



Business Development Associate

This is who we are

Parcelly is a Series-A funded scale up with blue-chip accounts in the UK and US. Our product allows bricks and mortar businesses to activate any redundant space as storage for a variety of ecommerce and logistics needs. We're looking for BDAs to help grow and maintain our network of locations!

Location

Parcelly Office Bristol

Responsibilities

- Identify and pitch potential Parcelly Locations
- Assist businesses through the onboarding process in becoming a Parcelly Location
- Maintain good relationships with existing Parcelly Locations
- Manage partner interactions utilising Parcelly's proprietary tech and CRM tools
- Provide Customer Service to business partners and individual customers
- Provide operational, administrative and product testing support to other departments

Skills & Qualifications

- Experience in a sales or customer-facing environment
- Working knowledge/understanding of CRM systems
- Strong written and verbal communication skills
- Passion for business, tech, logistics or ecommerce
- Organised, diligent and hard-working
- Enthusiastic supporter of local businesses!

Compensation

The job comes with a starting salary at or above market, subject to track record, with the potential to earn and grow an equity stake and numerous other perks

Process

1. Please submit your pdf resume (CV)
2. First 30-minute video interview with the team if profile suitable
3. Take our online test ~45 minutes



4. Then 1 x 60-min video interviews with team
5. 2x references