

Erasmus for Young Entrepreneurs

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SUCCESS STORY

New Entrepreneur

Name and Surname: Martyna Słowińska

Country: Poland

Age: 28

Status: Would-be entrepreneur

Sector: Architecture and Design

Name of business/website: <https://msska.pl/>



Host Entrepreneur

Name and Surname: Nuno Teixeira Martins

Country: Portugal

Age: 43

Experience: 14 years

Sector: Architecture and Design

Name of business/website: <http://oto.pt/>



Details of exchange:

Date of exchange: 12/09/2022 – 12/12/2022

Duration of exchange: 3 months

Brief introduction (max. 1.000 characters): Who are the participants, how did they discover EYE, why did they decide to participate, what were the expected benefits, ..

Martyna is a young architect from Poland. She gained experience by studying and working in Poland and Spain. In her field of interests always was social architecture, sustainable construction methods and 3D modelling. She was planning to start a vibrant and an innovative business based on BIM technology which will be a main tool used in her office. Martyna decided to apply to the Erasmus for Young Entrepreneurs program to get inspired by successful entrepreneur and learn how to manage a small business. Nuno Teixeira Martins is an architect and entrepreneur, one of the founder of an architectural practice OTO Arquitectos, based in Cascais, Portugal. He decided to participate to the program after Martyna contacted him and proposed collaboration. After an interview they knew that they share common interests and will be able to work on amazing projects together.

Activities undertaken (max. 1.000 characters): Examples, description of the relationship between the two entrepreneurs,...

During the time of the exchange Martyna had a possibility to get familiar with ArchiCAD, a design software which uses BIM technology. Knowing how important for brand recognition is taking part in architectural competition, Martyna and Nuno got involved with one of them. The task was to design social housing in one of the neighbourhood in Lisbon. Nuno's previous experience and Martyna's big interest in this topic led to the creation of an extraordinary proposal. During all the time Martyna had a great support from Nuno and his team in terms of access to references, construction solutions and local regulations. Considering complexity of the project Martyna was able to go through the conceptual design process and find the best workflow for her future business. Simultaneously, Martyna was gaining the expertise regarding project management, team management and work with clients. Martyna was inspired by Nuno's experience in running a successful small scale studio and developed a clear strategy for the initial stage of self-employment.

Benefits achieved (max. 1.000 characters): Future prospect of cooperation, skills developed, contacts made...

Martyna and Nuno completed and delivered the competition proposal, which will be a great asset in the portfolio. Thanks to the complexity of the project, Martyna got a possibility to see a good practice of a general workflow starting from a good plan of the entire process and using efficient software finishing with managing a team and distributing tasks. Martyna had a chance to develop problem solving skills and improve dealing with different ideas and incorporate them in a productive way. Working in an international environment on a project with different local conditions was very challenging but it was undoubtedly one of the most valuable experiences which will reflect positively on Martyna's future business by bringing fresh perspective and unconventional ideas. The acquired knowledge of creating a business network, collaboration with a client and automation of processes will definitely increase competitiveness on the market.

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

"Erasmus for Young Entrepreneurs it's a challenging experience but it helped me to improve my creativity and allowed me to work on my professional and personal skills. It gave me more motivation for self-development and showed how important it is to take the initiative, especially for young entrepreneurs."

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

"Taking part in the program was a very valuable experience. It brought a lot of new and fresh ideas to our office and eventually we achieved our goals."



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