

Meet JULIEN BONNEVILLE



FOUNDER AND CEO OF THEGUARANTORS Recipient of USA Gala Visionary Award 2026

Julien Bonneville (E06) is the **Founder and CEO of TheGuarantors**, a leading fintech company transforming the residential rental market with lease guarantee solutions that help renters access homes while reducing risk and improving operational efficiency for property owners and managers. Founded in 2015 and built from scratch, TheGuarantors now supports a footprint of over 3.5 million rental units across many of the largest institutional property management companies in the United States. Based in New York City, the company has grown to about 450 employees and is doing over \$250M in revenue.

A capital-efficiency obsessive with a very European sense of financial gravity, Julien has raised \$65M in equity, burned roughly \$30M before reaching meaningful EBITDA starting in 2023, and has built the business with a disciplined focus on unit economics and durability over hype.

Prior to TheGuarantors, Julien was a Founding Partner of Sanisphere, a consultancy and market-intelligence provider for pharmaceutical companies in developing countries, with operations across 10 African countries. After that, he became a consultant at a proudly Tier-3 firm, until he was let go, at which point he had to start TheGuarantors to create his own job, arguably a more productive outcome for everyone involved.

Julien earned a **Masters in Management from ESSEC Business School (Grande École)**, whose flexibility allowed him to complete a world trip as a student while leading a high-impact initiative: raising €50,000 and launching a ground-based survey across eight countries in Africa, Asia, and South America to assess how corporations were fighting HIV/AIDS and malaria. That experience became the foundation for launching Sanisphere. He also holds an **MBA from Columbia Business School**.