

Juan-Bernardo
RIVERO



CONTACT

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PERSONAL DETAILS

Born August 22nd, 1979
Swiss
Driver License

EDUCATION

MBA Financial Valuation and Investment Management, Lynn University 2020. FL/USA

Executive Ed Entrepreneurship, Harvard Business School 2014. MA/USA

Business Information Systems, HEC Lausanne 2006 CH

BBA Management, Lynn University 2002. FL/USA

High School Diploma, Valley Forge Military Academy 1997. PA/USA

CERTIFICATIONS

Certified Project Management Associate IPMA® Level D, IPMA 2023

IBM Data Science Professional Certificate
IBM 2024

INVESTMENT ANALYST

Target Sector: Venture Capital & Private Equity

Results-driven, tech-savvy business professional and entrepreneur with over 10 years of experience across several industries. Keen interest and expertise in the startup’s ecosystem, valuation, financial modeling, and investment analysis. Proven track record in entrepreneurship, analysis, problem-solving, organization, negotiation, and communication. Adaptable to multicultural, entrepreneurial, and fast-paced environments. Trilingual (EN/FR/ES) with solid international experience.

EXPERTISE

Investment

- Financial valuation
- Investment management
- Due diligence

Startups

- Lean Startup Methodology
- Design and development of Go-To-Market strategies (GTM)
- Growth Hacking

Negotiation

- Contract negotiation
- Strategic partnership development
- Risk mitigation

PROFESSIONAL EXPERIENCE

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

Mission:

- Design Go-To-Market strategy to launch AML/CTF SaaS and DaaS solutions for the financial service sector in Spain
- Conduct a market analysis

Main achievements:

- Sponsored “La Semana Internacional del Compliance* in Madrid, organized by the World Compliance Organization
- Successfully identified partnerships and business opportunities in new customer’s segments

Project Manager 2019 - 2021
And3s LLC, Florida / Lausanne

Mission:

- Lead the development of an online credit platform that assesses borrowers through their digital footprint
- Implement Lean Startup Methodology
- Design Go-To-Market strategy

Main achievements:

- First MVP garnered over 3,000 registrations within the first 90 days
- Chosen from a pool of 200 startups to participate in the FAU Tech Runway Startup Accelerator Program

Co-Founder – Growth 2021
Lexios.io, Lausanne

Mission:

- Employ growth hacking techniques to organically expand our extension user base while reducing CAC (Customer Acquisition Cost)
- Engage in strategic outreach to identify and cultivate relationship with potential partners aligned with partnership objectives

LANGUAGES

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

PROGRAMMING LANGUAGES

Python, SQL

CRM / ERP

Abacus, Shape, HubSpot, SAP

PRODUCTIVITY & MANAGEMENT

MS Office (Word, Excel, PowerPoint), Outlook, Project, Slack, Miro, Jira, Trello, Generative AI

VOLUNTEERING

Committee Member –
Innboard, InnoPark Suisse

ORGANIZATIONS

Swiss EdTech Collider, EPFL
Innovation Park

FAU Tech Runway, Florida
Atlantic University

INTEREST & HOBBIES

Sustainability, Reading,
Technology, Calisthenics,
Fitness, Boarding sports

KEYWORDS

Investments, Startups,
Innovation, Communication,
Detail-Oriented, Teamwork,
Entrepreneurship, Venture
Capital, Private Equity,
Financial Modeling

Main achievements:

- Exponential growth (Over 500%) in social media channels, serving as the primary funnel to our registration page
- Chosen to participate in the Swiss EdTech Collider Startup Incubator at EPFL Innovation Park

Business Development Manager

Prime Equity Financial Corporation, Florida (CDD)

2019 - 2021

Mission:

- Design and Lead the Mortgage Loan Originator Training Program
- Lead a digital transformation project to diversify lead generation channels

Main achievements:

- Managed, trained and licensed over 15 new loan officers
- More than 30% increase in annual sales

Head of Global Trading Operations and Business Development

Swissxer S.A., Geneva

2010 - 2017

Mission:

- Direct global physical trade flow of commodities, machinery and equipment for the oil and steel industry

Main achievements:

- Achieved an increase of over 20% in Trading Margin
- Decreased Supplier Lead Time by over 15%

Export Manager

Nidecker Group, Rolle

2008 - 2010

Mission:

- Coordinate and oversee all exports operations working closely with production units in Switzerland, China, Taiwan, and Tunisia
- Supply to distributors in over 36 countries

Main achievements:

- Improved fulfillment rate by over 50%
- Decreased inventory holding cost

Market Analyst

JTI, Lausanne

2007 - 2008

Mission:

- Collaborate with various departments to provide data-driven recommendations for product development, pricing strategies and promotional activities

Main achievements:

- Facilitated the successful introduction of new brands into the markets of France, Italy, Spain, and Switzerland

Analyst

Merrill Lynch, Florida

2001 - 2003

Mission:

- Foster the growth of the Corporate Finance Division in South Florida

Main achievements:

- Spearheaded the prospective program through cold-calling and consultative selling strategies

