

Success story :RLT173772

New Entrepreneur (NE)

Name & surname: Carlos Jonay Suárez
Suárez

Country: Spain

Age: 33

Status: *Would-be entrepreneur/Start-up*

Sector: IT

Name of business: CJSS

Website: www.carlosjonayss.com

Host Entrepreneur (HE)

Name & surname: André Marquet

Country: Portugal

Age: 37

Experience (years): 8

Sector: Product Management

Name of business: **Productized**

Website: www.productized.co

Details of the exchange

Period of Exchange: April-October

Duration of Exchange: 6 months

Brief introduction:

Carlos Suárez is the NE and he discovered the Erasmus entrepreneur program through FGULL in Tenerife. He decided to apply to this program because it is a great opportunity to close new deals and get direct feedback and experience from a business man as André Marquet.

André Marquet is the HE and he discovered EYE while a director at Beta-i in Lisbon, when they started receiving European entrepreneurs and helping them shape their careers in. The EYE is a great program and allows entrepreneurs to have direct exchanges that otherwise would be very hard to happen, as it was the first time we had an entrepreneur from the Canary Islands with us.

Activities undertaken:

Our relationship has been really good, interesting and with a positive feedback. Working in Productized Carlos has improved a lot of his skills as Product Management, IT Management, Event Management, Wordpress, Digital Marketing, Corporate Communication, Professional English and Basic Portuguese. For his part, André has got a lot of positive feedback from Carlos, new ideas to put in action in Productized Conference and new leads and commercial opportunities in Spain and Portugal.

Benefits achieved:

After to close our Erasmus Entrepreneur relationship we are talking to put in action new business in Portugal and Spain (or other UE countries) André Marquet to offer Carlos to continue his relationship with Productized for future business and projects. At the same time, Carlos has offered to André the possibility to participate in different



events/sessions/projects to share the Andre's experience in Canary Islands.

Quotation regarding the experience:

NE: *"My experiences in Lisbon has been really good. I have closed new deals, leads and put in action one new project: DNExp"*

HE: *"My experience with Carlos Suarez was amazing and it was really what the EYE is about, Carlos did his work regarding his entrepreneurial activities with full autonomy, and made full use of our coworking space and facilities for his meetings in remote working setting that worked out for him, while helping our organization with a number of social media activities always on time and fully committed."*

For further information about the exchange:

- NIO: Instituto Tecnológico de Canarias, eye@itccanarias.org
- HIO: YEI - Agencia para o empreendedorismo e Inovação, geral@yei.pt

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

www.erasmus-entrepreneurs.eu