

STRATEGY AND OPERATIONS ASSOCIATE

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 **18 months of work experience** at a strategy consulting firm, law firm, accounting firm, investment bank, venture capital firm or equivalent
- **Bachelor’s degree** from an internationally recognised University
- Expert **financial modelling skills**
- Outstanding **Powerpoint** skills
- Entrepreneurial drive, strategic business nous, creative spirit and an **ability to think laterally**
- Fluent written and spoken **English**
- **Right to work in Hong Kong** (without needing company sponsorship)

The following are not required but would be viewed favourably:

- 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)

This is a commercial role, so engineering / technical qualifications are not required, 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 and Impact

- 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 and **deliver recommendations** to increase profitability
- You will work with the company accountant to manage the company’s auditors to produce annual **audit reports**
- You will research, manage and apply for **government funding opportunities** in Hong Kong and elsewhere
- You will explore and analyse **new business opportunities** and new market entry strategies

2. Board Strategy and regulatory

- You will setup corporate entities and other business infrastructure in **new countries and new markets**
- You will produce memos, financial models and PPT decks in support of **company fund-raising** work
- You will work on transfer pricing, employee share schemes, insurance & **patent protection**

3. Operations

- You will conduct **simulations** and prepare a running sheet for each job performed by our robots
- You will **manage logistics** (together with our Partners at DB Schenker) to ensure that the right robots are in the right place at the right time for all jobs
- You will review **commercial contracts** to help ensure that they are commercially practical and reasonable
- You will assist in the preparation of **tender documents** to help August Robotics win business deals
- You will manage our relationship with the **HK Science Park**
- You will work with DB Schenker and your Shenzhen colleagues on import/export duties and **safety certification**
- You will help produce **marketing collateral** (eg. brochures, videos, PPTs) and manage web & social media platforms

This is a unique opportunity to join a well-funded start-up with an experienced leadership team during the early stages of growth. This role is based in **Hong Kong**. An attractive remuneration package is available. To apply, please send your CV and cover letter to employment@augustrobotics.com.