

Business Development Manager -Transportation – CV

****JB RIVERO PÉGAITAZ****

Business Development Specialist

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

****Profile****

Dynamic and analytical Business Development Specialist with extensive experience in transaction execution, val

****Core Skills****

- ****Transaction Execution****: Expertise in M&A, divestments, and financing processes; proficient in creating ex
- ****Valuation & Financial Modeling****: Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- ****Deal Coordination****: Skilled in managing counterparty engagement, coordinating advisors (legal, audit), an
- ****Commercial Acumen****: Strong background in commodities (metals, minerals, energy), contract negotiation, an
- ****Technical Proficiency****: Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python/SQL fo

****Professional Experience****

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

- Spearheaded market entry strategy for Spain, conducting comprehensive research and partner mapping to identi
- Developed and presented sales materials, leading product demonstrations and onboarding processes, enhancing
- Increased brand visibility through strategic participation in the World Compliance Organization event, initi

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

- Originated and structured refinancing and origination deals for real estate investors, aligning risk profile
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

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

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day
- Prepared investor and customer-facing materials, driving engagement and funding opportunities.

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

- Established partnerships and community initiatives, resulting in over 500% growth in social media presence;
- Managed daily operations and strategic planning to enhance organizational effectiveness.

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

- Negotiated and structured cross-border supply contracts, enhancing compliance and operational efficiency acr
- Streamlined processes and contract terms, improving trading margins and reducing supplier lead times.

****Swissxer S.A.**** | Trade Coordinator | Switzerland | 2010 - 2013

- Managed import/export documentation and regulatory compliance, ensuring timely coordination with carriers and

****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

****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 Skills****

- Advanced Excel (financial modeling, DCF, comps)

- Power BI, Python (data analysis, visualization)

- SQL, Bloomberg Terminal

****Affiliations****

- Swiss EdTech Collider - EPFL Innovation Park (2021)

- FAU Tech Runway (2019)

****Interests****

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

This CV has been tailored to emphasize relevant experience and skills that align with business development roles