

Business Development Manager – CV

****JB RIVERO PÉGAITAZ****

Business Development Specialist

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****Nationality:**** Swiss | ****Mobility:**** Willing to travel on short notice

****Profile****

Dynamic and results-driven Business Development Specialist with extensive experience in transaction execution,

****Core Skills****

- ****Transaction Execution:**** Expertise in M&A, divestments, and financing processes; proficient in preparing e
- ****Valuation & Financial Modeling:**** Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- ****Deal Coordination:**** Strong skills in counterparty engagement, advisor coordination, and documentation man
- ****Commercial Acumen:**** In-depth knowledge of commodities (metals, minerals, energy), contract negotiation, a
- ****Technical Proficiency:**** Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python/SQL fo

****Professional Experience****

****SGR Compliance S.A.****

Senior Business Development Specialist (AML/CTF) | Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, conducting comprehensive research and partner mapping, resultin
- Developed and delivered impactful sales and execution materials, leading successful demos and onboarding pro
- Enhanced brand visibility through strategic participation in the World Compliance Organization event in Madr

****Prime Equity Financial Corp****

Business Development Manager/Mortgage Broker | USA | 2019 - 2021

- Originated and structured refinance and origination deals, aligning investor risk profiles with lender progr
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

****And3s LLC****

Co-Founder/CEO (Fintech) | USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day
- Prepared investor and customer engagement materials, driving initial funding and user acquisition.

****Swissxer S.A.****

Head of Global Trading Operations | Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, enhancing risk controls and improving trading margi
- Coordinated logistics and compliance for timely execution of trade operations across Europe and the Americas

****Freelance AI/ML Developer and Data Scientist**** | Switzerland | 2023 - Present

- Developed analytics and automation tools to support strategic decision-making, leveraging Python and SQL for

****Education****

- ****MBA, Financial Valuation and Investment Management**** - Lynn University, USA (2017-2020)
- ****Executive Education, Entrepreneurship**** - Harvard Business School, USA (2014)
- ****Business Information Systems**** - HEC Lausanne, CH (2004-2006)
- ****BBA, Management**** - Lynn University, USA (1998-2002)

****Certifications****

- IBM Data Science Professional Certificate (2024)
- Certified Project Management Associate IPMA® Level D (2023)

****Languages****

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

****Technical Skills****

- Advanced Excel (financial modeling, DCF, comps)
- Power BI, Python (pandas, visualizations), SQL
- Bloomberg Terminal (2 years)

****Affiliations****

- Swiss EdTech Collider - EPFL Innovation Park (2021)
- FAU Tech Runway (2019)

****Volunteering****

- Committee Member - Innoboard (InnoPark Suisse)

****Interests****

- Fitness & calisthenics, Financial markets, Digital assets, Sustainability, Technology, Boardsports

This CV has been tailored to highlight relevant achievements and skills that align with business development r