

SUCCESS STORY

NEW ENTREPRENEUR

Name & Surname *: **João David Silva**

Country *: **Portugal**

Age: **30**

Status: ☐ Would-be entrepreneur ☐ Start-up

Sector *: **Architecture**

Name of Business/website (if applicable): **JOODA Architecture and planning**

Picture (NE)* (Image should be JPEG format, max. 2MB):



HOST ENTREPRENEUR

Name & Surname *: **Bruno Giotta**

Country *: **Italy**

Age: **45**

Experience in years (as an entrepreneur): **5**

Sector *: **Architectural, construction, engineering and inspection services**

Name of Business/website: **Renewia S.p.A.**

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Picture (HE)* (Image should be JPEG format, max. 2MB):



DETAILS OF EXCHANGE *(if possible, to be filled in together – NE and HE)

Date of exchange*

Start: 16/09/2024

End: 16/03/2025

Duration of exchange* (in months): 6

Brief introduction *(maximum 1000 characters) – *Who are the participants? How did they discover the EYE programme? Why did they decide to participate? What were the expected benefits for each entrepreneur?*

João David Silva, a Portuguese architect, and Bruno Giotta, an Italian entrepreneur specializing in sustainable architecture and engineering, joined the EYE program to exchange knowledge and expertise. João discovered the program while seeking hands-on experience to refine his business plan, while Bruno saw an opportunity to collaborate with an emerging architect interested in eco-friendly solutions. Their shared commitment to sustainable rural architecture made this partnership ideal. João aimed to develop technical and entrepreneurial skills, while Bruno sought fresh insights and innovative approaches to sustainable design.

Activities undertaken *(maximum 1000 characters) – *Give examples; description of the relationship between the two entrepreneurs*

The collaboration was structured around hands-on experience and business development. João spent 38 hours per week working closely with Bruno on sustainable architecture projects, learning organizational tools and software specific to rural design. He actively participated in brainstorming sessions, developed design briefs, and refined project concepts with a strong focus on sustainability. Additionally, 19 hours per week

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were dedicated to networking and skill enhancement, including mentorship from Bruno in sustainable materials, competitive analysis, and prototyping. João also worked independently for 11.5 hours per week, applying learned concepts to his business plan and preparing his own architecture website and branding.

Benefits achieved *(maximum 1000 characters) – *Future prospects of cooperation; skills developed; contacts made.*

Throughout the exchange, João developed essential skills in sustainable rural architecture, advanced his knowledge of eco-friendly materials, and enhanced his project management abilities. He also gained valuable industry experience and expanded his professional network. Bruno introduced him to other professionals, leading to new connections and potential collaborations in Italy. João is now evaluating offers to continue working in Italy, building upon the relationships formed during the exchange.

Picture (NE + HE together) * (Images should be JPEG or PNG format, max. 2MB)



RESULTS ACHIEVED THANKS TO THE EXCHANGE *

Number of companies created (if applicable):

Number of contacts created (if applicable): 3

Increased turnover for NE (if applicable): €

Increased turnover for HE (if applicable): €

New jobs created for NE (if applicable):

New jobs created for HE (if applicable):

Number of new cooperation contracts signed (if applicable):

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Expanding markets - number of new countries covered for NE (if applicable):

Expanding markets - number of new countries covered for HE (if applicable):

Quote from NE regarding their experience in the EYE programme (max. 300 characters):

The EYE programme was an incredible opportunity to gain hands-on experience in sustainable architecture while expanding my professional network. Through my collaboration with Bruno Giotta, I connected with industry experts and secured future partnerships, which will be invaluable for my career growth

Quote from HE regarding their experience in the EYE programme (max. 300 characters):

Hosting João through the EYE programme was a rewarding experience. His dedication and fresh perspective enriched our projects, and I was happy to introduce him to industry professionals. I believe the connections he made here will lead to valuable future collaborations in architecture.

*Permission for publication

- ☒ In accordance with the principles of Regulation (EU) 2018/1725 and of the EU General Data Protection Regulation (EU) 2016/679, and the provisions of the programme privacy statement, I grant the right and permission to use my personal data for the Purpose of the Erasmus for Young Entrepreneurs programme.