DETAILS OF ROLE

Job Title: Business Development Associate
Compensation: Competitive salary depending on experience, including company benefits
Reporting to: Head of Sales
Location: London, Paddington
Duration: permanent (12 months for Internship)

PARCELLY IN A NUTSHELL

Launched in 2014 and with a dedicated team across 3 offices in London, Hamburg and Tokyo today, Parcelly converts redundant space in local shops and private households into carrier and retailer agnostic parcel storage. Our nationwide on-demand network of Parcelly business partners is dynamically managed and empowered through smart technology that allows anyone, anywhere and at any time to access, manage and monetise on redundant space – for items as small as keys or as large as a pallet. Parcelly's service is available to consumers through a mobile app, and integrated with an ever-growing list of exciting retail and logistics brands.

Amongst 13 international awards, Parcelly has been voted "DHL Innovation of the Year 2017", "Responsible Business in the Digital Age 2017", "Start-up Company of the Year 2016", "Logistics Business of the Year 2017", "Best Innovation in eCommerce Delivery/Logistics 2016", "Winner of Publicis90 – Gold Award 2016" to mention just a few.

Join us to disrupt the world of first- last-mile logistics, with a business model that drives operational efficiencies and a positive environmental impact!

For more information please visit: www.parcelly.com as well as: www.parcelly.com/blog.

ROLE SUMMARY

This is an exciting opportunity 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 but not exclusive to:

- Assisting the Head of Sales and team 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.

SKILLS & EXPERIENCE

- Undergraduate or graduate of related degree, e.g. Business, Management
- 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 start-ups in B2C delivery", internationally awarded numerous times (www.parcelly.com/about) with plenty of scope for personal development.
- Working alongside the company founders, involved in all elements from growth strategy to design, build and roll out of the next set of service and product development launches.
- A smart, fun and internationally diverse team across 3 offices in London, Hamburg and Tokyo.
- A great HQ office in central London - we're right by Paddington in one of the most iconic WeWork spaces, offering all the perks and rooftop parties of a cool, fully-serviced office space.
- Stock options for all employees after 6-12 months within the business.
- 25 days holiday a year, plus all UK Bank holidays, plus family time off over Christmas.
- Cycle-to-work scheme for great value bikes.
- The opportunity to give your time to support a charity of your choice, via a paid volunteering day.

Please send your CV and covering letter direct to careers@parcelly.com

We would like to invite candidates to find out more about Parcelly and the industry and most importantly try the service! Feedback is important to us and we'll often ask interviewees on their impressions of the service and improvements that can be made