



Simon Playfair

Managing Partner

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 [Simon Playfair](#)

Introduction

Simon joined Playfair Partnerships after reading computer sciences at Durham University, where he graduated with a BSc (Hons). He quickly qualified as a Chartered Management Accountant and combined his accounting knowledge with his IT skills to good effect in the development of informative MI and financial control systems across Playfair's client base, exposing him to the challenge of turnarounds at an early age.

He has progressed to leading the Financial Management team within both turnaround and non-turnaround roles and has been particularly effective in providing robust business forecasts needed in challenging environments.

Initially assisting with turnarounds led by senior partners, Simon now leads his own turnaround assignments and has recently completed the 2020 IFT Academy Programme.

Simon subscribes to Playfair's philosophy of working as a team and is supported by his colleagues to tackle the numerous tasks which need performing and has been instrumental in developing Playfair Partnerships' range of services.

Simon has wide-ranging industry experience including the legal, construction, manufacturing, warehousing and distribution sectors, as well as property and land management, professional services and hospitality. He also has significant experience in working with family businesses and the unique issues they present. He acts in a finance director role for a number of businesses.

Simon is now Managing Partner of Playfair Partnerships whose broad integrated services incorporate full business turnaround together with strategic and financial management. They also work with Banks and other funding institutions to review business performance and undertake profit and cash forecasts jointly for clients and funders.

Client Quote

Playfair Partnerships intervened at a critical juncture and were instrumental in dissecting my business, analysing the various sectors within it and helping me redefine what we do and removing the non-profit-making work streams. They remain with us some 10 years later, still providing valuable advice on all things 'business', helping make key decisions on shaping the future both for me and the company.

Being frank, Playfair Partnerships saved the company from what was a very uncertain future, their timely intervention was and continues to be invaluable.

Managing Director & Shareholder
Family Construction Business

Business Summary

- 2003-2006** Read Computer Science at Durham University and graduated with a BSC (Hons)
- 2006** Joined Playfair Partnerships
- 2011** Qualified as an Associate member of the Chartered Institute of Management Accountants
- 2017** Appointed Partner at Playfair Partnerships
- 2019** Appointed Managing Partner at Playfair Partnerships
- 2020** Completed IFT academy

Playfair Partnerships - Recent Assignments

- 2020** Completed 10 Covid-19 refinancing projects
- 2020** Undertaking turnaround and restructure of independent up-market shooting school
- 2020** Undertaking turnaround of independent candle manufacturer/wholesaler/retailer with significant financial and operational problems
- 2019** Expanded the number of financial management assignments, including outsourced financial management service to the IFT
- 2019** Undertook numerous financial management projects including untangling poor financial management and assessing business prospects on behalf of major bank of a highly geared independent healthcare provider
- 2019** Undertook financial review of clinical negligence law firm, summarising and explaining financial performance; create a new financial strategy and gain significant new funds to aid business growth
- 2018** Completed turnaround of lingerie, leisure & swimwear brand management business and nominated for SME turnaround of the year
- 2018** Completed turnaround of manufacturer/installer of window products in the construction industry and effected share buy-back to for a £m sum
- 2017** Completed turnaround of specialist services building contractor, by restructure of business, elimination of significant debt and subsequent reorganisation of shareholding, culminating in profitable ongoing business
- 2017** Commenced turnaround assignment in construction supply business with significant financial and operational problems