

STRATEGY AND OPERATIONS MANAGER

THE COMPANY

August Robotics is an **international company** which builds application-specific robots to automate workflows for businesses. We believe in the potential for **humans and robots to collaborate and co-operate**, and we aspire to be at the forefront of the coming “robotics revolution”.

August Robotics recently **released its first robot**, an application-specific robot for the global trade show industry. The company will soon begin work on its next wave of **revolutionary robots** and is growing its team accordingly.

YOUR SKILLS

You must show:

- A minimum of 2 years of work experience at a leading international **strategy consulting practice**, venture capital firm, bank or equivalent
- **Honours degree** from a University ranked in the Top 100 in the Times Higher Education rankings
- Expert **financial modelling skills**
- Outstanding **Powerpoint and Excel** skills
- Entrepreneurial drive, strategic business nous, creative spirit and an **ability to think laterally**
- **Native English** language skills

The following are not required but would be viewed favourably:

- Basic conversational skills in **Mandarin Chinese** would be very advantageous for this role
- Familiarity with basic commercial law concepts and/or **patent protection** (eg. through a business law subject at University)
- Experience representing your company at international conferences or exhibitions

Engineering / technical qualifications are not required for this role, but you must have an **enthusiasm for robotics** and a passion for using technology to help society. You should be a self-starter, with strong organisational skills and an ability to work proactively, independently and creatively.

You should be **comfortable with ambiguity** and excited by the idea of working in an entrepreneurial culture. You should be **open to learning new things**, and willing to jump in and lend a hand on a range of different issues when the need arises.

THE ROLE

1. Financial Strategy

- Together with the CEO, you will set and monitor the ongoing financial strategy of the company
- You will own the company’s overall **financial model**, and update and re-design that model periodically
- You will track and monitor the company’s sales activity in different regions and in different segments and **deliver recommendations** to increase profitability
- You will explore, collect data and analyse **new business opportunities** and possible new robot product lines
- Produce and maintain sophisticated **pricing models** and new market entry analysis and modelling

2. Board Strategy and regulatory

- Setup business infrastructure in **new countries and new markets** as required by the Board
- Lead the production of board papers each quarter and be intricately involved in **company fund-raising** work
- Work on transfer pricing, employee share schemes and patent protection at the behest of the board

3. Operations

- Conduct **customer simulations** to ensure that our robot operators know which robots to deploy where and when to maximise efficiency at the client site
- Manage relationship with the HK Science Park, and explore other **government funding opportunities**
- Supervise the work of your Shenzhen colleagues on robot logistics (import/export) and safety certification
- Help produce **marketing collateral** (eg. brochures, videos, PPTs) and manage web & social media platforms

This role can be based in either **Hong Kong or Shenzhen**, depending on the preference of the candidate. The chosen candidate will be on a **fast track to a senior management position** within ~2 years, assuming good performance.

An attractive remuneration package, consisting of **salary and equity entitlements**, is available. To apply, please send your CV and cover letter to employment@augustrobotics.com.