

Business Development Representative - Golf Industry – 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 skills in Excel for financial modeling (3-statement, DCF, comps
- ****Deal Coordination:**** Strong ability to engage with counterparties and coordinate with advisors (legal, aud
- ****Commercial Acumen:**** In-depth knowledge of commodities (metals, minerals, energy), contract negotiation, a
- ****Technical Proficiency:**** Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python and SQ

****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, resultin
- Developed and presented sales materials, leading product demos and onboarding sessions, enhancing client eng
- Increased brand visibility through participation in the World Compliance Organization event in Madrid, foste

****Prime Equity Financial Corp****

Business Development Manager/Mortgage Broker

USA | 2019 - 2021

- Originated and structured refinancing and origination deals, aligning investor risk profiles with lender pro
- 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 the fi
- Prepared investor and customer materials, enhancing stakeholder engagement and funding opportunities.

****Swissxer S.A.****

Head of Global Trading Operations

Switzerland | 2014 - 2017

- Negotiated cross-border supply contracts and structured trade documentation, improving compliance and execution
- Streamlined operational processes, enhancing risk controls and increasing trading margins through effective

****Freelance AI/ML Developer and Data Scientist****

Switzerland | 2023 - Present

- Developed analytics and automation solutions to support strategic decision-making, utilizing Python and SQL

****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 (pandas, visualizations), SQL
- Bloomberg Terminal

****Affiliations & Volunteering****

- Swiss EdTech Collider - EPFL Innovation Park (2021)
- FAU Tech Runway (2019)
- Committee Member - Innoboard (InnoPark Suisse)

****Interests****

Fitness & calisthenics, financial markets, digital assets, sustainability, technology, boardsports.

This CV has been tailored to emphasize relevant achievements and skills aligned with business development role