

NEW ENTREPRENEUR

Name & surname: Patricia Tejera Correa

Country: Spain

Age: 29

Status: *Start-up*

Sector: IT services

Name of business: Etnonautas

Website: www.etnonautas.com

HOST ENTREPRENEUR

Name & surname: Peter Ďuriš

Country: Slovakia

Age: 26

Experience (years): 8

Sector: Project management / Business development

Name of business: P&T corp., s.r.o.

Website: www.Kickresume.com

Period of Exchange: 05/10/2015 - 02/12/2015

Duration of Exchange: 2 months

Brief introduction:

New Entrepreneur: I am co-founder of Etnonautas. We are more than a translation company, solving Internationalization needs of our clients to beat the language and geographic barriers, not only offline but online. I knew about EYE through the ITC e-mail marketing and I decided to participate because it was the perfect opportunity to learn how things works outside the Canaries, in a young company with people who has grown with it and that could be a future customer or partner.

Host Entrepreneur: Kickresume is a worldwide startup with over 400.000 users based on Slovakian accelerator, The Spot. We help people through the process of resume and cover letter creation. Our database of prewritten resume phrases recommends how to create perfect content with professional proofreaders and create personal site. I heard about EYE from a friend, he was in Austria and he turned everything he learned to a successful business. I said to myself I could do the same. I was Erasmus student in Greece, now came time to give it back to society. We used to say "Erasmus once Erasmus forever".

Activities undertaken:

New Entrepreneur: Patricia helped Kickresume with connection to Spanish speaking businesses, with management and creating Spanish go to market strategy, working together to evaluate the Spanish market Patricia supported Peter for making first contact with B2B partners from South America and Spain and to deal best conditions.



Host Entrepreneur: Peter supported Patricia in her pricing strategy, providing feedback, supported aspects like Skills improvements and management improvements of Patricia's business development, as well as mentored Patricia in soft skills, management, presentations, marketing, communication with partners and customers, doing profitable business.

Benefits achieved:

New Entrepreneur: I feel more confident about my business. I have learnt how to manage a company, how to organize departments and the importance of measuring. I have learnt how to reach customer/users more easily without investing money, but time and our own resources. Moreover, I also contacted another translation company thanks to Peter. We have had a meeting and we are starting a new partnership.

Host Entrepreneur: I hope this was just beginning. With Patricia we had meetings and brainstorming about what we can do and how we can approach Spanish universities. She helped us with lots of connections in Latin America. And also she did some great findings in our services so we could improve it. There will be longer cooperation between us either in using her services, business advices or at least visiting.

Quotation regarding the experience:

New Entrepreneur: "I have learnt what I suppose to learn beside set up a relationship with one of the best companies in my field and with a future client and partner. What else do I need? I recommend the experience 100% and I would do it again if I could."

Host Entrepreneur: "There is something different between all people and entrepreneurs. I think Patricia got it and she is a very clever woman with lots of ideas and drive. What I suggest her is doing business even more aggressive and push on social marketing. It was great experience that created new friends new thoughts."



For further information about the exchange:

- NIO, Instituto Tecnológico de Canarias, Lucía Dobarro: rempart@itccanarias.org
- HIO, Nezisková organizácia EPIC, Zuzana Polačková: zuzana_p@epic.org.au

For information on the programme and details on how to enroll visit:

www.erasmus-entrepreneurs.eu