



Success Story Template: **Stefan Granholm og Ilona Kocheva**

Period of Exchange: 01-07-2020 - 31-12-2020

Duration of exchange: 6 months

PICTURE OF NE



NEW ENTREPRENEUR – Ilona Kocheva



Age: 23

Company NAME + Name of Business/webpage:

Sector: IT, office and communication equipment, services and supplies

Status: Would-be entrepreneur

Years of experience: 0

ONE SENTENCE THAT SUMMARISES YOUR EXPERIENCE as NE:

“It has been really a great experience and I loved it.”

PICTURE OF HE



HOST ENTREPRENEUR – Stefan Granholm

Age: 47

Company NAME and webpage:

Sector: IT, office and communication equipment, services and supplies

Years of experience: 7

ONE SENTENCE THAT SUMMARISES YOUR EXPERIENCE as HE:

“My Erasmus for Young Entrepreneurs period has been a successful and enjoyable experience.”



PICTURE TOGETHER



1. Specific Activity/Sector of the exchange



IT, office and communication equipment, services and supplies

2. Brief introduction (max. 1000 characters)

After a few months of hesitation, Stefan Granholm finally decided to apply for participation in the Erasmus of Young Entrepreneurs program (EYE). Would the program live up to his expectations of meeting a young person with whom he could innovate and form new ideas? But after speaking to Ilona Korcheva, his young entrepreneur match, he was convinced that the program really had a lot to offer him and his business. Ilona Kocheva on her part immediately had fallen in love with the idea of EYE. Having always dreamed of founding her own company, she thought that this program could bring her closer to her dream and had decided to go for it.

3. Activities undertaken (max. 1000 characters)

Stefan and Ilona initiated their cooperation based on each other's strong points and interests. Ilona was very interested in finding out what it takes to run a successful business; how to handle business meetings, how to coordinate the work in the team etc. Another point of interest to Ilona in Stefan's company was Python, a programming language, which Ilona had only little knowledge of beforehand. During the exchange, she developed new skills in Python by providing customer service and support to Stefan's clients. Ilona also used her skills on services related to search engine optimization (SEO).

4. Benefits achieved (max. 1000 characters)

Ilona and Stefan agree that their cooperation has been mutually beneficial and very successful. Ilona has gained experience on how to start and run her future business, how to build it to be successful and how to build and handle business relationships by herself. She goes back home with a set of potential future business partners from Denmark and a renewed business plan.

Stefan and his company have benefited widely from Ilona's work. Among other things, she found the first partners for his future SEO services, attended partner meetings and looked up new potential partners. He is pleased that he has given Ilona the opportunity to develop skills in Python and that in return, she has provided him and his team with a very valuable outer perspective on themselves and their business. Stefan is convinced that Erasmus for Young Entrepreneurs is full of benefits. He strongly and without hesitation recommends anyone to take part in it.

Results achieved thanks to the exchange *

Fill in all applicable fields.

These fields will be highlighted in the success story overview. The ones that are blank will not be displayed.

Number of companies created



Number of contacts created

Increased turnover for NE €

Increased turnover for HE €

New jobs created for NE:

New jobs created for HE:

Number of new cooperation contracts signed:

Expanding markets - number of new countries covered (NE) (please list):

Expanding markets - number of new countries covered (HE) (please list):

- Quotation regarding the experience (NE - max. 300 characters):

“It has been really a great experience and I loved it.” Ilona

- Quotation regarding the experience (HE - max. 300 characters):

“I cherish this experience a lot. It gave me new ideas and very new ways of thinking. I think that anyone could benefit from taking part of this amazing experience.” Stefan