

**New entrepreneur:** Migle Abramoviciute - Lithuania

**Host entrepreneur:** Simas Jarasunas – Brite Drinks - UK

*4 months in the UK*



An interview with Simas who was once a new entrepreneur who gained experience through the Erasmus for young entrepreneurs programme. After running his business for over 3 years he could then become a host himself which he was very kin to do.

He hosted Migle in the UK.

Simas tells us:

*“Since the exchange our business has been continuously growing. Up until now we were just the two founders and we had external teams helping us with sales in the UK as well as exports, PR and other projects. The EYE programme helped us prepare to bring in new team members internally, which previously we did not feel comfortable with. We were not sure if we would be able to give them the support and on-boarding needed and that's why we opted for external teams and agencies instead.*

*This January we hired a sales project manager and it is working really well so far. We should have done this a long time ago...”*

Are you still in touch with your host back in Lithuania?

*“I am in touch with my host in Lithuania, but we are not working on any projects together. It's just an occasional catch up and advice.”*

What are your future plans?

*“As a business we are focussed on building new sales channels in the UK and also further expanding our export markets in the EU this year.”*

Any tips for other hosts or things you have learnt as a host?

*“As a host, I have learned what is the best way to on-board new team members and set them up for success. Such as preparing a “playbook” in advance, so they have all the info about the brand, product, customers and all the FAQs. Also, setting clear goals and processes as well as having regular catch ups to make sure that they have all the support they need.”*