

## Erasmus for Young Entrepreneurs

### New Entrepreneur:

Mr. Damjan Vasiljevic (Serbia)

Company Name: he is planning to start his own business

Sector of activity: Financial and insurance services

### Host Entrepreneur:

Ms. Dragana Nikolic (Germany)

Company Name: N&P Business Consulting GmbH/ EQ-TRAIN / [www.eq-train.de](http://www.eq-train.de), [www.np-connect.de](http://www.np-connect.de) (15 years of experience)

Sector of activity: Education and training services

**Period of the exchange:** from 15.08.2019 to 15.11.2019

**Duration of the exchange:** 3 months



*“A fresh and critical view of Mr. Vasiljevic was important as it contributed to further strengthening the company and the business of higher education.”*

Mr. Vasiljevic joined the European exchange programme for Entrepreneurs with the aim to find a concrete help in an expert, who could provide him useful advice and skills on how to start his own business. After his studies in Economics, Finance and Administration in Belgrade and several years of working experience, Damjan had the proper credentials to continue his career in the business field taking part in an exchange from which he could only learn and achieve as much as he run into. Who better than Ms. Dragana Nikolic could give him the chance to face all his doubts and uncertainties about market and strategies?

Since 2017 Dragana Nikolic is Director of N&P Business Consulting GmbH, a comprehensive mediation in hiring a skilled workforce from the Balkans and other countries in Germany. She participated in several projects of the Erasmus Plus as a mentor and she acquired the necessary skills to follow the growth of a young entrepreneur. She wanted to spread her professional knowledge to a new and young collaborator with great communication, creativity, self-initiative and organization skills who could bring a fresh air of innovation in her company and she found Damjan.

Damjan has been involved in different projects of market analysis, helpful for him to identify and understand all the factors at play, which should be taken into account before entering new markets, he acquired knowledge in accounting and business development too.

Furthermore, he had the chance to monitor sales and marketing trends, to learn how marketing programs and strategies really work. He evaluated data collection methods, collected data regarding consumers and competitors. Mr. Vasiljevic could test his own skills working under pressure and to tight deadlines in an environment full of experts. Thanks to this exchange, Damjan gained experience in managing office work, in order to create and grow his own business.

Thanks to the Erasmus for Young Entrepreneurs programme, Ms. Dragana has acknowledged the importance of a “fresh and critical view” of a young collaborator, who helped to further strengthening the firm. She expressed the will of a long lasting relationship with Mr. Vasiljevic, perhaps through licensing, subcontracting or acting as an agent.

Erasmus for Young Entrepreneurs provides European entrepreneurs the chance to share and gain relevant business skills. As a new entrepreneur, you will learn from an experienced entrepreneur and benefit from on-the-job training in a small or medium-sized company in another participating country. As a host entrepreneur, you can benefit from fresh and innovative ideas from a motivated new entrepreneur.

Would you like to participate? Contact: [Italienische Handelskammer für Deutschland e.V.](http://Italienische Handelskammer für Deutschland e.V.)

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