

JUAN-BERNARDO RIVERO

Investment Analyst

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Nationality: Swiss • Mobility: Driver License

Profile

Results-driven, tech-savvy business professional with over 10 years of experience across various industries. Expertise in the startup ecosystem, valuation, financial modeling, and investment analysis. Proven track record in entrepreneurship, analysis, and negotiation, adaptable to multicultural and fast-paced environments.

Core Skills

★ Transaction Execution

- Designed Go-To-Market strategies for SaaS and DaaS solutions.
- Led the development of an online credit platform.

★ Valuation & Modeling

- Conducted financial valuations and due diligence.
- Implemented Lean Startup Methodology for product development.

★ Dealwork & Coordination

- Identified partnerships and business opportunities in new customer segments.
- Coordinated export operations across multiple countries.

★ Commercial & Sector

- Achieved over 30% increase in annual sales through training programs.
- Facilitated successful product introductions in multiple markets.

★ Tools

- Proficient in Python and SQL for data analysis.
 - Experienced with CRM/ERP tools like HubSpot and SAP.
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Experience

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

- Designed Go-To-Market strategy for AML/CTF solutions.
- Sponsored international compliance events to enhance brand visibility.

And3s LLC • Project Manager • Florida / Lausanne • 2019 - 2021

- Led development of an online credit platform with over 3,000 registrations in 90 days.
- Participated in FAU Tech Runway Startup Accelerator Program.

Lexios.io • Co-Founder – Growth • Lausanne • 2021

- Achieved over 500% growth in social media channels.
- Cultivated strategic partnerships to enhance user acquisition.

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

- Managed training for over 15 loan officers, boosting sales by 30%.
- Led digital transformation projects for lead generation.

Swissxer S.A. • Head of Global Trading Operations and Business Development • Geneva • 2010 - 2017

- Directed global trade flow, increasing trading margin by over 20%.
 - Reduced supplier lead time by 15%.
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations, improving fulfillment rate by over 50%.

Market Analyst • JTI • Lausanne • 2008 - 2010

Provided data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Spearheaded growth initiatives in the Corporate Finance Division.

Education

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

Executive Ed Entrepreneurship • Harvard Business School • USA • 2014

Business Information Systems • HEC Lausanne • Switzerland • 2006

BBA Management • Lynn University • USA • 2002

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

Certifications

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

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

Technical & Tools

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

Affiliations

Swiss EdTech Collider, EPFL Innovation Park • FAU Tech Runway, Florida Atlantic University

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

Sustainability • Reading • Technology • Calisthenics • Fitness • Boarding sports