



KEEN TO WORK IN ONE OF THE CURRENTLY MOST EXCITING AND FAST-CHANGING INDUSTRIES?

Interested in technology, eCommerce, revolutionising customer experience and working with big names in logistics and retail? If working as a team, being challenged and growing a start-up business with environmental and social responsibility sounds exciting to you – **Simply get in touch!**

PARCELLY IN A NUTSHELL

We are a passionate, multi-award-winning team working on redefining urban logistics. We strive for creating a superior customer service experience, building strong lasting relationships with our business partners, and keeping our promise to exceed customer expectations by creating a technology platform plus service solutions for a fast-changing market that needs sustainable and lasting solutions.

WHO WE ARE: <http://www.parcellly.com/about>

WHAT WE ARE UP TO: <http://www.parcellly.com/blog>

HOW WE CARE: <https://parcellly.com/live-green>

Parcellly is innovating the world of logistics by converting redundant space in local businesses into on-demand storage capacity. Our core belief is that receiving, returning and sending parcels should be simple, convenient and above all sustainable...

Our nationwide network of on-demand Parcellly locations 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 a key or as large as a pallet.

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

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:

- Working with the Sales team in the development of new B2B business partnerships
- Working closely with marketing and product development to identify new business opportunities
- Preparing and delivering sales pitches and coordinating sales campaigns
- Handling inbound sales requests/new location requests
- Training new locations on the Parcelly process
- Attending sales conferences representing Parcelly
- Assisting with the company database and customer support.

SKILLS & EXPERIENCE

- Strong interpersonal skills and a 'can-do' attitude, showing early leadership
- Eagerness to learn and drive to deliver work on-time and up to the highest standard
- Strong problem-solving skills and ability to perform under pressure
- Professional, strong communication, presentation and organisation skills
- Confidence to engage proactively with clients and business partners
- Undergraduate or graduate of related degree, e.g. Business, Management
- Fluent English (spoken and written) required
- Sales experience beneficial.

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

We invite candidates to find out more about Parcelly and the industry in advance, and most importantly: try our service. We love to hear your feedback!