

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 commodities and fintech. Proven track record in originating, structuring, and executing cross-border transactions, alongside preparing execution materials and performing financial analysis. Trilingual professional comfortable in high-pressure environments and adept at engaging with senior stakeholders.

Core Skills

★ Transaction Execution

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

★ Valuation & Modeling

- Created advanced Excel financial models including DCF and transaction comps.
- Conducted scenario and sensitivity analysis to inform strategic decisions.

★ Dealwork & Coordination

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

★ Commercial & Sector

- Negotiated contracts in commodities, enhancing trading margins and reducing lead times.
- Developed logistics and operations strategies to optimize supply chain efficiency.

★ Tools

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

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

- Developed Spain market-entry strategy, generating new SaaS/DaaS opportunities.
- Led demos and onboarding, enhancing client engagement and satisfaction.

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

- Originated refinance deals, optimizing rates and terms for real estate investors.
- Implemented a sales training program, resulting in a >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 funding opportunities.

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

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

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

- Designed analytics and automation tools to support decision-making processes.
 - Developed models that accelerated commercial execution and insights.
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Earlier Experience

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

Managed export logistics and operations for 36+ countries, enhancing supply chain efficiency.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and pricing support to drive strategic initiatives.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and client development to support investment strategies.

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)
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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