



## **Commercial Manager – Retail Technology Show**

Competitive basic salary + uncapped commission (OTE 40% of basic)

### **About Nineteen Group**

Nineteen Group is a fast-growing and ambitious events and media business, backed by Phoenix Equity Partners. We have continued to expand and launch new brands even through challenging market conditions. Our portfolio spans exhibitions, conferences, awards, and media products serving sectors including construction, logistics, retail, manufacturing, facilities management, health & safety, fire, security, and the wider built environment.

Nineteen Group creates high-impact platforms that connect senior decision-makers with the insights, innovations, and commercial opportunities shaping their industries. Based in Wimbledon, our team is passionate, entrepreneurial, and driven by the energy of live events and media.

### **The Role**

Ready to sell one of the UK's most exciting retail events?

We're looking for a driven, ambitious and commercially minded Commercial Manager to join the Retail Technology Show team at Nineteen Group. This is a chance to play a key role in growing one of the industry's leading exhibitions, working with some of the biggest brands and most innovative technology companies in retail.

You'll be responsible for selling exhibition space, sponsorship and advertising opportunities across RTS, while helping shape the future growth of the event alongside the Sales Director, Group Head of Sales and Event Director.

If you love building relationships, closing deals, spotting opportunities and being part of a high-energy sales environment, you'll fit right in.

### **What You'll Be Doing**

- Driving exhibition stand and sponsorship sales across RTS
- Building and managing a strong pipeline of new business opportunities
- Growing relationships with existing clients and helping them maximise their investment
- Selling creative, tailored solutions to brands across the retail technology space

- Hitting and exceeding revenue targets and KPIs
- Meeting clients face-to-face and understanding their commercial goals
- Writing compelling proposals that clearly communicate value
- Developing account plans for key clients and growth accounts
- Managing relationships throughout the full event cycle to deliver an exceptional customer experience
- Keeping CRM records accurate and up to date
- Responding quickly and professionally to inbound and outbound enquiries
- Supporting marketing and sales campaigns to drive audience and exhibitor growth

### **Targets & KPIs**

We're ambitious, and we want people who are excited by targets and growth.

- 60 calls / 90 minutes talk time per day
- Monthly minimum revenue target: £40,000
- Consistently achieve and exceed individual and team KPIs

### **What We're Looking For**

- A confident and motivated salesperson who thrives in a fast-paced environment
- Someone proactive, resilient and commercially savvy
- Strong communication and relationship-building skills
- Experience in exhibition, media, events or B2B sales is a bonus
- A team player with a positive attitude and a hunger to win
- Organised, driven and excited by growth opportunities