

SALES & OPERATIONS ASSOCIATE

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 in the exhibition industry – see <http://exhibitions.augustrobotics.com>. Lionel is now expanding into the construction sector: <http://construction.augustrobotics.com>.

ABOUT YOU

What we would like to see in an applicant :

- Undergraduate degree from a well-ranked university
- 1+ years of work experience in a professional services or corporate environment (though we will consider outstanding graduate applicants with relevant internship or part-time experience)
- Excellent communication skills and ability to **convince and inspire** potential customers about the benefits of the product you are selling
- Ability to put together professional and strategic customer proposal documents to assist you in your sales efforts
- 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
- Willingness to engage with operations and to do whatever tasks are necessary to achieve **customer happiness**
- Ability to communicate with clients in a timely and effective way to ensure jobs run smoothly operationally
- Strategic smarts, attention to detail and analytical rigour
- Eligibility to work in Germany
- Fluent in German and English

The following are helpful but not required for this role:

- Ability to communicate in other European languages
- Experience working in B2B Sales in a start-up environment

THE ROLE

As a Sales & Operations Associate , you will be based in August Robotics' new office in Düsseldorf (Germany). Your main responsibilities will include:

1. Business Development – Lionel

- For the European market, you will support lead generation, customer outreach, marketing for Lionel, August Robotics' revolutionary floor marking robot in the exhibition and adjacent industries
- Help qualify leads and schedule introductory meetings and robot demonstrations
- Partner with sales and marketing teams on proposals, presentations and handovers
- As you grow within the organisation, you will be responsible for the entire sales journey from initial outreach to robot deployment

2. Operations

- Coordinate logistics for all sales demonstrations, deployments and EU client consumables orders
- Support pre-deployment briefings with the engineering team
- Maintain CRM and records of all sales interactions, opportunities and customers and support monthly client invoicing
- Manage general Germany office operational priorities (e.g. office correspondence with providers, supplies management, managing with leases for office vans)

3. Customer Happiness and Success

- Liaise directly with customers to coordinate robot deployments
- Travel occasionally to customer sites to participate in demos and client onboarding
- Proactively support customers through their whole lifecycle ensuring high satisfaction

You should be comfortable with ambiguity and excited by the idea of working in an **entrepreneurial culture**. You should be open to new experiences, and willing to jump in and lend a hand on a range of different issues and tasks when the need arises.

HOW TO APPLY

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