



# Nick Hill

Experienced B2B/B2C Commercial Leader, Commercial Director, Category Director, Digital Director, Consultancy

Leighton Buzzard LU7, UK

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## Languages

English (Fluent)

## About

I am highly collaborative, experienced and driven commercial leader ,used to operating at C-suite level across the UK and International multi-channel retailing, distribution and market places with a broad blue-chip B2C and B2B background.

I am passionate about people, leading, motivating and storytelling to inspire others to be their best and succeed.

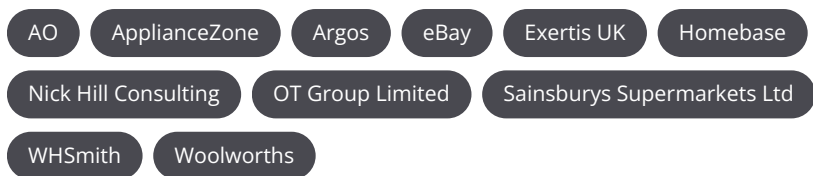
I spend time on my influencing skills and internal and external stakeholder engagement to deliver winning business solutions.

I have an ability to adapt and change in a variety of settings to deliver bottom line P&L performance by creating and delivering business transformation programmes.

I have a breadth of experience across commercial, digital and ecommerce, trading, after sales service, returns, retail, operations, distribution and consultancy.

I have broad category experience across food and general merchandising including FMCG, technology, appliances, DIY, sports, seasonal, toys, books, home, office and gifting.

### BRANDS WORKED WITH



## Experience



### ● Head of Portfolio (Commercial Director) - Fixed Term Contract

Exertis UK | Nov 2022 -

Exertis UK is a £1.5b national technology distributor with trading relationships with all key vendors including Samsung, LG, Lenovo, Acer, Sony, Microsoft and extensive customer relationships across B2C and B2B including Amazon, Argos, eBay, Currys etc. The role is a C-suite senior commercial position working extensively with external consultants on a business transformation programme, negotiating extensively with external stakeholders to deliver significant P&L improvements and extensive coaching and mentoring across numerous internal stakeholders.

### ● Group Director of Trading Consumer Electronics, Technology and Computing

AO | Jul 2021 - Nov 2022

Responsible for all the commercial and trading aspects of the technology and consumer electronics division of AO and Mobile Phones Direct. Full P&L accountability and ownership of strategic brand relationships with Apple, Samsung, LG, HP and Sony amongst others in a B2C environment

### ● Group Category Director B2B (interim)

OT Group Limited | Sep 2020 - Jul 2021

OT Group LTD (formerly Office Team/Spicers/Office Depot) is a privately owned B2B office supplies business serving over 3000+ customers across retail, betting, care homes and legal.

The role is full P&L responsibility across numerous categories including facilities,PPE, grocery, electricals, DIY and all extended range covering 15000+ skus, leading a team of 15+, developing and implementing a strategic category plan.



- **Head of International Trading**

WHSmith | Jun 2019 - Sep 2020

Full commercial accountability for WH Smith International business across Europe, Middle East and Asia, leading a team on 25+ covering all convenience food and non food categories, turnover £120m+



- **Head of Entertainment & Electrical Accessories**

Argos | Jun 2018 - May 2019

Full P&L accountability for the Entertainment & Electrical Accessories across the Sainsbury's and Argos Group. The role is to develop and land the strategic category plan. Leading a team of circa 50+, managing a turnover of £750m+.



- **Head of Consumer Electronics**

Argos | Apr 2013 - Jun 2018

Full P&L responsibility of the Consumer Electronics category, team circa 15+, turnover £450m+



- **Head of Trading DIY, Flooring, Tiling & Impulse**

Homebase | Feb 2011 - Mar 2013

Leading a team of circa 30+ covering Buying and Merchandising across 17+ sub categories to deliver commercial P&L kpi's and strategic growth



- **Head of Trading DIY**

Homebase | Feb 2010 - Feb 2011

Leading a team of circa 20+ with full P&L accountability of the DIY category

- **Head of Buying**

Sainsburys Supermarkets Ltd | May 2008 - Feb 2010

Head of Buying responsible for Electricals/Toys/Stationery/DIY/Car Care/Party

- **Retail Consultant**

Nick Hill Consulting | Apr 2008 - May 2008

Commercial retail project role working with a number of multi national organisations to deliver strategic partnerships, consultancy has been ongoing over the last 12 years

- **Head of Trading Toys, Stationery, Electrical, Outdoor**

Woolworths | Feb 2002 - Mar 2008

Managed a Business Unit that delivered over £600m of sales pa, led a team of over 50 in a very difficult trading environment. Business Unit consisted of over 39 diverse non food categories.



- **e'Commerce Commercial Director**

ApplianceZone | Mar 2000 - Feb 2002

Internet start up BTB, accountable for all commercial elements of the business, including contract negotiation with several large multi national organisations



- **Business Development Lead (consultant)**

eBay | Aug 2023 - Now

Lead the electronics business development vertical

## Education & Training

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2016 - 2016 ● **ASA Qualified Swimming Coach**

Certification , Swimming

1987 - 1989 ● **Coventry University**

HND, Business Studies