

JUAN-BERNARDO RIVERO

Business Development

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Linkedin: [linkedin.com/juanbernardorivero/](https://www.linkedin.com/juanbernardorivero/)
Nationality: Swiss • Mobility: Willing to relocate

Profile

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

Core Skills

★ Transaction Execution

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

★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for financial services in Spain.
- Conceptualized strategies to diversify lead generation channels.

★ Dealwork & Coordination

- Led digital transformation project enhancing operational efficiency.
- Collaborated with marketing to integrate product information.

★ Commercial & Sector

- Built relationships with financial institutions and HNW investors.
- Developed international multi-sourcing strategies for commodities.

★ Tools

- Proficient in MS Office, CRM systems, and project management tools.
 - Experienced with data analysis tools including Python and SQL.
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Experience

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

- Acquired new accounts through consultative selling.
- Developed a sales pipeline and initiated relationships with partners.

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

- Built relationships with financial institutions and HNW investors.
- Successfully introduced and implemented new sales initiatives.

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

- Developed international multi-sourcing strategies.
 - Managed buyer and supplier relationships in commodities trading.
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Earlier Experience

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

Handled commercial import/export documentation and ensured compliance with regulations.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2008 - 2010

Managed industry data collection and analysis to monitor sales performance.

Education

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

Executive Education • Harvard • USA • 2014

Business Information Systems • HEC Lausanne • CH • 2004 - 2006

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 • CRM systems (Abacus, Shape, HubSpot, SAP)

Affiliations

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

Interests

Sustainability • Technology • Calisthenics • Fitness