

# JUAN-BERNARDO RIVERO

## Business Development

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Nationality: Swiss • Mobility: Open to relocation

## Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development across various industries. Proven track record in project management, data analysis, negotiation, and communication. Trilingual with solid international experience, adaptable to multicultural and fast-paced environments.

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## Core Skills

### ★ Transaction Execution

- Acquired new accounts through consultative selling.
- Managed full sales cycle from lead generation to deal closing.

### ★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for financial services in Spain.
- Conceptualized strategy to diversify lead generation channels.

### ★ Dealwork & Coordination

- Built and developed relationships with financial institutions and investors.
- Led company's digital transformation project.

### ★ Commercial & Sector

- Developed international multi-sourcing strategies for commodities.
- Managed buyer and supplier relationships in global trading operations.

### ★ Tools

- Proficient in MS Office, CRM tools like HubSpot and SAP.
  - Experienced in Python and SQL for data analysis.
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## Experience

**SGR Compliance S.A.** • Business Development Specialist AML/CTF • Lugano, CH • 2022 - 2023

- Developed a sales pipeline and initiated relationships with partners and prospective customers.
- Delivered presentations and demonstrations of SGR's DaaS and SaaS solutions.

**Prime Equity Financial Corporation** • Business Development Manager • Florida, USA • 2019 - 2021

- Successfully introduced and implemented new sales initiatives.
- Monitored and managed execution of activities by measuring and reporting on results.

**Swissxer S.A.** • Head of Global Trading Operations and Business Development • Geneva, CH • 2014 - 2017

- Responsible for trade flow of commodities and specialized machinery.
  - Negotiated and managed large-scale contracts.
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## Earlier Experience

Import/Export Manager • Swissxer S.A. • Geneva, CH • 2010 - 2014

Handled commercial import/export documentation and maintained relationships with suppliers and vendors.

Export Manager • Nidecker S.A. • Rolle, CH • 2008 - 2010

Managed Purchase Orders and coordinated shipping and customs processes with international agents.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2007 - 2008

Managed industry data collection and analysis, monitoring sales performance against targets.

Analyst • Merrill Lynch • Florida, USA • 2001 - 2003

Developed relationships with small and middle market companies and managed industry data collection.

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## Education

MBA Financial Valuation and Investment Management • Lynn University • USA • 2017 - 2020

Executive Ed • Harvard • USA • 2014

Business Information Systems • HEC Lausanne • CH • 2004 - 2006

BBA Management • Lynn University • USA • 1998 - 2002

High School Diploma • Valley Forge Military Academy • USA • 1994 - 1997

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## Certifications

- Certified Project Management Associate IPMA® Level D, IPMA 2023
  - IBM Data Science Professional Certificate, IBM 2024
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## Languages

English - Bilingual/Native • French - Bilingual/Native • Spanish - Bilingual/Native • Italian - Intermediate

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## Technical & Tools

Excel (advanced: data analysis and modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

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## Affiliations

Committee Member – Innoboard, InnoPark Suisse • Swiss EdTech Collider, EPFL Innovation Park

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## Volunteering

Committee Member – Innoboard, InnoPark Suisse

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## Interests

Sustainability • Technology • Calisthenics • Fitness