

Simon C B Hulme

s.hulme@ucl.ac.uk

simonhulme.co.uk

[LinkedIn](#)

Summary

I have a 26 year history of successfully running businesses that I created myself. I started Frame Express in 1984 (at the age of 24) and sold it in 1989. In 1992 I started Card Connection Limited, the UK's leading franchised greeting card publisher. The Company was sold to American Greetings Inc. in March 2008.

My entrepreneurial history has been written about in the Dr Rob Yeung's book *The Extra One Per Cent: How small changes make exceptional people*.

Since the business sale in 2008, I have been a professional business angel, mentor, lecturer, and now Programme Director of MSc Entrepreneurship at UCL School of Management.

Teaching Experience

UCL, School of Management, Programme Director MSc Entrepreneurship (2016 – present)

Responsible for running the MSc Entrepreneurship programme (formerly called MSc Technology Entrepreneurship).

UCL, School of Management, Senior Teaching Fellow (2013 – present)

Teaching Entrepreneurial Finance and various other workshops, including for New Entrepreneurs Foundation.

Kingston University, Entrepreneur-in-Residence (2009 – present)

Mentor on various student programs and regular speaker at Kingston in the UK and previously on their MBA programme in Moscow (2011 - 2013).

Goldman Sachs 10,000 Small Businesses Programme, Programme Tutor (2012 – 2015)

Programme Tutor on all 7 cohorts since inception on this highly-acclaimed development programme, run by UCL in London. Mentored around 70 companies.

Commercial Experience

Non-Executive Director, Consultant & Business Angel (2008 – present)

NED and/or investor in various businesses. Founder investor in several. Consultancy work to various companies – further details on website www.simonhulme.co.uk

Card Connection Limited (Farnham, Surrey)

Founder & CEO (1992 – 2008)

I started Card Connection in 1992 with funding from venture capital group, 3i. The company quickly grew to become the leader in the franchised distribution of greeting cards both in the UK and Ireland. The business ranked in the Top 10 largest UK publishers, servicing 17,500 retail stores at its peak. In 2008, the company was sold to the UK Greetings, the British subsidiary of American Greetings Inc., and remains one of their key UK trading divisions.

Frame Express Plc (Wimbledon, London SW19)

Founder & CEO (1984 – 1989)

I started Frame Express in 1984. The company was the first business in London to offer a fast picture framing service. It grew rapidly to a chain of 16 company-owned shops, all based in and around London. In 1989, it was sold to a public company The Oliver Group Plc for £1.75m. Although the brand has now disappeared, several stores are still trading after 30 years.

Redland Roof Tiles Limited (formerly based in Reigate, Surrey)

Product Manager, & Technical Sales Representative

(Spread over 1977 - 1984 whilst also attending Kingston University)

Redland was the world's largest manufacturer of roof tiles. Various roles during industrial training programme concluding as Product Manager.

Education

UCL Arena Fellowship

Fellow of Higher Education Academy 2016

Kingston University (1978 - 1982)

BA (Hons) Business Studies (2.1)

Epsom College (1972 - 1977)

A Levels: Maths, Economics, English

Awards

Best Teacher Award

MSc Technology Entrepreneurship 2015

MSc Technology Entrepreneurship 2016

Memberships

Vistage International (2004 – 2008). Chief Executives' mentoring programme which met monthly for formal presentations and mutual problem solving.

Founder of 'The 427 Club', a thriving network of former Vistage members which have been meeting 3 times a year since 2008.

Founder of 'Fifth Floor Club', a network of 5 Kingston business graduates who have met 4 times a year since 1982.

Conferences

July 2017	UK-Japan Social Entrepreneurship Symposium, UCL, London	Guest speaker
June 2017	Entrepreneurship Summer School, Surrey University	Guest speaker
May 2017	True Start Conference, London	Attendee
June 2016	Entrepreneurship Summer School, Surrey University	Guest speaker
April 2016	Financial Literacy for Entrepreneurs Conference, London South Bank University	Attendee

April 2016	Entrepreneurship Event, Bournemouth University	Guest speaker
April 2016	UCL Teaching & Learning Conference	Attendee
Dec 2015	Dorset Business Angels Conference, Bournemouth University	Guest speaker
Mar 2015	Angel Investment Event, FSE Group, Brunel University	Guest speaker
Oct 2014	Russian Week Entrepreneurship Seminar, Kingston University	Guest speaker
June 2014	Entrepreneurship Summer School, Surrey University	Guest speaker