



WOMEN OF WONDERMENT  
BY



Inspiring women to work in the Social Enterprise & Social Investment Sectors

## Pauline Graham

### Social Firms Scotland

Pauline's been at the helm of Social Firms Scotland for 10 years, although her work in the social economy spans 18 years. Pauline is also a founding director of Ready for Business LLP which is delivering the Scottish Government's 'Development Markets for Third Sector Providers' Programme'. Through this, Pauline works with the Scottish procurement and commissioning community to embed social value in commissioning and promote new service delivery models. She has been instrumental in supporting a number of strategic Public Social Partnerships in Scotland across justice; mental health; community transport; social care, and employability for people in recovery from addictions. Pauline is also an active partner of the EU Social Enterprise Network. Pauline is a graduate of Glasgow Caledonian University and her career history includes marketing management within further education, community arts and regeneration. In a voluntary capacity, Pauline is Chair of Partick Thistle Community Trust – combining her love of football and community development.



### What do you love most about the work you do?

I love the varied nature of the work that I do.

### Who inspires you?

People with passion that are so evident in our sector inspire me every day.

### What would be your 3 top tips to someone looking to do what you do?

- 1) Never lose sight of the fact that social enterprise is about social change albeit a different way of doing business.
- 2) Be true and hold firm to your values; never put organisational interests before the sector you represent
- 3) Always challenge the status quo where you feel you should!

### What is your biggest achievement to date?

Being one of the sector leaders in Scotland who inspired Govt and the sector to establish a 10 year Social Enterprise Strategy. Working since 2008 to influence procurement policy and establish good practice in service reform via Public Social Partnerships.