



**Head of Sales**  
Job Description (OCT\_2018)



## **DETAILS OF ROLE**

Job Title: Head of Sales

Compensation: Competitive salary, including company benefits

Reporting to: CEO

Location: London, Paddington

## **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](http://www.parcelly.com) as well as: [www.parcelly.com/blog](http://www.parcelly.com/blog).

## **ROLE SUMMARY**

Working closely with the CEO, the Head of Sales will lead a growing business development team and develop the company's sales strategy across all verticals. We are looking 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:

- Day to day management of the sales team and leading the sales department to achieve sales results, as required by the business.
- Development of sales strategy, tactics and plans to meet profit targets.
- Manage relationships with key clients such as online retailers, carriers and retailers.
- Support and manage commercial negotiations and processes.

- Ensure that the sales pipeline remains full with qualified leads and prospects.
- Help develop team members – maximising productivity and business success.
- Representing the business at conference trade fairs and networking events.
- Design and deliver best-in-class training programmes for new start induction and development.
- Develop scripts and visual aids to improve customer experience and sales results.
- Defining the sales process and cycle and then working with the team to constantly improve it.

## **SKILLS & EXPERIENCE**

- 8+ years of experience in a Sales / Business Development position within a fast paced and dynamic business environment.
- Proven and successful ability to lead a group of sales personnel towards growth, while displaying exceptional leadership skills and confidence.
- Professional, strong communication, presentation and organisation skills.
- Strong interpersonal skills and confidence to engage proactively with clients and business partners.
- Self-motivated, possess a strong entrepreneurial spirit, and be adaptable to business growth fluctuations.
- Technology savvy and keen to learn more about and/or interested in the ever changing world of ecommerce and logistics.

## **WHAT WE OFFER**

- Working for “one of the most innovative start-ups in B2C delivery”, internationally awarded numerous times ([www.parcelly.com/about](http://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](mailto: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*