



## Gilles SPIRLET

- Pragmatic
- Result driven
- Team player

☎ +32 (0) 498/74.16.43  
@ g.spirlet@gmail.com  
📍 Liège (Belgium)



### Experience

2019 > ...



**Founder and Managing Director – YOLO Consulting - Wallonia (located in Liège – regional office), Belgium (3 people + trainees)**

**Main assignments:**

- M&A advisory for SMEs (buy or sell side mandates) ;
- Fund raising;
- Corporate finance (Valuation, business plan, ...);
- Due Diligence services (supervisor);
- Corporate strategy for family-owned companies.

2019 > 2023



**Strategic Partner (part-time) – DAVIDTS – Liège, Belgium**

Coaching the General Manager in the day-to-day business of the company (15 people). Former Co-Director | Focus on Strategy, Finance and Administration.  
Main achievements: Sale and lease back Real Estate, Financial Management during COVID 19 crisis.

2013 > 2019



**Manager - M&A and Finance - Deloitte Private (PME) (Member firm of Deloitte T.T.) - Wallonia (located in Liège – regional office), Belgium – Team : 6 people (3 Junior Consultants, 2 Experienced Consultants, 1 Assistant Manager)**

M&A assignments – takeover, divestiture and fund raising

Involved in the whole M&A process (from preparation to closing/signing) and support in fund raising for tech companies

Main tasks :

- Preparation of Information Memorandum (market studies, product assessment, clients/providers or competitive assessments,...) in partnership with all the parties involved in the process (sales, HR or marketing -...- managers);
- Due Diligence, preparation and management of « data rooms » ;
- Preparation of financial models in the context of companies' valuations and tax structuring of deals (sophisticated financial plans/models)
- Partner-finding function (strategic or financial partners) – potential buyers, sellers or investors;
- Involved in the negotiation process.

Corporate finance assignments

Involved in missions of financial advisory.

Main tasks :

- Preparation of financial models in the context of:
  - CAPEX structuration (Financial structuration, IRR analysis, meeting with banks or other financial partners...)

- Preparation of various financial tools (mainly in excel) (cash planning reporting, budgets...)
- CFO “ad-interim” : financial results analysis, monitoring of the company’s cash position, budget follow-up, financial reporting (KPI) to the Board, ...

Development of business opportunities (mainly focus on tech and start-ups ecosystem)

- Member of Deloitte TMT team (« Technology Media Telecom ») – Multidisciplinary team accross Deloitte dedicated to the expertise and the innovation in various technology sectors – biotech, fintech, media, telecommunications...
- Member of Deloitte Technology Fast 50 team – Responsible of the South Region (Wallonia – 3 people).

2012 > 2013  
(9 months)



**Junior Accountancy Consultant - Deloitte Fiduciaire (SME)** (Member firm of Deloitte T.T.) – *Liège, Belgium*

Accounting, tax – involved in the daily administration of SME’s – Accounting, VAT reporting, tax reporting, preparation of financial statements.

2011 > 2012



**Intern in the department « Planning Performance Management » (Finance) - bpost** – *Brussels, Belgium*

Main competences: internal control – financial audit, subsidiaries’ reporting

2010 > 2012



**General manager and financial responsible (treasurer) - HEC Advisory**, Official Junior Enterprise of HEC-ULg Business School – *Liège, Belgium*

## Education

2021 > 2022



Executive Online Certificate - Strategy @ HEC Paris

9 months executive program focus on: Business Strategy / Corporate Strategy / Strategy implementation

2010 > 2012



Master’s Degree in **business engineering** - « Performance Management Systems » - at HEC-ULg Université de Liège (Level of distinction: Cum laude).

**Internship:** bpost, “Planning & Performance Management” Department.

**Thesis subject (in partnership with bpost):** Update of the account justification process (internal control) of bpost and assessment of the update implementation

2009 > 2009



**Erasmus** exchange program **during 6 months** in Spain at the « University of Castilla-La-Mancha ».

2006 > 2010



Bachelor’s degree in Business Engineering - HEC-ULg, Université de Liège (Level of distinction: Cum laude).

## Languages

French : Native speaker  
 English : C1 - fluent  
 Spanish : C1 - fluent  
 Dutch : B1 - working knowledge



## Computer skills

- ❖ Microsoft Office (advanced skills) ;
- ❖ ODOO
- ❖ Financial management and financial reporting software such as EXACT, Vénice, BOB Software, Hannah et HannaH-Lisa ;
- ❖ Basic skills in SAP.



## Various

- ❖ Passionate about sport in general, football in particular;
- ❖ Interest for technologies and innovations.