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# CollectPlus appoints Paul Scratchley as Sales Director

**Watford, 18 February 2013:** CollectPlus, the UK's largest store-based parcel delivery and returns service, is delighted to announce the appointment of Paul Scratchley as the company's Sales Director. Paul joins CollectPlus following another hugely successful year for the business, which saw it grow rapidly and expand its network of convenience stores and garage forecourts to over 5,000 outlets.

Prior to joining CollectPlus, Paul was Head of Strategic Sales at City Link, winning clients such as Mothercare, Argos and Marks & Spencer. He joins CollectPlus as it enters a new phase of growth, focusing on its 'Click&Collect+' service which acquired several new clients last year, including Amazon.

Paul has over 20 years' experience in the industry, during which time he has been fundamental to the design and implementation of innovative tools to help provide a better service for customers. He takes up his new role at a time when CollectPlus' returns business is servicing over 160 retail clients and the company has just passed the 10 millionth parcel milestone.

In reaction to his appointment, Paul says:

*"The innovative nature of the CollectPlus offer – by designing the service around the needs of the customer – really appealed to me. The rapid growth that CollectPlus has experienced over the past four years speaks for itself and I'm really pleased to be joining a company that is answering a clear need for convenient collection and returns services. I believe there is huge scope to grow in the future."*

Neil Ashworth, CEO of CollectPlus, added:

*"Paul will play a vital role as we grow the CollectPlus business and we look forward to working with even more retailers as we develop our Click&Collect+ service. I am pleased to welcome Paul at the beginning of what will be another great year for the company."*

## ENDS

For further information, please contact the CollectPlus team at the Red Consultancy:

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## ABOUT COLLECTPLUS

CollectPlus is a delivery and returns service giving online shoppers' the choice to collect and drop off parcels at local convenience stores. Founded in 2009, it answers a clear need for a modern alternative to the Post Office that is convenient and easy to use.

The success of the innovative model is reflected in the 160 retail brands that CollectPlus provides returns solutions for, with nearly 100 added over the past year. Delivery to local store, Click&CollectPlus, is provided to a rising number of retailers from Amazon to House of Fraser and

ASOS to Very.co.uk. This complements the returns offer that CollectPlus provides to retailers, offering a complete delivery and returns service. CollectPlus also offers the option for UK residents to drop off eBay items to buyers, or presents to friends and family at their local CollectPlus stores for delivery to any UK address.

With a network of 5,000 shops open early 'till late seven days a week; 87% of the UK population already live within a mile of a CollectPlus shop in urban areas and 88% within five miles in rural areas. The store network has grown by over a quarter in the last 12 months and continues to expand.

CollectPlus is a joint venture between PayPoint, the leading retail payment network, and the UK's leading parcel delivery company, Yodel.