Infinigate Group names two new executives to lead €1.5 billion growth drive

Julien Antoine joins as Chief Business Development Officer and Andreas Bechtold is promoted to Chief Revenue Officer, to focus on EMEA cloud and subscription business

Zurich, Switzerland, October 28th, 2021 – The Infinigate Group, a leading European Value Added Distributor (VAD), of cybersecurity solutions has today named two new leaders who will be jointly responsible for its plans to achieve a €1.5 billion revenue target by 2024.

Julien Antoine, a seasoned executive of the security and distribution business, joins as Chief Business Development Officer, and industry veteran Andreas Bechtold is promoted to Chief Revenue Officer.

Jointly, they will work on Infinigate's cloud and subscription business across EMEA, leading an aggressive, high growth strategy focused on organic growth and acquisitions.

The executive team appointments are a key part of the company's plans to further strengthen its position as a leading Value Added Distributor in Europe.

Julien has held executive positions at Exclusive Networks VAD, where he was EVP Strategy and Operations and VP EMEA. He was also part of A.T. Kearney's management consulting team.

Andreas has more than 20 years of experience in the channel, having joined Infinigate in 2000. He has been responsible for sales management in the Infinigate Group since March 2021 having previously headed up EVP Vendor Management and Value Add Services and led the DACH operations as Regional Vice President.

"Our 25% organic growth rate and record 750 million euros in revenue shows that we have an attractive offering for our vendors and customers. Our unique approach of customer centricity, digitization and subscription focus is clearly paying off" said Klaus Schlichtherle, CEO of the Infinigate Group.

"Combining Andreas and Julien's experience is a critical asset in building a unique position as the EMEA leader of VAD and subscription business with a dedicated focus on helping our partners to grow faster.

"Julien is a successful leader with an impressive track record and strong entrepreneurial mindset. His expertise in transforming companies, scaling business and his vision on subscription and cloud will be instrumental to our growth journey."

Commenting on his appointment, Andreas Bechtold said, "Infinigate is a pan-European VAD and we aim to achieve a leadership position in all the countries in which we are represented. In the coming months we will dedicate time, resources and money to expand our geographical coverage and intensify the teamwork with our partners."

Julien said: "I am thrilled to join such a fantastic venture. Infinigate is clearly driven by doing the right things for its people and its partners and is always strengthening its own value-added proposal. The team has done a fantastic job, and the organization is very well structured. Now we can build further and tackle all the growth opportunities, be it organic or through M&A.

"I am really excited to join the Infinigate crew and I look forward to helping our vendors and resellers by disrupting what value-added services means."

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About Infinigate Group

Infinigate Groups sole focus is the distribution of sustainable IT security solutions to protect and defend IT infrastructure as well as the cloud. As a true Value Added Distributor, Infinigate Group focuses on, and supports innovative, best of breed security solutions that require an advanced level of expertise and knowledge. Infinigate Group offers a complete service to its partners, MSSPs and vendors to complement its product portfolio with dedicated technical, marketing, sales and professional services. Following a number of successful market entries and acquisitions, Infinigate Group aims to continue driving forward its strategy of geographical expansion across Europe. Today the Infinigate Group has about 500 employees and operations in 11 European countries including United Kingdom, France, Germany, Switzerland, Austria, the Netherlands, Belgium, Sweden, Norway, Denmark, and Finland. With this strong setup, Infinigate covers close to 85% of the Western European IT Security market potential, establishing itself as a leading European Value Added Distributor for IT security, cloud and msp: www.infinigate.com.