

# COMMERCIAL MANAGER

## THE COMPANY

August Robotics is an international startup which builds **application-specific robots** to automate workflows for businesses. The company has offices on three different continents (USA, Germany, China/Hong Kong) and enjoys the support of some of Asia-Pacific's most prolific VC investors.

August Robotics aspires to be at the forefront of the coming "robotics revolution" and has several robotic product lines across different sectors of the economy. Our robots serve clients in the exhibition, construction and industrial layout industries, and we are currently growing our team in the USA.

## THE ROLE

As Commercial Manager, you will play a critical role in helping **move our USA business forward** through developing commercial strategies, structuring and negotiating partnership deals, developing market entry strategies and leading our US business development teams across the construction and exhibition sectors. Working closely with our CEO, Alex Wyatt, you will develop commercial strategies to enable August Robotics to exploit the enormous automation opportunities in the construction & exhibition sectors right now.

As with most commercial start-up executives, your main metric of success will be revenue and profit generated. You will be focused on:

- Working with our CEO on high-profile commercial deals that will be the anchors of August Robotics' commercial success and our commercial strategy going forward
- Managing the **market entry strategy** and customer roadshow for our exciting new robot which will be released in 2026 and is set to revolutionize the way **data centers** are built around the world
- Developing tailored commercial strategies for key clients, including **pricing strategies**, business case assessments, customer retention strategies and bringing your solutions and messaging to life through customized collateral, sales presentations and proposal documents
- Leveraging your strong communication skills to clearly articulate the value of our offerings in customer meetings and **contract negotiations**
- Networking with industry participants and sales leads at industry conferences, robot deployments and robot demos, and working with your team to execute cold reach-outs to other sales leads
- Identifying, developing and negotiating **multi-million dollar strategic partnership opportunities** with construction and exhibition companies around the USA to maximize value & leverage the impact of our robots across the economy
- More broadly, helping to **steer the strategic direction** of the company through your market insights and commercial acumen

This is an excellent opportunity for someone interested in commercial strategy and business development, as well as getting first-hand experience in a rapidly growing start-up. The role requires strong proactivity, and an ability to enable others for success through well-organized systems and processes.

## ABOUT YOU

What we would like to see in an applicant:

- Minimum 2-3 years of experience at a leading international **management consulting firm** (e.g. McKinsey, Bain, BCG)
- Honors degree from a top-tier internationally-recognized University
- Entrepreneurial drive, strategic business nous, creative spirit and an **ability to think laterally**
- Ability to **negotiate** effectively on behalf of the company
- Advanced analytical and creative problem-solving abilities, including outstanding **Excel & Powerpoint** skills
- Proven strengths in data analysis, market research, and competitive analysis
- Exceptional presentation, proposal writing and business case skills
- An ability to understand and emphasize with the **business needs of potential clients** and other company stakeholders
- Meticulously organized with excellent attention to detail
- Fluency in written and spoken English

The following are helpful but not required for this role:

- Experience working with, or consulting to, a technology-focused **start-up company**
- Willing to relocate to our USA company headquarters in Las Vegas Nevada
- Experience in a commercial **growth strategy**, business development or sales role or consulting project
- Familiarity with contractual terms typically used in B2B sales contracts
- Proficiency with CRM systems and analytics tools

This is a **commercial role**, so engineering / technical / robotics 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.

## HOW TO APPLY

An attractive remuneration package consisting of salary and **company share options** will be available to qualified candidates. To apply, please send your CV and cover letter to [employment@augustrobotics.com](mailto:employment@augustrobotics.com).

Only applicants with the right to live and work in the USA will be considered for this role (if the successful candidate is an Australian passport holder, the company will manage the process of applying for an E3 visa to facilitate the successful candidate's prompt relocation to the USA).