21/37,
Damansara Utama, 47400 Petaling Jaya,
Selangor Darul Ehsan
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Kickstart Your Tech Career: Junior Sales / Business Development Executive

No cybersecurity background? No problem. We will teach you the tech.

Company: Total SE Solutions Sdn. Bhd. (A Part of Zchwantech Group)

Location: Imazium, Damansara Utama

Employment Type: Full-Time, Monday to Friday

Suitable For: Fresh Graduates and Junior Candidates, 0–2 years of experience

Preferred Background: Business, Marketing, Management, Finance, International Business, Communications, Economics, or related fields

Why This Is Not Your Average Sales Job

Many entry-level sales roles can feel repetitive or transactional. This role is different.

At Total SE Solutions, you will step into **cybersecurity, digital trust, and technology solution sales** — one of the most resilient and fast-growing industries in the world.

As businesses, banks, government agencies, and mobile app owners continue to go digital, cybersecurity is no longer optional. It has become a critical business priority.

You do not need to be a coding expert or IT specialist on day one. If you have a business mindset, strong communication skills, a positive attitude, and the willingness to learn, we will provide the guidance, training, and exposure to help you grow into a professional technology sales executive.

About Total SE Solutions & Zchwantech Group

Total SE Solutions Sdn. Bhd. operates as the specialized cybersecurity arm of Zchwantech Group, a regional digital transformation and IT solutions provider.

Zchwantech focuses on cloud infrastructure modernization, custom software engineering, AI data intelligence, and enterprise technology consulting, serving a diverse multicultural marketplace.

As the Group's cybersecurity specialist arm, Total SE Solutions focuses on safeguarding digital assets for government agencies, financial institutions, GLCs, and major enterprises. We help organizations strengthen their digital trust, mobile application security, infrastructure security, cybersecurity compliance, and technology risk readiness.

Our core portfolio includes **Mobile App Certification (MAC)**, a national certification scheme supported in partnership with CyberSecurity Malaysia, as well as **Penetration Testing, Vulnerability Assessment, Mobile Application Security Assessment, Infrastructure Security Assessment, Cybersecurity Compliance Support, and Cryptographic Security**.

Backed by Zchwantech Group's technology ecosystem and resources, we provide our team with strong exposure, learning opportunities, and a platform to grow in the cybersecurity and technology industry.

What You Will Do

You will work closely with our senior leadership, presales team, technical specialists, and project team to support the company's sales and business development activities.

Connect and Explore:

Research, identify, and approach potential customers across government, banking, financial services, healthcare, telecommunications, technology, enterprise, and mobile application sectors.

Build Customer Relationships:

Arrange and participate in corporate meetings, presentations, online discussions, and follow-up sessions to understand customer needs and business challenges.

Support Solution Proposals:

Assist in preparing professional quotations, commercial proposals, company profiles, presentation materials, and tender documents such as RFQs and RFPs.

Track Sales Opportunities:

Manage follow-ups, update sales pipelines, monitor opportunity status, and support the sales process from first contact to project handover.

Learn and Grow:

Attend internal briefings and training sessions to build your knowledge in cybersecurity services, mobile app security, compliance, digital trust, and technology solution selling.

Who We Are Looking For

We hire for **attitude, communication ability, discipline, and potential.**

You will be a good fit if you are:

A fresh graduate or junior candidate with 0–2 years of experience.

A diploma or degree holder in Business, Marketing, Management, Finance, International Business, Communications, Economics, or a related discipline.

Fluent in written and spoken English.

Confident, polite, presentable, and comfortable communicating with corporate customers.

Organized, responsible, and disciplined in follow-up.

Interested in technology, cybersecurity, business development, and corporate sales.

Willing to learn, improve, and grow with the company.

Note: Fluency in Bahasa Malaysia or Mandarin will be an added advantage. Cybersecurity or IT knowledge is not required. Training and guidance will be provided.

What You Will Gain

Corporate & Enterprise Exposure:

Learn how to communicate with government agencies, banks, GLCs, enterprises, IT teams, and senior management stakeholders.

High-Value Technology Sales Skills:

Develop practical experience in B2B sales, technology solution selling, proposal preparation, customer follow-up, and opportunity management backed by a regional technology group.

Cybersecurity Industry Knowledge:

Gain exposure to mobile app security, digital trust, compliance, penetration testing, cybersecurity certification, and infrastructure security services.

Modern Working Environment:

Work from Imazium, Damansara Utama, a modern office location near The Starling Mall, surrounded by convenient food, retail, and lifestyle options.

Clear Career Growth Path:

For the right candidate, this role can grow into positions such as Sales Executive, Account Manager, Strategic Account Executive, or Cybersecurity Sales Specialist.

Ready to Launch Your Career?

If you have the energy, confidence, and willingness to learn, we will provide the platform for you to grow.

Send your CV to:

Email: pat@tsesol.com

Subject Line: Application for Junior Sales Executive – [Your Name]