

JUAN-BERNARDO RIVERO

Business Development

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Nationality: Swiss • Mobility: Open to relocation

Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development across various industries. Proven track record in project management, negotiation, and data analysis. Trilingual with solid international experience, adaptable to multicultural and fast-paced environments.

Core Skills

★ Transaction Execution

- Acquired new accounts through consultative selling.
- Managed full sales cycle from lead generation to deal closing.

★ Valuation & Modeling

- Developed Go-To-Market Strategy for financial services market.
- Conceptualized strategy to diversify lead generation channels.

★ Dealwork & Coordination

- Built and managed relationships with financial institutions and investors.
- Led digital transformation project to enhance sales initiatives.

★ Commercial & Sector

- Developed international multi-sourcing strategies for commodities.
- Ensured compliance in handling and shipment of goods.

★ Tools

- Proficient in CRM/ERP tools including HubSpot and SAP.
 - Advanced skills in MS Office Suite and project management tools.
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Experience

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

- Developed a sales pipeline and initiated relationships with partners.
- Delivered presentations of SGR's DaaS and SaaS solutions to prospective customers.

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

- Successfully introduced and implemented new sales initiatives.
- Monitored and reported on activity and campaign results.

Swissxer S.A. • Head of Global Trading Operations and Business Development • Geneva, CH • 2014 - 2017

- Managed trade flow of commodities and specialized machinery.
 - Developed and managed relationships with buyers and suppliers.
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Earlier Experience

Import/Export Manager • Swissxer S.A. • Geneva, CH • 2010 - 2014

Handled commercial import/export documentation and maintained relationships with suppliers.

Export Manager • Nidecker S.A. • Rolle, CH • 2008 - 2010

Managed Purchase Orders and ensured compliance in export documentation.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2007 - 2008

Managed industry data collection and analysis to monitor sales performance.

Analyst • Merrill Lynch • Florida, USA • 2001 - 2003

Developed relationships with clients and managed industry data collection.

Education

MBA Financial Valuation and Investment Management • Lynn University • USA • 2017 - 2020

Executive Ed • Harvard • 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

- Certified Project Management Associate IPMA® Level D, IPMA 2023
 - IBM Data Science Professional Certificate, IBM 2024
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Languages

English - Bilingual/Native • French - Bilingual/Native • Spanish - Bilingual/Native • Italian - Intermediate

Technical & Tools

Excel (advanced: data analysis and modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

Committee Member – Innoboard, InnoPark Suisse • Swiss EdTech Collider, EPFL Innovation Park

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

Sustainability • Technology • Calisthenics • Fitness