

# MIKE FOSTER

## Non-Executive Director

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### AREAS OF EXPERTISE

Strategic Direction  
Growth & Change  
Entrepreneurship  
Revenue & Sales  
Coaching & Mentoring  
Business Development  
Effective Partnerships  
Networking  
Marketing & Branding

### ADVISORY EXPERIENCE

#### Enterprise Advisor

Oxfordshire LEP Skills  
2015-2019

#### Health and Safety Consultant/Trainer

GH Safety  
2013-2014

#### Trustee

Citizens Advice Bureau (Local)  
2010-2011

#### Non-Executive Director

Oxfordshire Town Chambers  
Network  
2007-2009

#### GB & I National Chair

Rotaract  
2001-2002

### EXECUTIVE HIGHLIGHTS

#### Director

The Entrepreneurs Mentor  
2010-Present

#### Executive Chair

Venturefest Oxford  
2019

#### Managing Director (Interim)

Modus Accountants  
2019-2020

#### Centre Director

Oxford Innovation  
2018-2019

#### Commercial Director

Chapman Robinson & Moore  
Accountants  
2016-2019

#### Founder/Director

The Bookkeeper Alliance  
2015-2016

#### Owner/Director

AI Group (AI Events Ltd)  
2003-2013

Revenue-driven, multi-disciplinary, senior leader commanding a powerful entrepreneurial spirit to guide organisations seeking expansive growth and scale. Mike observes, challenges and reflects on critical areas of board reports and negotiations, offering a breadth and depth of experience in many areas including strategy, marketing & branding, revenue & growth, operations, health & safety and people management. A seasoned mentor and natural communicator, he drives united strategic goals through effective collaborations and communications between departments, partners and stakeholders.

**Mike is seeking to utilise his commercial expertise to advise as a Non-Executive Director**

### VALUE ADDED AS A NON-EXECUTIVE DIRECTOR

- **Mentoring:** Guided, supported and developed numerous entrepreneurs to grow and scale up their own businesses, utilising strategic programmes to enable clients to envision and achieve their own goals and objectives. (*The Entrepreneur's Mentor*)
- **Coaching Change:** Led a disruptive accountancy firm through change and initial growth, implementing new software and processes whilst inducting and coaching a new team. (*Modus Accountants*)
- **Sales Drive:** Constructed a successful pipeline for lead opportunities three Innovation Centres. (*Oxford Innovation*)
- **Revenue Growth:** Drove revenue over 18 months to add £75,000, achieving company year on year profit growth of 2%. (*Chapman Robinson & Moore Accountants*)
- **Marketing & Branding:** Scaled online presence and visibility as well as increased brand value by leading social media efforts, exponentially increasing active followings across LinkedIn (4x), Facebook (5x) and Twitter (10x)
- **Effective Partnerships:** Introduced and nurtured 8 new partnerships, increasing revenue growth and profitability. (*Chapman Robinson & Moore Accountants*)
- **Stakeholder Engagement:** Drove recruitment and engagement with over 500 members in the first year with 7% upgrading to premium membership. Engaged and networked with 12 industry recognised exhibitors and 100 attendees at the first Bookkeepers Conference. (*The Bookkeepers Alliance*)
- **Entrepreneurship:** Drove start-ups concepts to fruition and successful business development for various companies. Including strategically positioning the sale of two businesses. (*AI Group*)
- **Health & Safety Audits:** Conduced safety audits and training to a wide variety of organisations in sectors including retail, leisure, construction, manufacturing and services (*GH Safety*)

### TESTIMONIAL

"Mike started to work with me in 2015 when I was at a crossroads. Always there to listen and encourage, providing a voice of reason, throwing me questions that I had not considered, asking me those difficult questions I do not want to ask myself, ensuring I consider as much as possible in the decision-making process. Working with him also makes sure I actually take the time out to work on the business taking it where I want it to go rather than just getting by working in it." *Nicki Paddy - Director*

### FURTHER CHRONOLOGY

<b>Head of Member Development, Institute of Certified Bookkeepers</b>	2014
<b>Business Manager, Barclays Bank (Small Business Team)</b>	2002-2004
<b>Contract Manager, Leisure Connection</b>	2001-2002
<b>Sales and Marketing Manager, SOLL Leisure (NFPO Management)</b>	2000-2001
<b>Regional/Business Start-Up Manager, Barclays Bank (Small Business Team)</b>	1990-2000

### EDUCATION, AFFILIATION & PROFESSIONAL DEVELOPMENT

<b>Administrator, Oxford Business Community Network</b>	2009-Present
<b>Mentor, Actinspace Hackathon</b>	2018
<b>Mentor / Adviser, Entrepreneurship Programme, Brunel University</b>	2014
<b>General Certificate, NEBOSH</b>	2013
<b>Chambers of Commerce, Various Roles</b>	1995-2012
<b>Diploma Advanced Bookkeeping Level 3, The Institute of Certified Bookkeepers</b>	2009
<b>Diploma, Sales &amp; Marketing</b>	2000
<b>Member, Chartered Institute of Bankers</b>	1990