

Erasmus for Young Entrepreneurs

Erasmus for Young Entrepreneurs

SUCCESS STORY

New Entrepreneur



Name and Surname: Katarzyna Karposiuk

Country: Poland

Age: 25

Status: Would-be entrepreneur

Sector: Translation

Name of business/website: N/a

Host Entrepreneur



Name and Surname: Rosa Maria Cabrera Torres

Country: Spain

Age: 39

Experience: 5 years

Sector: Translation

Name of business/website: Traducciones ABROADS

Details of exchange:

Date of exchange: 15/04/2021-30/07/2021

Duration of exchange: 4 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...

As for the New Entrepreneur, Kasia is a graduate from University of Wrocław (Law, Administration and Economics) in Wrocław, Poland. Right after the graduation the global pandemic has complicated her career plans and she started to search for new possibilities for herself, and that is how the idea of becoming a sworn translator has appeared.

She did a preparation course and meanwhile some of her friends told her about the Erasmus for Young Entrepreneurs Programme, which appeared to be the best solution to begin with. Kasia as New Entrepreneur wanted to be informed about legal procedures which must be completed before starting her own business. She wanted to learn how to contact with clients, how to look for new potential ones, learn about marketing tricks which lead to development of the company. She also wanted to practice her language skills in Spanish and English.

On the other hand there is Rosa, the Host Entrepreneur with 5 years of experience in the field, who already knew the programme because she did completed other exchanges in the past with other young entrepreneurs-to-be. Rosa decided to start yet another exchange with Kasi to get to know the situation of Translation Sector in Poland and apply some innovations in the functioning of her company. By interchanging contacts, she counted on extending the scope of her company, making it international. Rosa can count on cooperation with Kasia's future company which will lead to development of both.

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

During the last month Kasia did a research about Translation Sector in Poland and Rosa offered information about that sector in Spain. Seems that both markets are growing fast, especially now there is a huge demand on marketing materials and advertising abroad (ergo: more translations of this kind are needed). Moreover, as usual, Kasia helped with everyday work in the company as a Project Manager, mainly finding new clients and managing the existing projects.

In the everyday work, Kasia made notes about: frequency of orders, languages the most and the least ordered, different types of documents to translate. It showed up the most ordered language would be English and the least, oriental languages, such as Chinese or Korean.

Kasia looked for new opportunities for collaboration, as a result, majority of the companies merely promised to put the company's offer at the database they have and get back to the company when they are interested.

The last month was especially challenging, as the usual vendors (translators) were going on holidays, Kasia was working on changing the perspective and look for new possible vendors that could replace the missing translators, without losing the natural, smooth flow of work. In some cases, it showed up that some of the vendors were overestimated and the change affected positively the work at the agency.

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

Kasia learned how to be more flexible about the pricing and the delivery time, depending on the client's needs. To that end, Kasia improved her communication with the vendors and/or the clients, thinking outside the box.

From time to time, she had to face some issues like delays in translators work. Kasia discovered the way to solve this problems, which is present the facts and ask politely yet firmly to work on the projects with no delays, explaining how the delays may affect the provider's opinion and the collaboration in the future.

Rosa got to know the situation of Translation Sector in Poland and applied the knowledge to the practice by introducing changes into the client service (such as new formats of translated documents). By interchanging contacts with Kasia, Rosa can extend the scope of her company, making it international. Rosa can count on cooperation with Kasia's future company which will lead to development of both.

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

Having finished the exchange I am really glad I tried it, since no theory or books will ever give me the possibility of working in real life with real people. For me, the possibility of gaining new experiences and educate myself abroad is crucial since I first started studying foreign languages.

During the lasts weeks of the exchange I decided I wanted to start another Master's Degree in Spain – directly connected with my future plans, which would be Institutional Translation. I am really looking forward to it, and I hope my experience at ABROADS will help me develop as a person, and as a future entrepreneur.

I could not think of anything more challenging before starting my own business and that is the way I wanted to examine my own capacities as well. I think that participating in the programme was the best way possible to prepare myself to my future business - related plans.

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

I am really glad Kasia joined us for the exchange, she is a very motivated person and always has a lot of plans regarding her future. Kasia did really great at work, she improved some of the aspects we would never think were necessary, so it is clear that a change of perspective is always a good thing.

I am sure she will be a great asset whenever she would work next, and I hope she will accomplish every goal she has, because she is a really hardworking person, I believe that would not be a problem at all. We hope to stay in touch and count on her if she eventually becomes a Sworn Translator, here in Spain, or wherever she would like to be.



Kasia (New Entrepreneur) with Rosa's employee, Roberta (Host Entrepreneur)

- I grant Erasmus for Young Entrepreneurs Support Office the right to use my story in its publications