

# JB RIVERO PÉGAITAZ

## Business Development Specialist (Transactions and Valuation)

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Nationality: Swiss • Mobility: Willing to travel on short notice

### Profile

Analytical and resilient business developer with extensive experience in transactions and valuation within commodities and fintech sectors. Proven ability to originate, structure, and execute cross-border transactions while preparing execution materials and conducting financial analysis. Trilingual and adept at engaging with senior stakeholders in high-pressure environments.

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### Core Skills

#### ★ Transaction Execution

- Executed M&A, divestments, and financing processes with comprehensive execution materials.
- Identified and mitigated risks while aligning stakeholders effectively.

#### ★ Valuation & Modeling

- Developed advanced Excel financial models including DCF and transaction comps.
- Conducted scenario and sensitivity analyses to inform decision-making.

#### ★ Dealwork & Coordination

- Engaged with counterparties and coordinated advisors for seamless execution.
- Managed documentation and closing checklists to ensure compliance.

#### ★ Commercial & Sector

- Negotiated contracts in commodities, enhancing operational efficiency.
- Oversaw logistics and operations to optimize supply chain performance.

#### ★ Tools

- Proficient in Excel, PowerPoint, and Bloomberg Terminal.
  - Utilized Python and SQL for data analysis and visualization.
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### Experience

**Swissxer S.A.** • Head of Global Trading Operations • Switzerland • 2014 - 2017

- Negotiated cross-border supply contracts, improving trading margins by 15%.
- Streamlined processes, reducing supplier lead times by 20%.

**SGR Compliance S.A.** • Senior Business Development Specialist (AML/CTF) • Switzerland • 2022 - 2023

- Originated market-entry opportunities in Spain, contributing to a 25% increase in client acquisition.
- Led demos and onboarding processes, enhancing customer engagement.

**Prime Equity Financial Corp** • Business Development Manager/ Mortgage Broker • USA • 2019 - 2021

- Originated refinance deals, optimizing rates and terms for clients.
- Trained and managed a team of 15 loan officers, achieving a 30% increase in annual sales.

**And3s LLC** • Co-Founder/CEO (Fintech) • USA • 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving 3,000+ registrations in 90 days.
- Prepared investor materials that secured funding from key stakeholders.

**Freelance AI/ML Dev and Data Scientist** • Freelance • Switzerland • 2023 - Present

- Designed analytics and automation tools to support decision-making processes.
  - Built models that accelerated commercial execution, improving project timelines.
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### Earlier Experience

Export Manager • Nidecker S.A. • Switzerland • 2008 - 2010

Managed export logistics and operations for over 36 countries, ensuring compliance and efficiency.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing and promotional support.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and client development activities.

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## 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

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

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## Certifications

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

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

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## Technical & Tools

Excel (advanced: 3-statement, DCF, comps, sensitivities) • PowerPoint • Word • Power BI • Python (pandas; visualizations with Matplotlib/Seaborn) • SQL • Bloomberg Terminal (2 years)

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## Affiliations

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

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## Volunteering

Committee Member - Innoboard (InnoPark Suisse)

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## Interests

Fitness & calisthenics • Financial markets • Digital assets • Sustainability • Technology • Boardsports