

COMMERCIAL MANAGER

Hong Kong / Remote (Asia Time zone)

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 Artificial Intelligence to assist exhibition companies to setup conventions and trade shows. We're seeking to add a commercial manager to support growing demand for our robots globally.

THE ROLE

As Commercial Manager, you will play a critical role in helping move the company forward commercially through strategizing, developing opportunities, and supporting our sales and customer success teams.

You will be completely focused on growth strategies and execution for business development, working closely with our sales and customer success teams to **develop tailored strategies for key clients**. This includes comprehensive pricing strategies, conducting robust business case assessment and financial modelling for clients, as well as identifying and developing new strategic partnership opportunities.

In addition to developing strategy, you will help bring our solutions and messaging to life through **customized sales collateral, presentations and proposals**. You will leverage your strong writing and communication skills to clearly articulate the value of our offerings.

Attention to detail and superior organizational skills are also crucial as you will manage our sales pipeline and processes, update CRM systems and prepare reports on metrics, opportunities and forecasts.

As the commercial strategist supporting our growth, you will work close with our management team, weighing in on go-to-market plans and helping steer the direction of the business through your market insights and commercial acumen.

This is an excellent opportunity for someone interested in business development and strategy but not directly client-facing. The role requires strong initiative alongside the proven ability to enable others for success through well-organized systems, processes, and resources

YOUR SKILLS

- University degree from a top-tier institution
- 2+ years of progressive experience in business development, customer success, marketing or a related field
- Advanced analytical and strategic thinking abilities
- Proven strengths in data analysis, market research, and competitive analysis
- Exceptional presentation, proposal writing and negotiation skills
- Meticulously organized with acute attention to detail
- Exceptional project and priority management skills
- Expert proficiency with CRM systems and analytics tools
- Advanced skills with Microsoft Office suite (PowerPoint, Excel, Word)
- Previous management consulting or investment banking experience a strong plus

HOW TO APPLY

An attractive remuneration package consisting of salary, 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.