

# COMMERCIAL PLATFORM MANAGER - UX-UI – CV

**\*\*JB RIVERO PÉGAITAZ\*\***

Business Development Specialist

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Nationality: Swiss | Mobility: Willing to travel on short notice

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## **\*\*Profile\*\***

Results-driven Business Development Specialist with extensive experience in transaction execution, valuation,

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## **\*\*Core Skills\*\***

- **\*\*Transaction Execution:\*\*** Expertise in M&A, divestments, and financing processes; proficient in creating ex
- **\*\*Valuation & Financial Modeling:\*\*** Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- **\*\*Deal Coordination:\*\*** Strong experience in counterparty engagement, advisor coordination (legal, audit), an
- **\*\*Commercial Acumen:\*\*** In-depth knowledge of commodities (metals, minerals, energy), contract negotiation, a
- **\*\*Technical Proficiency:\*\*** Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python/SQL fo

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## **\*\*Professional Experience\*\***

### **\*\*SGR Compliance S.A.\*\***

**\*Senior Business Development Specialist (AML/CTF)\***

Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, conducting comprehensive research and partner mapping, resultin
- Developed and delivered impactful sales and execution materials; led product demonstrations and onboarding p
- Represented the company at the World Compliance Organization event in Madrid, initiating strategic partnersh

### **\*\*Prime Equity Financial Corp\*\***

**\*Business Development Manager / Mortgage Broker\***

USA | 2019 - 2021

- Originated and structured refinance/origination deals, aligning investor risk profiles with lender programs,
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

### **\*\*And3s LLC\*\***

**\*Co-Founder / CEO (Fintech)\***

USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day
- Prepared investor and customer-facing materials, enhancing stakeholder engagement and investment opportuniti

### **\*\*Swissxer S.A.\*\***

**\*Head of Global Trading Operations\***

Switzerland | 2014 - 2017

- Negotiated cross-border supply contracts and structured trade documentation, improving compliance and execution
- Streamlined operational processes and contract terms, enhancing risk controls and increasing trading margins

**\*\*Freelance AI/ML Developer and Data Scientist\*\***

Switzerland | 2023 - Present

- Developed analytics and automation solutions to support decision-making processes, utilizing Python and SQL

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**\*\*Education\*\***

- **\*\*MBA, Financial Valuation and Investment Management\*\***

Lynn University, USA | 2017 - 2020

- **\*\*Executive Education, Entrepreneurship\*\***

Harvard Business School, USA | 2014

- **\*\*Business Information Systems\*\***

HEC Lausanne, CH | 2004 - 2006

- **\*\*BBA, Management\*\***

Lynn University, USA | 1998 - 2002

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**\*\*Certifications\*\***

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

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**\*\*Languages\*\***

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

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**\*\*Technical Skills\*\***

- Excel (advanced financial modeling)
- Power BI
- Python (data analysis, visualizations)
- SQL
- Bloomberg Terminal

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**\*\*Affiliations\*\***

- Swiss EdTech Collider - EPFL Innovation Park (2021)

- FAU Tech Runway (2019)

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**\*\*Interests\*\***

Fitness & calisthenics | Financial markets | Digital assets | Sustainability | Technology | Boardsports

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This CV has been tailored to highlight relevant achievements and skills aligned with business development role