



## Sales Executive

### **This is who we are**

Parcelly is a Series-A funded scale up with large blue-chip accounts in the UK and the US. We are expanding in Europe and Asia-Pacific – and we need your help. Our product is a powerful solution which allows bricks and mortar businesses to activate any redundant space as storage space for a variety of ecommerce and logistics needs.

### **Location**

Parcelly Office Bristol

### **Responsibilities**

The candidate for this position will excel at creating and closing new opportunities. By using a consultative approach to selling, this person will use their expertise to identify and qualify leads, leading to sales opportunities with both new and existing customers.

- Meet and exceed sales targets
- Successfully create business from new and existing customer accounts
- Manage complex negotiations with senior-level executives
- Build rapport and establish long term relationships with customers
- At the end of the first year you will have onboarded at least 4 new, profitable B2B accounts to our platform

### **Qualifications**

- 3-5 years' quota carrying B2B sales experience
- Experience and working knowledge of CRM systems
- Demonstrable track record of over-achieving quota
- Strong written and verbal communication skills

### **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