

SALES & STRATEGY ASSOCIATE

THE COMPANY

August Robotics is a rapidly growing international start-up which builds robots to automate dirty, dangerous and dull jobs for businesses. August Robotics sees the potential for humans and robots to cooperate and aspires to be at the forefront of the robotics revolution.

The company is headquartered in Hong Kong and has other offices in USA, Germany and mainland China. The company enjoys the support of Asia Pacific's leading VC investors.

Our flagship robot, Lionel, is an autonomous floor-marking robot that is well established in the exhibition industry and expanding to the construction industry. We also have a UVC disinfection robot, Diego, and a pipeline of robots under development. We aim to develop a portfolio of robots for a range of industries using our world-class technology platform.

Learn more about us at www.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 written English skills
- Strong ability to synthesise and structure complex information to create clear, compelling and professional materials for clients (e.g. presentations, proposals)
- Excellent Powerpoint skills to support the above
- Strong analytical skills to analyse data, communicate insights and make recommendations
- Excellent Excel skills to support the above
- Attention to detail and ability to produce high quality outputs
- Good business empathy and ability to understand the needs of potential clients
- Good commercial acumen and critical thinking skills
- Ability to self-manage and work effectively with other team members
- Comfortable with ambiguity, willing to lend a hand, and excited by the idea of working in an entrepreneurial environment

This is a commercial role so engineering or technical skills are not required.

THE ROLE

You will join August Robotics' commercial team to lead and support a range of activities, such as:

Creating compelling materials to support sales

- Tailor existing sales presentations and proposals for new leads to support the sales team to secure sales
- Create new sales materials for high value leads to persuade them on the business case and answer their questions
- Create new sales materials to allow August Robotics to target new customer segments (e.g. customers in new industries or locations)
- Establish and enforce a CRM process to ensure sales leads are nurtured effectively

Conducting business analysis to support smart decision-making

- Own the pricing Excel models; conduct analysis and make recommendations on pricing for new customer segments (e.g. customers in new industries or locations)
- Conduct analysis and make recommendations on value sharing models with strategic partners (e.g. distributors)

Leading workstreams for other commercial areas

- Conduct research and analysis for strategic questions (e.g. robots that August Robotics should build next, market research)
- Support the creation of presentations for the Board and investors
- Support marketing initiatives (e.g. organising marketing events, social media strategy)

Good performers will have the opportunity to take on additional leadership responsibilities across sales, marketing and strategy.

This role can be **on-site or remote**. Our ideal candidate will be open to relocating to **Hong Kong** to work on-site with the rest of the commercial team (relocation allowance available). However, we are open to candidates working remotely if timezones match (i.e. their working time can overlap with the Hong Kong office's working time for 4-7 hours each day).

An attractive remuneration package with **salary and equity** entitlements is available. To apply, please send your CV (required) and a short cover letter (optional) to employment@augustrobotics.com