

JUAN-BERNARDO RIVERO

Business Development Professional

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Nationality: Swiss • Mobility: Willing to travel

Profile

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

Core Skills

★ Transaction Execution

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

★ Valuation & Modeling

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

★ Dealwork & Coordination

- Built and developed relationships with financial institutions.
- Led company's digital transformation project.

★ Commercial & Sector

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

★ Tools

- Proficient in MS Office, Python, SQL, and various CRM/ERP systems.
 - Experienced with project management tools like Jira and Trello.
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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 and demonstrations of SGR's DaaS and SaaS solutions.

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

- Successfully introduced and implemented new sales initiatives.
- Monitored and managed execution of activities, reporting on results.

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

- Responsible for trade flow of commodities and specialized machinery.
 - Developed and managed relationships with a worldwide network of carriers.
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Earlier Experience

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

Handled commercial import/export documentation and ensured on-time deliveries.

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

Managed industry data collection and analysis, monitoring sales performance.

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

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

Affiliations

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

Interests

Sustainability • Technology and innovation