

Relationship number: RLT 233489

Period of Exchange: From September 2023 – to March 2024

Brief introduction (max. 1000 characters):

Francesco Cuonzo is a young expert in economics and finance in the energy sector with strong entrepreneurial ambitions. Marco Ghirardello, Aerospace Engineer with an MBA from Bocconi and twenty years of experience in the photovoltaic sector. The choice to participate in the project, for both, lies in the great ambition of wanting to have a social impact on the community by starting electrification projects.

Activities undertaken (max. 1000 characters):

The collaboration between Francesco and HE Marco Ghirardello took place in following the design and economic evaluation of a storage system, in participating in fairs and events useful for expanding the customer and partner network, in the creation of a complete CRM of information on customers and potential customers, in the creation of brochures and targeted offers for installer customers and ultimately in the distribution of products on the Italian market.



Benefits achieved (max. 1000 characters):

The collaboration between the host entrepreneur (HE) and the new entrepreneur (NE) in the field of energy storage represents an exciting opportunity for both parties. The knowledge gained within large companies such as Enel and Sorgenia of the NE combined with the experience and knowledge of the HE market in the production of storage systems through Solar Techno Europe B.V., creates a promising basis for success. Technical skills in product evaluation are skills improved by NE. For the HE, the possibility of having a new resource to include in the organization has brought know-how and growth in the company's turnover.

New Entrepreneur:

Name & surname: Francesco Cuonzo

Country: Italy

Age: 26

Status: Start-up

Sector: production of oily fruits

Name of business: Selva de Rubeis

Website:

<https://www.linkedin.com/in/francesco-cuonzo-64b873170/>

Host Entrepreneur:

Name & surname: Marco Ghirardello

Country: Netherlands

Age: 57

Experience (years): 20

Sector: Energy storage system

Name of business: Solartechno Europe B.V.

Website:

<https://www.solartechno.com/>

Quotation regarding the experience:

NE: “Francesco Cuonzo, Selva de Rubeis”

Experiencing the corporate and entrepreneurial landscape of the Netherlands has provided me with invaluable insights into the future.

HE: “Marco Ghirardello, Solartechno Europe B.V.”

I strongly believe that having young, eager-to-learn individuals to train and engage with is a valuable asset in fostering synergies among entrepreneurs at the international level.

For further information about the exchange:

- NIO/HIO, UNISCO / Erasmus HOLLAND
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

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

www.erasmus-entrepreneurs.eu