



John Makridis

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“The journey from Developer to Entrepreneur”



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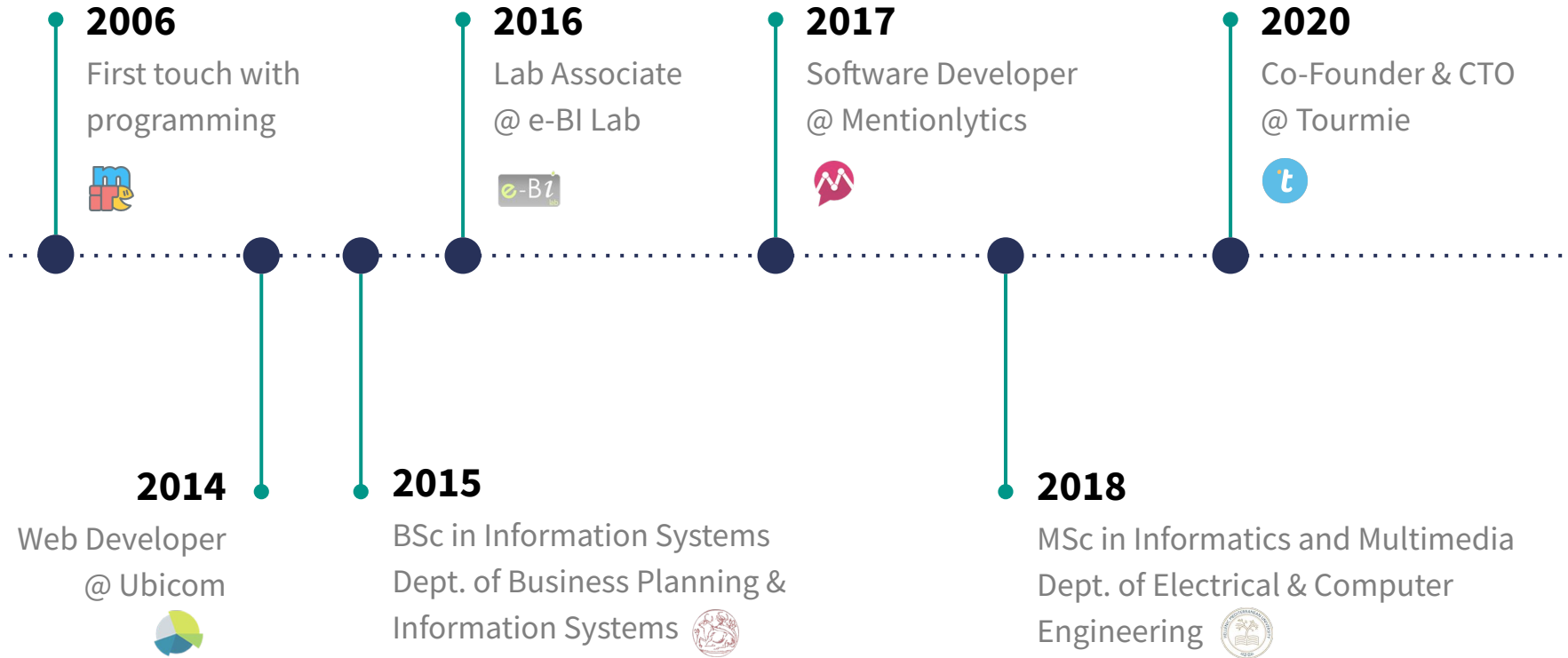


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Journey



Background

- Information Systems
- Web Applications
- Databases
- Web APIs
- Data Analytics

Languages, frameworks, technologies, etc..



From Developer to Entrepreneur

Preparation

Skill Set

As a developer, you may be skilled in writing code and building software, but entrepreneurship requires a broader skill set.

To be successful, you will need to develop skills such as:

- Business management & development
- Marketing
- Sales
- Finance
- Leadership

Mindset

Shifting from a developer to an entrepreneur requires a shift in mindset.

You will need to learn to think about the big picture and make decisions that are in the best interest of the company, rather than just focusing on technical details.

You will need to be dedicated to the vision and the plan of the business.

Do your best to have a good collaboration with the other members of the team, and stop trying to do everything alone.

From Developer to Entrepreneur

What to be aware of

Uncertainty

You will need to be comfortable with uncertainty, and willing to take calculated risks to grow your business.

Your business, at the beginning, will not have much resources (€?). You may need to have a second revenue stream.

From Developer to Entrepreneur

Tips for making the transition

Tips

- Define the “Point A” and the “Point B” of you and your business
- Know your customers and listen carefully to their feedback (also keep track of your competitors)
- Leverage your technical expertise to develop and bring new features and services to the business, and drive innovation
- Build a network of mentors and advisors, ask for help/opinions from other experienced entrepreneurs, or/and participate in an acceleration program
- Continue practicing, try to adopt new technologies, and develop your skill set


Thank you

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