



WE NEED YOU

WE'RE LOOKING FOR

Retail Commercial Executive

LOCATION:

Chertsey / Office Working x3 days a week

WORKING HOURS:

37.5 Hours a week, working 5 out of 7 days between Monday to Sunday

SALARY:

£40,000 per annum

OTHER BENEFITS:

Company Car, 15% Bonus, Access to Samsung Discount Portal, Access to Reward Hub for tons of discounts, Company Sick Pay, Aviva Pension, 4 X salary Life Assurance, ETHIC Values Employee of the Month Recognition Scheme

CONTACT TYPE:

Permanent

REPORTING IN TO:

Retail Excellence Manager

SAMSUNG
RETAIL
COMMERCIAL
EXECUTIVE

WE'RE LOOKING FOR SOMEONE WITH A PASSION FOR COMMERCIAL PERFORMANCE AND A DRIVE TO SUPPORT TEAM SUCCESS

As Retail Commercial Executive, you will be a key commercial and data analytics partner to senior leadership, using data analysis and performance reporting to drive commercial growth and optimise execution across the UK Field Team. This role is ideal for a commercially minded data analyst who enjoys turning complex datasets into clear, actionable insight that influences decision-making at pace.

Acting as the central commercial analytics specialist, you will own the development of dashboards, KPI reporting and performance analysis that support both Samsung and Blue Square in making informed, data-driven decisions. Your insights will directly shape strategy, field priorities, and investment across all retail channels.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

COMMERCIAL STRATEGY & PERFORMANCE

- Support Regional Managers daily with performance insights and commercial priorities.
- Support with weekly reporting to Samsung UK Senior Leadership, highlighting results, risks, and opportunities.
- Work closely with Divisional and Regional Managers to ensure alignment on sales growth and performance delivery.
- Use analysis and data to identify commercial growth opportunities across regions and channels.

INSIGHTS, ANALYSIS & COMPETITOR REVIEW

- Support the Retail Excellence Manager by providing market insights and competitor analysis to help the field team stay ahead of trends.
- Assist in turning insights into clear, actionable recommendations that drive business performance.
- Monitor campaign and incentive performance, providing regular updates and recommending strategic adjustments as needed.
- Help prepare materials and insights for senior leadership visits and presentations.

MARKETING & OMNI-CHANNEL ALIGNMENT

- Assist the Retail Excellence Manager by gathering and sharing commercial feedback with marketing teams to help improve campaign delivery in the field.

**SAMSUNG
RETAIL
COMMERCIAL
EXECUTIVE**

- Help maintain alignment between retail, digital, and contact centre teams by supporting communication with omni-channel HQ teams.
- Contribute to product launches and go-to-market plans by providing basic commercial analysis and supporting recommendations

INCENTIVE CREATION & MANAGEMENT

- Design and deliver effective incentive programmes that motivate and reward field teams.
- Track and report on incentive impact, ensuring measurable ROI and performance uplift.
- Collaborate with Divisional and Regional Managers to align incentives with broader business goals.

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Able to understand and interpret commercial performance trends.
- Strong analytical skills, with the ability to translate data into meaningful insights and actions.
- Confident communicator, able to present clearly to internal teams.
- Able to create, manage and review team incentive programmes.
- Strong collaboration skills, able to partner with key stakeholders effectively.
- Able to spot opportunities that support team and business performance.
- Comfortable working with multiple stakeholders including omni-channel HQ teams.
- Resilient and adaptable, able to thrive in a fast-paced, high-performance environment.
- Full UK driving licence required.

SAMSUNG
RETAIL
COMMERCIAL
EXECUTIVE

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

