

HEAD OF STRATEGY AND GROWTH

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:

- Minimum 3-4 years of work experience, including at least 2 years working with a leading international **management consulting firm** (eg. McKinsey, BCG, Bain)
- **Honours degree** from a University ranked in the Top 100 in the Times Higher Education rankings
- Entrepreneurial drive, strategic business nous, creative spirit and an **ability to think laterally**
- Demonstrated ability to build relationships with clients
- Strong business empathy and an ability to understand and **empathise with the business needs** of potential clients and other company stakeholders
- Ability to **negotiate** effectively on behalf of the company
- Outstanding **Excel and Powerpoint** skills
- **Native English** language skills

The following are not required but would be advantageous:

- German or Mandarin Chinese language skills
- Experience working in a tech start-up company
- 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 **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. International business development

- Together with the CEO, you will have **overall responsibility for the company’s commercial outcomes** and for meeting annual profit targets
- You will develop **market entry strategies** for new markets, and you will be responsible for launching each robot into new geographies, **making the first few sales** and then hiring an in-country sales manager
- You will support the company’s in-country sales managers around the world, identifying synergies across markets, **producing standardised pitch decks** and marketing materials and assisting with **customer negotiations and deal closure**
- You will seek and negotiate **win-win partnerships** to optimise the commercial outcomes of the business

2. Developing a pipeline of future products

- You will lead the company’s creative ideation work to come up with the best and most **creative business ideas for potential new robotic products**
- For the short-listed product ideas, you will conduct detailed industry research and stakeholder interviews to assess the **product-market fit** of each product idea
- You will submit recommendations to the Board on **which robots August Robotics should build next**

3. Head office management

- You will prepare materials to support the company’s **Series A financing round** in late 2019 / early 2020
- You will be responsible for preparing papers for meetings of the **Business Advisory Council** and Board
- You will also contribute in the areas of HR, logistics, compliance and financial modelling, and you will also help to **optimise internal systems & processes**

This role is an international role **based in Hong Kong**, with frequent travel to Shenzhen (China), and occasional travel to Europe and North America.

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.