

CALL CENTRE OPERATOR - BUSINESS DEVELOPMENT

About Us

Parcellly is a new smartphone based service allowing consumers to collect their online purchases and parcels close to home, work, or wherever is most convenient for them. Launched in December 2014, we are operating today a network of more than 600 parcel collection points in Greater London and the rest of the UK and we are growing every day, so this is a hugely exciting time to join!

The Role

This is a full time role 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:

- Assisting the sales team with the **development of new B2B business partnerships**
- 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 Parcellly process
- Assisting with the **company database** and **customer support**

The company is based in Interchange Triangle, London NW1 8AB.

About You

- Undergraduate or graduate of related degree, e.g. Business
- 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
- Level 1 Award/Certificate for Introduction to Customer Service or Level 1 Certificate for Introduction to the Contact Centre Industry beneficial

What We Offer

- Working for “one of the most innovative startups in B2C delivery”, awarded numerous times (www.parcellly.com/about) with plenty of scope for personal development
- Work alongside the founding team, the role is focused on supporting in all elements of the growth strategy and to get involved in the design, build and roll out of the next batch of our service and product development
- For the right candidates there are also several full time roles available

Role based on 40hrs/week, salary + travel expenses plus incentives and bonuses.

Internship starting immediately and we recruit all year round.

To apply, please send us your CV and tell us briefly why you want to work with us: careers@parcellly.com