

PÄRLA

GLA Green New Deal – Funded Student Internships

PÄRLA – Sales Intern (Field Sales)

PÄRLA is creating Oral Care for the Next Generation. *Did you know that every plastic toothpaste tube you've ever used still exists somewhere on earth?* A shocking 20 billion toothpaste tubes go to landfill or the ocean every single year. PÄRLA is the eco-friendly solution to this never-ending story of destruction. Founded by 3 of the UK's leading Dentists, our award-winning toothpaste tabs are plastic-free, zero-waste, and precisely dose professional-grade ingredients for a healthier, whiter smile.

About the role

Want to kick-start a successful sales career by working on a famous challenger brand?

Passionate about sustainability and interested in joining our mission to change oral care forever?

Looking for real responsibility where you can make an impact from day 1?

We're looking for someone entrepreneurial and a natural relationship-builder to join our team of 8. You are collaborative, with high emotional intelligence, and will be obsessed with how we get PÄRLA listed in as many new retailers as possible! This is a rare opportunity to make a huge impact from day 1 by joining a brand in the early stages of growth. You will work closely with the Managing Director, Adam Joe Parker, a commercial leader with over a decade's experience leading some of the UK's biggest brands. He is passionate about training top talent and will be taking personal responsibility for your development, which will give you excellent visibility to what it takes to accelerate your career.

What you'll be doing:

- Winning new business with independent retailers across the UK.
- Sharing the vision, securing agreement, nurturing the relationship, and getting them setup to sell.
- Supporting the growth of existing accounts such as Ocado, Waitrose, and Sainsbury's.

About the intern

- The Intern must be a registered student (undergraduate, postgraduate or PhD) at a university whilst undertaking the internship (the course end date cannot be before the internship has been completed).
- A self-starter with a positive entrepreneurial attitude – you back yourself to deliver great results
- Passionate about sustainability and oral care. This is what we are all about!
- Exceptional interpersonal skills. You love building relationships and community.
- Full UK driving license is beneficial (Travel expenses outside of the office will be fully covered).

Length of internship: 3 to 6 months. The role is full-time based in London (office 2-4 days per week) and will involve regular travel across the UK to meet with different retailers.

Remuneration: London Living Wage (£11.05 per hour)

To apply: please email CV and short Cover Letter to adam@parlatoothpastetabs.com and ccciinternships@imperial.ac.uk