

JB RIVERO PÉGAITAZ

Business Development Specialist (Transactions and Valuation)

1028 Préverenges • Phone: +41 76 690 26 05 • Email: juan.bernardor@proton.me • LinkedIn:

[linkedin.com/juanbernardorivero](https://www.linkedin.com/in/juanbernardorivero)

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. Proficient in executing cross-border transactions, preparing execution materials, and conducting financial analysis using advanced Excel. Comfortable in high-pressure environments and adept at engaging with senior stakeholders and advisors. Trilingual in English, French, and Spanish.

Core Skills

★ Transaction Execution

- Executed M&A, divestments, and financing processes with a focus on risk identification and stakeholder alignment.
- Prepared comprehensive execution materials including teasers, info packs, and committee decks.

★ Valuation & Modeling

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

★ Dealwork & Coordination

- Engaged with counterparties and coordinated with advisors to facilitate smooth transaction processes.
- Managed documentation and closing checklists to ensure compliance and timely execution.

★ Commercial & Sector

- Negotiated contracts in commodities sectors including metals and energy.
- Oversaw logistics and operations to optimize supply chain efficiency.

★ Tools

- Proficient in Excel, PowerPoint, and Word for data analysis and presentation.
 - Utilized Bloomberg Terminal and Python/SQL for data visualization and analysis automation.
-

Experience

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

- Built Spain market-entry strategy, originating opportunities for SaaS/DaaS.
- Prepared sales materials and led demos, enhancing brand presence at key industry events.

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

- Originated refinance and origination deals, optimizing lender match to investor profiles.
- Designed and led a sales training program, achieving over 30% annual sales increase.

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 and customer materials, enhancing engagement and funding opportunities.

Lexios.io • Co-Founder/COO (Edtech) • Switzerland • 2021

- Built partnerships to drive community engagement, achieving over 500% social growth.
- Led day-to-day operations, ensuring alignment with strategic goals.

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

- Designed analytics and automation solutions to support decision-making processes.
 - Built models and materials that accelerated commercial execution.
-

Earlier Experience

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

Managed export logistics and operations, supplying over 36 countries.

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 asset/liability analysis.

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

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 & Tools

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