

JUAN-BERNARDO RIVERO

Investment Analyst

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Nationality: Swiss • Mobility: Driver License

Profile

Results-driven investment analyst with over 10 years of experience in finance, specializing in venture capital and private equity. Proven expertise in financial modeling, valuation, and strategic analysis within dynamic environments. Trilingual professional with a strong track record in entrepreneurship and business development.

Core Skills

★ Transaction Execution

- Executed financial transactions leading to a 30% increase in annual sales.
- Managed partnerships that resulted in significant business growth.

★ Valuation & Modeling

- Developed detailed financial models to support investment decisions.
- Conducted comprehensive valuations for startups and established firms.

★ Dealwork & Coordination

- Coordinated cross-functional teams to streamline deal execution.
- Facilitated strategic partnerships enhancing market reach.

★ Commercial & Sector

- Analyzed market trends to identify investment opportunities.
- Developed go-to-market strategies for new product launches.

★ Tools

- Proficient in Excel, PowerPoint, Python, and SQL for data analysis.
 - Experienced with CRM tools like HubSpot and SAP.
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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 penetration.
- Identified new business opportunities, increasing customer segments.

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

- Led development of an online credit platform, achieving 3,000 registrations in 90 days.
- Implemented Lean Startup Methodology to optimize product development.

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, enhancing business strategy.

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

- Trained and licensed over 15 loan officers, improving team performance.
- Led digital transformation project, diversifying lead generation channels.

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

- Directed global trade operations, achieving a 20% increase in trading margin.
 - Reduced supplier lead time by 15%, enhancing operational efficiency.
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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

Fostered growth in 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
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Languages

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

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 • Fitness