



## Network Manager (Business Development)

### **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 Network Managers 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**

- 2+ years experience in sales, account management or customer service
- Experience working closely with local/high street shops and businesses preferable
- 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