

JUAN-BERNARDO RIVERO

Investment Analyst

Chemin des Tuilières 9, 1028 Préverenges • Phone: 076 690 26 05 • Email: juan.bernardor@proton.me • LinkedIn: [linkedin.com/juanbernardorivero/](https://www.linkedin.com/juanbernardorivero/)
Nationality: Swiss • Mobility: Driver License

Profile

Results-driven investment analyst with over 10 years of experience in venture capital and private equity. Expertise in financial valuation, investment analysis, and startup ecosystems. Proven track record in entrepreneurship and strategic partnerships, adaptable to fast-paced environments.

Core Skills

★ Transaction Execution

- Executed financial valuations for multiple startups, enhancing investment decisions.
- Conducted due diligence for potential investments, ensuring compliance and risk mitigation.

★ Valuation & Modeling

- Developed financial models to assess startup viability, leading to informed investment strategies.
- Utilized Lean Startup Methodology to optimize valuation processes.

★ Dealwork & Coordination

- Coordinated cross-functional teams for successful project execution in diverse environments.
- Facilitated strategic partnerships, increasing market reach and revenue.

★ Commercial & Sector

- Analyzed market trends to identify investment opportunities in the tech sector.
- Engaged in growth hacking strategies to enhance user acquisition and retention.

★ Tools

- Proficient in Excel for financial modeling and analysis.
 - Experienced with CRM tools like HubSpot and ERP systems.
-

Experience

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

- Designed Go-To-Market strategy for AML/CTF SaaS solutions, enhancing market entry.
- Identified partnerships, resulting in new customer segments and increased revenue.

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

- Led development of an online credit platform, achieving 3,000 registrations in 90 days.
- Secured participation in FAU Tech Runway Startup Accelerator, enhancing visibility.

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

- Achieved over 500% growth in social media channels, driving user acquisition.
- Participated in Swiss EdTech Collider Startup Incubator, fostering innovation.

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

- Trained and licensed over 15 loan officers, increasing operational efficiency.
- Led digital transformation, resulting in a 30% increase in annual sales.

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

- Directed global trade flow, improving trading margin by over 20%.
 - Reduced supplier lead time by 15%, enhancing operational efficiency.
-

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

Supported growth of Corporate Finance Division through 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
-

Languages

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

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 • Reading • Calisthenics • Fitness • Boarding sports