



Erasmus for Young  
Entrepreneurs

# SUCCESS STORY: Consulta Europa Projects and Innovation Michelle Perello (HE) Nadya Ilieva (NE) RLT76903





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## Erasmus for Young Entrepreneurs Success story: Consulta Europa

### New Entrepreneur (NE)

**Name:** Nadya Ilieva

**Country:** Bulgaria

**Age:** 29

**Status:** Would-be entrepreneur

**Sector:** Consultancy

### Host Entrepreneur (HE)

**Name:** Michelle Perello

**Country:** Spain

**Age:** 33

**Experience:** 6 years

**Sector:** Consultancy

**Name of business:** Consulta Europa  
Projects and Innovation, [www.consulta-europa.com](http://www.consulta-europa.com)

**Period of Exchange:** January 2012 until March 2012

**Duration of Exchange:** 2 months

### Brief introduction:

**HE:** Michelle Perello is a young woman entrepreneur who started working as freelance consultant in 2006 and established her own company in 2009. Since her company is already multinational, assisting organizations from different EU countries and working constantly with European consortia, she immediately spot the opportunities offered by the EYE programme such as establishing new contacts with potential collaborators from other countries. Besides, she really believes there is a strong need to foster entrepreneurship in Europe and was enthusiastic about the idea of sharing her experience with a young aspiring entrepreneur, in particular with a woman, since she is aware of the specific difficulties encountered by women in establishing and running a business.

**NE:** Nadya Ilieva is at the beginning of setting-up her own business in the field of EU funds consultancy. As a citizen coming from one of the last Member States to join the EU, she has a professional interest in gaining an in depth understanding of the EU funding programmes and projects. After having worked for few years in the private sector, Nadya has decided to search for new opportunities to develop. She followed a master course on European studies – Project consultant and Policy advisor in order to optimize efforts and resources connected with her business idea. The participation in the programme was aimed at having the opportunity to get directly involved in a real business environment before starting a new business.



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### Activities undertaken:

Nadya has helped the director of Consulta Europa in her daily activities. Moreover, she attended Seminars and Conferences concerning themes which were interested for future projects and wrote reports on them afterwards. She has been involved in drafting some projects in the field of Life Long Learning Programme and in monitoring call for proposals.

### Benefits achieved:

**HE:** With Nadya, we decided to continue our collaboration and are now aiming at establishing a Bulgarian branch of Consulta Europa which will be directed by Nadya.

**NE:** The programme allowed me to gain a lot of experience in the field of drafting projects. Thanks to the successful collaboration I acquired valuable experience on how small consultancies are operating and how EU funding opportunities can be reached. I am really pleased of the fact that Michelle likes me to such extend to give me the opportunity to work together in the future.

### Quotation regarding the experience:

**HE:** *"It was definitively a huge success!"*, Michelle Perello

**NE:** *"I can conclude that the relationship has been successful!"*, Nadya Ilieva

### For further information about the exchange:

- NIO, Regionalna Agencija za Predpriemachestvo i Inovacii-Varna, Ivelina Nestorova: [office@rapiv.org](mailto:office@rapiv.org)
- HIO, Instituto Tecnológico de Canarias, Lucía Dobarro: [rempart@itccanarias.org](mailto:rempart@itccanarias.org)

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

[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)