

# COMMERCIAL AND OPERATIONS ASSOCIATE

## THE COMPANY

August Robotics is an international company which builds **application-specific robots** to automate workflows for businesses. The company's R&D function is based in Shenzhen (China), and the company also has commercial and sales offices in Hong Kong, Germany and USA.

August Robotics believes 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 is a **world-leading robotics company** in many ways. Unlike other companies, we genuinely do all the R&D for our robots ourselves, from product conceptualisation right through to manufacturing and commercialisation. Our first robot, Lionel (an application-specific robot for the exhibition industry) was already commercialised and **earning substantial revenue** in Europe and the USA less than 2 years after we wrote the first line of code.

## YOUR SKILLS

You must show:

- **Honours degree** from a top-tier university in Hong Kong or from an English-speaking university overseas
- Entrepreneurial drive, strategic business nous, creative spirit and an **ability to think laterally**
- Strong **Powerpoint and Excel** skills
- Confident **communicator** in various settings
- **Cantonese speaker with excellent English** language skills

The following are not required but would be viewed favourably:

- 2 years of work experience in business development, operations or consulting
- Basic conversational skills in **Mandarin Chinese**
- Experience representing your company at international conferences or exhibitions

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. Business Development

- **Drive business development** of selected markets with the support of management
- Establish relationships with our clients and **potential clients in Hong Kong**
- Research and compile lists of target clients in priority markets, and **maintain the company CRM system**
- Deliver **client demos** and ensure that our robot engineers know which robots to deploy and how to maximise efficiency at the client site

### 2. Operations

- Setup business infrastructure in **new countries and new markets** as required by the Board
- Manage relationship with the HK Science Park, and explore other **government funding opportunities**
- Work with your Shenzhen colleagues on robot logistics (import/export) and safety certification
- Responsible for the **day-to-day office operation** in the Hong Kong office (e.g. procurement, communications, file management, compliance)

### 3. Marketing

- Help produce **marketing collateral** (e.g. brochures, videos, PPTs) to excite & inspire potential customers
- Manage **social media platforms**, the company web site and PR outreach to promote the **August Robotics brand**

### 4. Strategy

- Support the Strategy Manager in conducting strategy analyses charting the future of August Robotics
- Support the research into new robot ideas, end markets, and functionalities

This exciting role is based in **Hong Kong**. The chosen candidate will be on a **fast track to a 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](mailto:employment@augustrobotics.com).