



BUSINESS DEVELOPMENT– INTERNSHIP

About Us

No more missed parcel deliveries with Parcelly, we are on a mission to simplify postal delivery by allowing consumers to collect their parcels and online purchases when and where it is most convenient for them. Our unique smartphone based solution provides on-demand collection points to resolve the problems associated with last-mile delivery.

The Role

This is a 6 - 9 months internship for an entrepreneurial, smart and passionate salesperson with the skill to engage proactively and with confidence

Your role will involve a variety of different responsibilities including:

- Assisting the CEO with the **development of new B2B business partnerships**
- Work closely with **marketing and product development** to identify new business opportunities
- Preparing and delivering **sales pitches** and **coordinating sales campaigns** and follow up emails or letters
- Handling **inbound sales requests/new location requests**
- Training new locations on the Parcelly process
- Supporting in all marketing efforts with responsibility to contribute towards strategy and execution
- Assisting with the **company database** and **customer support**

We are based @Interchange, Triangle, Camden Market, the platform for creators and one of London's most exciting startup communities.

About You

- Undergraduate or graduate of related degree, e.g. Business
- Fluent English (spoken and written) required
- Sales experience beneficial
- Professional, strong communication, presentation and organisation skills
- Confidence to engage proactively with clients and business partners
- Good interpersonal skills and enthusiastic
- Basic competency with Microsoft Office including Word and Excel

What We Offer

- Working for "one of the most innovative startups in B2C delivery" (as nominated by Home Delivery Europe, 2015) and "New Business of the Year 2015" (as awarded by the F2N Business association) with plenty of scope for personal development
- Work alongside the founding team, the role is focused on supporting in all elements of the growth strategy and to get involved in the design, build and roll out of the next batch of our service and product development
- For the right candidates there are also several full time roles available

Role based on 40hrs/week, salary + travel expenses plus incentives and bonuses. Internship starting immediately and we recruit all year round.

To apply, please send us your CV and tell us briefly why you want to work with us: careers@parcelly.com