

JUAN-BERNARDO RIVERO

Business Development

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Nationality: Swiss • Mobility: Willing to travel within the region

Profile

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

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 in Spain.
- Conceptualized strategy to diversify lead generation channels.

★ Dealwork & Coordination

- Built and maintained relationships with key decision-makers.
- Led company's digital transformation project.

★ Commercial & Sector

- Developed international multi-sourcing strategies.
- Represented companies at industry events and trade fairs.

★ Tools

- Proficient in MS Office, CRM systems, and project management tools.
 - Experienced in data analysis and reporting.
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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 high-net-worth investors.
- Successfully introduced and implemented new sales initiatives.

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

- Managed trade flow of commodities and specialized machinery.
 - Developed and managed buyer and supplier relationships.
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Earlier Experience

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

Handled commercial import/export documentation and maintained relationships with suppliers.

Export Manager • Nidecker S.A. • Rolle, CH • 2008 - 2010

Managed Purchase Orders and coordinated shipping and customs processes.

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

Managed industry data collection and analysis to monitor sales performance.

Analyst • Merrill Lynch • Florida, USA • 2001 - 2003

Developed relationships with clients and managed industry data analysis.

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

High School Diploma • Valley Forge Military Academy • USA • 1994 - 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/Near Native • French - Bilingual/Near Native • Spanish - Bilingual/Near Native • Italian - Intermediate

Technical & Tools

Excel (advanced: data analysis and reporting) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

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

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

Sustainability • Technology • Calisthenics • Fitness