



Simon Pickering

Charities, Not-for-Profit and Social Enterprises

Profile

Simon is a highly skilled consultant with specialist expertise in fundraising, communications and business development. He is experienced in working at a high level, utilising excellent interpersonal skills and is proven dynamic communicator with the ability to motivate excite and enthuse organisations.

He specialises in providing external expertise to the voluntary, community and social enterprise sector. Services include fundraising, staff and trustee coaching, communications, digital marketing services, training courses, independent evaluations and strategic reviews identifying potential areas for business development. He has worked with over of 25 charities and social enterprises.

Qualifications and Experience

- The Open University – BSc (Hons) Environmental Studies
- Navigator Leadership professional development Course
- Institute of Leadership and management – Certificate
- Preparing to teach in lifelong learning sector
- Member of The Institute of Fundraising

Some of Simon's Projects

Client: An established social enterprise creating year-round opportunities for homeless individuals

Sector: Social enterprises, charities, not-for-profits

Specialisms: Fundraising and income generation, sales and marketing, business development, measuring social outcomes

Brief:

- To support the organisation to increase their portfolio of income streams and to develop a strategy for Income generation (fundraised and traded income)
- To support the social enterprises to recover post Covid-19 Lockdown

Outcomes:

- Significant increase in fundraised income
- The organisation's social enterprises remain trading successfully and employing people recovering from homelessness
- Successful delivery of income generation strategy to meet the client's requirements

Client: A major investor supporting social enterprises, entrepreneurs and charities

Sector: Social enterprises, food and drink,

Specialisms: Start-up business advice, business planning, investment funding

Brief:

- To support a start-up business to develop a business plan and secure start-up funding investment
- To coach and mentor the start-up entrepreneur

Outcomes:

- £10,000 Investment income secured
- Successful business set up and trading
- Start-up entrepreneur supported to learn new skills and progress themselves into the business environment

Client: Charity for the Homeless

Sector: Social enterprises, charities, not-for-profits

Specialisms: Business development, strategy & planning, Property advice

Brief:

- To support the young organisation to become more sustainable by increasing income from donations and sales
- Support new business opportunities to help the growth of the organisation
- Conduct an organisational and governance review

Outcomes:

- The organisation is in a sounder financial position and is stronger for the future
- More funds are available to support their future development
- The organisation is more effective and able to support more homeless individuals