



## **Qonto appoints Kenneth de Spiegeleire as Chief Revenue Officer to boost international growth**



*Photo: Kenneth de Spiegeleire, Chief Revenue Office of Qonto*

**Paris, May 31, 2023** – Qonto, the leading European business finance solution, has appointed Kenneth de Spiegeleire as its Chief Revenue Officer (CRO). Since April 2023, de Spiegeleire leads Qonto’s central growth teams and international markets, to help pave the way towards profitability. His arrival reflects Qonto’s strategy to hire people with the experience to continue building a business for long-term success, driving Qonto’s international expansion in the SME market.

*“Even if you see a lot of innovation in Fintech today, SMEs are still heavily underserved,” says **de Spiegeleire**. “Qonto is here to energize them and to provide them with the means to achieve their ambitions.”*

As CRO, his mission is to lead growth in Qonto’s core markets of France, Germany, Italy, and Spain, leveraging his proven ability to scale businesses while strengthening international sales and marketing functions. Over the past 20 years, de Spiegeleire held different leadership roles in the US and in Europe, at both global leaders like Cisco and Vodafone, and rapidly scaling startups, such as Dropbox and, more recently, Forto. At Qonto, he will take direct responsibility for Sales, Marketing, and Partnerships.

*“I truly believe in Qonto’s mission to support and enable European small businesses. We have a real opportunity to demystify some of the complexity that often seems to come with financial services,” adds **de Spiegeleire**. “I’m excited to join such a skilled team and help reach a very ambitious goal: becoming the business finance solution of choice for 1 million European SMEs and freelancers by 2025.”*

# Qonto

De Spiegeleire joins Qonto at a strategic moment in its growth trajectory. After the record-breaking Series D fundraising in January 2022 and the Penta acquisition in Germany in July 2022, the company is now focusing on:

- **Establishing its all-in-one offer for finance teams** by serving larger SMEs with tailored finance products for bigger teams
- **International Expansion** by growing its market share in international markets (Germany, Italy, Spain)
- **Building a profitable business** by laying the foundations of profitability at the group level
- **CSR:** Building a more sustainable and inclusive company.

*"We are delighted to have Kenneth on board," says Qonto Co-Founder and CEO Alexandre Prot. "His experience and commitment to helping companies embrace change, as well as his technical knowledge, are key for our growth ambition and expansion plans."*

## About Kenneth de Spiegeleire

After studying electrical engineering and information security at the Swiss Federal Institute of Technology, the University of Gent, and the University of London, **Kenneth de Spiegeleire** began his career at IBM in 1999. Over the past 20+ years, he held different leadership roles across a wide range of company sizes, in the US and in Europe, like Cisco, Vodafone, Dropbox, and, more recently, Forto. Kenneth has long-standing experience in driving sales & marketing teams in international scale-ups. In 2023, he joined Qonto as CRO to lead the Growth team and international markets.

## About Qonto

Qonto is the leading European business finance solution. It simplifies everything from everyday banking and financing to bookkeeping and spend management. With its fast and innovative product, highly responsive customer service and transparent prices, Qonto energizes SMEs and freelancers so that they can achieve more.

Launched in 2017 by Steve Anavi and Alexandre Prot, Qonto serves more than 350,000 clients in 4 countries (France, Germany, Italy and Spain) and employs more than 1,000 team members in Paris, Berlin, Milan, Barcelona and Belgrade. Since its creation, Qonto has raised a total of €622 million from Valar, Alven, the European Investment Bank, Tencent, DST Global, Tiger Global, TCV, Alkeon, Eurazeo, KKR, Insight Partners, Exor Seeds and Gaingels to support its global growth ambitions. In July 2022, Qonto joined forces with German fintech champion Penta and became the market leader in Germany.