

Name: **Bill Knowles**
E-Mail: bill@secod.coop
Current Position: Director of Social Enterprise & Co-operative Development
SECOD
Date of Birth: 25th April 1947.
Nationality: British
Languages: English, French

Qualifications:

- SFEDI & NVQ 4 Business Advice and SFEDI Accreditation
- Managing Mentoring NVQ (CMI)
- BA Hons – Economics & Geography – Leeds University
- Diploma in Management Studies – Medway College of Technology
- Management Skills & Techniques – numerous in house & external
- Chartered Institute of Purchasing & supply – Finals, St Helens

Professional qualifications:

- Fellow Chartered Management Institute (CMI)
- Member Institute of Business Consulting (MIBC)

Key Skills

- Business Planning - specialist utilising budgetary & financial control systems
- Business development – making things happen & management systems
- Social Enterprise organisation – strategies, structures, development & planning
- Project design and implementation - IT, small business & social enterprise
- Business turnaround & troubleshooting
- Commercial Contracts - procurement, sales & acquisitions/disposals
- Information technology - particularly Broadband & wireless technology
- Management of Change - including profit improvement techniques
- Tourism business development - macro & micro management techniques

Advice & support work (2004 – to date)

- Strategy & business plan development for £1m t/o national co-operative
- Externalised County Council Arts & Culture programme & employees into £400k t/o social enterprise
- Control operations systems implementation - £1m t/over mail order firm
- New Recycling social enterprise company start up (£500k t/o)
- Business expansion – developed £200k ICT business from scratch
- Social Enterprises – advice and support leading to over 100 new SE start ups

- Business plans, cash flows & budgets for over 100 social enterprise organisations
- Partnership advisory committees: Co-operatives NW, Cumbria CREDITS; North Allerdale Partnership, Distinctly Cumbrian.

Employment history:

2006 – to date Director - Social Enterprise & Co-operative Development (SECOD)
Current Social Enterprise Directorships

- Watchtree Nature Reserve Ltd
- Cumbria Recycling Ltd
- Allerdale Community Advice Bureau

Other directorships:

- Rural Communication & Solutions Ltd

2004 to 2006 Area Project officer - Enterprising Communities, VAC

2002 to 2004 Business Development Manager - Solway Rural Initiative Ltd.

2001 to 2002 Commercial Director - Environment Management Services Ltd.

1995 to 2001 Parts & Marketing Manager - Rickerby Ltd.

1989 to 1995 Business Development Manager - Beverley Group plc

1987 to 1989 Managing Director - Lock International Ltd &
Commercial Manager & Director - Stothert & Pitt Ltd.

Earlier Career Summary 1969 – 1987

Beverley Group	Subsidiary company directorships & troubleshooter
Hollis Industries	Commercial Director
Fram Europe Ltd.	Supplies Director
Moores Furniture Group	Group Purchasing Manager
Leisureware Ltd	Managing & sales Director
Crane Fruehauf Ltd	Supplies Manager

Throughout career:

P/time Management consultancy/lecturer Business Economics & Purchasing