

BUSINESS STRATEGY MANAGER

THE COMPANY

August Robotics is a growing international start-up which builds robots to automate **dirty, dangerous and dull jobs** for businesses. The company is headquartered in Hong Kong and has offices in Germany, USA and mainland China. The company enjoys the support of some of Asia-Pacific's most prolific VC investors: <http://tinyurl.com/robotaust>.

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 first robot, Lionel, was released in 2019 and is already beloved by our customers. We recently released our second robot, Diego, a hospitality-focused disinfection robot, and we are now expanding our team accordingly.

YOUR SKILLS

You must show:

- Minimum of 2 years of work experience at a leading **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**
- 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
- Strategic smarts and analytical rigour
- Outstanding **Excel and Powerpoint** skills
- Fluent written and spoken **English**

The following are not required but would be advantageous:

- Experience structuring and/or negotiating B2B partnerships
- Business development / sales experience
- Experience working with, or consulting to, a technology-focussed start-up company
- Some familiarity with contractual terms typically used in B2B sales contracts
- Mandarin Chinese language skills

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 **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. Commercial Product Management

- You will **outline our products' vision** and develop and implement product marketing strategies including **market entry strategies** for new markets
- You will develop an intricate understanding of client needs, wants and aspirations, and **formulate robot feature specifications** accordingly
- As the client voice within our product development team, you will help **prioritize robot features and capabilities**

2. Client outreach & strategy

- You will build networks and **create connections** with stakeholders in target industries
- You will support our in-country sales teams with **strategic advice** and you will be heavily involved with customer negotiations and **deal closure**
- You will seek and negotiate **strategic partnerships** to service our clients better and to optimise the commercial outcomes of the business

3. Future robot strategy

- You will support 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

4. Head office management

- You will be responsible for **preparing papers** for meetings of the Board and Business Advisory Council
- You will prepare materials to support the company's **fund-raising and investor management** workstreams
- You will also assist in the areas of marketing, compliance, **financial modelling** & optimising internal processes

This role is an international role **based in Hong Kong**, with frequent travel to Shenzhen (China) once the border re-opens. An attractive remuneration package, consisting of **salary and equity entitlements**, is available. To apply, please send your CV and cover letter to strategy.jobs@augustrobotics.com.