

STEPHEN PETER FRY

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DYNAMIC, LEADER, STRATEGIST, ENTREPRENEUR, COMMUNICATOR

Strategic Planning, Innovative Direction, Thought Leadership

- ✓ A dynamic and entrepreneurial innovator with a 25 year record of achievement and success.
- ✓ A Specialist in creating new, innovative and disruptive strategies to promote growth and opportunity, inward investment and exploitation of existing supply chain.
- ✓ A Business Planner and Business Champion, skilled at adapting a commercial response proactively to outside economic variances - "Business Change" "Business Growth Opportunity" "Community Investment"
- ✓ Adept at New Market Development through diversity and efficacy of personnel and response to external pressure.
- ✓ A successful and demonstrable leader, champion & disseminator of knowledge & information.
- ✓ A rational approach to flexible working, adaptable to change & manage multiple tasks in various roles.
- ✓ A passionate believer in partnership working as the means of best expanding the vision of business.

- CORE COMPETENCIES & ATTRIBUTES -

• Clear Analytical Thinking Visionary with a <i>Can Do</i> attitude using Push or Pull Leadership Styles
• Strategic, Tactical and Operational Planning of Budgeting & Financial Forecasting & Analysis
• Excellent Listener and Persuasive & Dynamic Media Trained Communicator
• People Focussed as a Catalyst for Change
• Intuitive and Informed with a wider community focus
• Innovator, ability to engage at all commercial or sector levels
• Relaxed Mentoring style with a Sense of Humour

— PROFESSIONAL EXPERIENCE —**THE UNIVERSITY OF WEST LONDON – WESTMONT ENTERPRISE HUB****2018 - Current**

Enterprise Hub, Business incubator for Start-Ups and early Stage Entrepreneurs

Executive Director - Selected Achievements:

- Take full Business unit responsibility for building, from ground floor up, a resource for Entrepreneurs from within the University and the local Community recruiting start-ups and creating an incubation model.
- Produced strategic plan and Business Plan for privately Funded (£1.5M Incubation and Shared Space
- Developed strategic partnerships across the business community, recruiting specialist advisors, investors, funders and incubation Innovation Sprint process for Start-Ups
- Integrated business operations for recruiting support staff into the hub
- Create a new focus with new opportunities for University under grads, grads, staff, research professors and Deans and Heads of Schools, evolving Entrepreneurship across the entire University as a standard for the University Experience.

LONDON BOROUGH OF HOUNSLOW CHAMBER OF COMMERCE LTD**2011 - 2018**

Business support and representational services for an Outer London Borough Chamber

Chief Executive Officer - Selected Achievements:

- Produced 2nd 3yr Strategy Plan; restructure Business Model to include disruptive strategies for business engagement; all Borough Membership Model; Cluster representation; Sectoral Events; International Trade
- Developed strategic partnerships across west London and neighbouring Shires
- Integrated business operations to: manage information delivery to local business via e-media and social media platforms; afford businesses accessible support networks and substantially raised the visibility of the Chamber offer
- Focus new opportunities for businesses as exporters and players on the international arena
- Lead lobby of local businesses to change local government policy and support of Heathrow Expansion.
- Create/recruit Board Members to meet business objectives.
- Create modelling and partnerships to open Creative (Tech, Broadcast, Production and Media) Accelerator and Incubators

HOUNSLOW ECONOMIC BUSINESS FORUM**2012 - 2018***Strategic top level debating group exploring policy and strategy between private sector corporate partners.***Forum Member - Chairman from 2017 - Selected Achievements:**

- Examination of Commercial and Industrial Space requirement for the LP Commercial review of the LP and integrated plans post consultation
- Collective Lobby from the LA, GSK, SKY and HCC to the Mayor of London for Transport infrastructure in the Great West Road

HOUNSLOW LOCAL STRATEGIC PARTNERSHIP (HOUNSLOW TOGETHER)**2012 - 2018***Pan-Sector Stakeholder Board to create combined strategic approach of Public, Voluntary and Private Sector for Policy***Board Member and Vice Chairman (VC end 2016) Selected Achievements:**

- Report to and from Economic Forum and advise on review of LEA
- Input real economics of local economic community into local political agenda

4VII**2008-2011***A "trading as vehicle" for personal independent consultancy - Freelance business advisor, commercial strategist, director, mentor and advisor***Consultant - Selected Achievements:**

- Published Business Impact of Creative Industries and latterly Creative Industries Investment
- Business Review and Change Management. Attaining 42% savings on overhead and direct costs
- Taking 3rd sector enterprise into commercial sustainability and growth Negotiate the refinancing of an SME to enable growth through debt finance - P&L £10M.

LYMINGTON-WALHAMPTON FENCING CLUB**2008- 2011***A Community Sporting Club promoting Fencing in three weapons***Head Coach – Hon Asst Treasurer – Business Advisor**

Freelance remunerated coach teaching core skills and strategy across all age ranges - and business advisor focussing on developing the Club as a social enterprise.

Selected Achievements:

- Achieving high returns on investment with young people – successful fencers reaching National Competitions
- Building a sustainable model of growth for the Sport in the South of England (Secretary to BFA Southern Region)

SOUTHAMPTON & FAREHAM CHAMBER OF COMMERCE - NOW HAMPSHIRE CHAMBER**2008-2011
& 2003-2007***Business support and representational services.***Director - Director Southampton Business Board**

Recruited to the Board to offer specialist Cluster and SME perspective formerly responsible for Retail, Commercial, Planning and Transport Issues, latterly International Trade.

Selected Achievements:

- Diversity Programme at NDC for Social Inclusion in the business community
- Chamber lobbying and consultation on local planning and transport plans
- International Trade China, France, Romania, Poland and Netherlands

PLUS YOU LIMITED**2008-2010***Regeneration Succession Charitable Trust Company from New Deal for Communities***Director and Trustee – previously Regeneration Board member 2003-2008 – P&L Responsibility £50M**

Responsible for advising on business opportunities to secure future community investment and fund raising

Selected Achievements:

- Achieved creation of trading Community Interest Company and Directed process of sales and procurement of investment assets.

FRY-SAMUELS & ASSOCIATES (LYMINGTON) LTD**1994-2008***Group Holding Company***Managing Director P&L Responsibility £13M**

Responsible for the strategic development of the business, fund identification and fundraising for clients and projects

Selected Achievements:

- Directed Business growth to achieve gross margins of 80% and net margins of 22% on T/O £1M
- Project managed EU funded development projects – ESF, Socrates, FP6&7 revenue circa £2m
- Created UK/Caribbean Chamber of Commerce – membership organisation

Other previous professional experience included Directorships of assorted university spin out businesses; Parish Priest Clerical and admin for public sector local authority. Details on request.

— **EDUCATION** —

Arts Foundation

Open University, UK

Business

Munster/INSEAD (published)

Theology

Oxford University

— **OTHER SKILLS & INTERESTS** —

ICT Literate. Full UK Driving Licence. Fencing Coach to Regional Level. Sailing & Power Boat Enthusiast; Philosopher, Political Observer, Community Activist.

- **REFERENCES** —

Details of Commercial, Professional and Personal referees provided upon request