

CONSULTING OVERVIEW

Nick Beecroft Consulting

Helping businesses become stronger, more profitable, better managed and ready for growth

After more than 30 years building, running and improving businesses, I now use that experience to help other organisations become stronger, better managed and ready to grow.

That experience has given me a practical understanding of how businesses operate, where improvements can be made and what supports sustainable growth.

Support can range from working strategically with owners and Boards, through to becoming involved in the operational, commercial and financial detail, or taking responsibility for implementing and managing change.

In simple terms, businesses get a **safe, knowledgeable and proven pair of hands**, with the experience to understand what is needed and help make it happen.

HOW I CAN HELP

Every business is different. Some need an experienced outside view; others already understand the issues but need help making change happen. Some benefit from experienced support on an ongoing basis.

Business Review — a thorough review of the business and how it operates in reality, covering customers, products and services, people, operations, finance, commercial performance, systems and management information. The result is a clear, practical report with prioritised recommendations, responsibilities, timescales and agreed measures where appropriate. It provides a practical basis for agreeing priorities, making informed decisions and moving into implementation.

The report is not intended to sit on a shelf; it gives the business a sound basis for deciding what to do and moving forward.

Business Improvement — practical support to turn recommendations into action. This can include improving systems and processes, strengthening financial and management information, establishing meaningful KPIs, reviewing commercial performance, clarifying responsibilities, developing people, or leading a particular project or priority. The emphasis is on practical involvement and delivery, not simply recommending what should happen.

Support can operate alongside the existing management team or take responsibility for particular areas of work, including costs and margins, recruitment and development, business systems, Board reporting, and significant projects or programmes of change.

Ongoing Support — flexible access to senior-level experience without the cost or commitment of an additional permanent senior appointment. Support can range from Board-level advice and a fractional Operations Director role to ad hoc and on-call support for the senior leadership team — providing an independent view, challenging thinking, helping with difficult decisions and becoming involved when needed. The arrangement can be tailored as the needs of the business change.

Ongoing involvement can also include commercial and operational support, management and financial oversight, mentoring senior managers, and project or change leadership.

Non-Executive Director — Working with owners and boards to provide practical advice, constructive challenge and an experienced outside perspective on strategy, business performance, risk, growth and succession.

HOW I WORK

I work in a personable, accessible and collaborative way, getting to know the leaders, the people and how the business works in practice. Where practical, this starts with face-to-face meetings and continues through regular, direct contact and hands-on involvement.

Listen before advising — understand the leaders, their ambitions and what they are trying to achieve.

Be practical — work with the people, resources and time available, and alongside those involved to turn recommendations into action.

Implement, not just advise — remain involved where required, helping manage change and ensure agreed actions are completed.

THE EXPERIENCE I BRING

Practical experience gained over more than 30 years ranges from the leadership of a substantial multi-studio organisation to building a small business from the ground up and providing long-term support to business owners.

HLM Architects — Executive Board-level leadership and operational strategy across six UK studios, with experience of governance, organisational change, acquisitions, international expansion, people development and major projects.

Specialist POS & Display — built the operational and financial infrastructure needed to support a start-up that grew to approximately £1.3 million turnover within three years.

Springlab — around 15 years of ongoing operational and financial support, management information, commercial input and an experienced sounding board for its directors.

Technology & AI — practical use of technology and AI to create useful business tools, improve processes and strengthen management information and decision-making.

WHO I CAN HELP

- Businesses whose systems and management structures have not kept pace with growth
- Leaders spending too much time running the business rather than developing it
- Management teams that need better financial, operational or commercial information
- Organisations preparing for growth, significant change or a major priority
- Businesses that need senior operational experience without another permanent senior appointment

WHAT SUCCESS LOOKS LIKE

At the outset, the client and I agree what success looks like and the KPIs or other metrics that will be used to measure it. These provide an objective basis for reviewing progress and determining whether the work is delivering the intended results.

The aim is to help create a stronger, better-managed business, with the right people, systems and information in place to perform effectively and achieve its ambitions — while minimising unnecessary bureaucracy, paperwork and day-to-day management effort.

Nick Beecroft

Board Director | Non-Executive Director | Operations & Finance Director | Business Growth Adviser