

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, problem-solving, and negotiation. Trilingual with solid international experience.

Core Skills

★ Transaction Execution

- Designed Go-To-Market strategies for SaaS solutions
- Conducted market analysis for financial services

★ Valuation & Modeling

- Performed financial valuation for startups
- Led development of online credit platform

★ Dealwork & Coordination

- Identified partnerships and business opportunities
- Coordinated export operations across multiple countries

★ Commercial & Sector

- Achieved over 30% increase in annual sales
- Facilitated successful product introductions in multiple markets

★ Tools

- Excel (advanced: financial modeling)
 - Python, SQL, HubSpot
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Experience

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

- Sponsored 'La Semana Internacional del Compliance' in Madrid
- Identified new customer segments for business opportunities

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

- Developed online credit platform with over 3,000 registrations in 90 days
- Participated in FAU Tech Runway Startup Accelerator

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

- Achieved over 500% growth in social media channels
- Reduced Customer Acquisition Cost through strategic outreach

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

- Trained and licensed over 15 loan officers
- Led digital transformation project for lead generation

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

- Increased Trading Margin by over 20%
 - Decreased Supplier Lead Time by over 15%
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Earlier Experience

Market Analyst • JTI • Lausanne • 2007 - 2008

Collaborated with departments to provide data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth of Corporate Finance Division through cold-calling and consultative selling strategies.

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

Technical & Tools

Excel (advanced: financial 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 • Technology • Calisthenics • Fitness