

ACCOUNT EXECUTIVE

THE COMPANY

August Robotics is a growing international start-up which builds **robots to automate dirty, dangerous and dull jobs** for businesses. August Robotics believes in the potential for humans and robots to collaborate and co-operate, and aspires to be at the forefront of the coming “robotics revolution”.

Our flagship robot, Lionel, uses **world-leading automation technology and advanced artificial intelligence** to assist exhibition companies to setup conventions and trade shows. Lionel the robot is used by many of the biggest corporations in the USA exhibition industry. Consequently, our USA office is headquartered in Las Vegas, Nevada, the USA’s biggest trade show market. We’re seeking to add a business development superstar to grow sales for our robots across North America.

THE ROLE

We seek a dynamic Account Executive with an entrepreneurial spirit who can manage complex sales cycles. You will contribute to developing and executing key Go-To-Market strategies, hitting annual targets, growing relationships, and understanding customer needs.

In this role you will play a key part in introducing our robotics technologies to customers in more traditional industries; helping potential clients understand how our solutions can address their needs and drive real benefits. You will be based in August Robotics’ office in Las Vegas (Nevada).

Your main responsibilities will include:

- For the US market, you will own the entire customer sales cycle from prospect to close for Lionel, August Robotics’ revolutionary floor marking robot in the exhibition and construction industry
- Develop a sales pipeline through strategic outbound prospecting using all tools at your disposal (LinkedIn, warm referrals, cold outreach, onsite meetings, etc...)
- Effectively communicate the value and impact of our products to key stakeholders and decision-makers.
- Gain a deep understanding of customer needs and act as a reliable advisor for their business.
- Partner with sales and marketing teams on proposals, presentations and customer engagement strategies
- Travel occasionally to customer sites to participate in demos and client onboarding
- Proactively support customers through their whole lifecycle ensuring high satisfaction
- Detail all sales activities in a web-based CRM system

ABOUT YOU

What we would like to see in an applicant :

- Undergraduate degree from a well-ranked university
- 1-3 years of work experience **managing long-cycle enterprise sales** (Strong graduate applicants will be considered)
- Excellent communication skills and ability to **convince and inspire** potential customers about the benefits of the product you are selling
- Ability to charm, and to build and **maintain relationships** with customers, stakeholders and potential partners
- Strong **customer focus** and determination to give customers the best possible experience with our products
- Ability to communicate with clients in a timely and effective way to ensure jobs run smoothly operationally
- Strategic smarts and attention to detail and analytical rigour
- You should be comfortable with ambiguity and excited by the idea of working in an **entrepreneurial culture**
- Eligibility to work in the USA & native English language skills
- Willingness to travel as necessary within the US to visit prospective clients, attend industry networking events, attend demos and client onboarding sessions

The following are helpful but not required for this role:

- B2B Sales experience in a start-up environment
- B2B Sales experience in automation or technology solutions within healthcare, construction, manufacturing, transportation, or other highly regulated or traditional industries
- Based in or willing to move to Las Vegas

HOW TO APPLY

An attractive remuneration package consisting of salary, sales commissions, health care and company share options will be available to qualified candidates. To apply, please send your CV and cover letter to employment@augustrobotics.com.