

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 venture capital and private equity. Expertise in financial valuation, investment analysis, and startup ecosystems. Proven track record in entrepreneurship, negotiation, and strategic partnerships. Trilingual with solid international experience.

Core Skills

★ Transaction Execution

- Led the development of an online credit platform, achieving over 3,000 registrations in 90 days.
- Managed and licensed over 15 loan officers, contributing to a 30% increase in annual sales.

★ Valuation & Modeling

- Conducted financial valuations and due diligence for various investment opportunities.
- Implemented Lean Startup Methodology to optimize product development.

★ Dealwork & Coordination

- Designed Go-To-Market strategies for multiple startups, enhancing market entry success.
- Coordinated export operations across 36 countries, improving fulfillment rates by over 50%.

★ Commercial & Sector

- Identified partnerships and business opportunities in new customer segments.
- Facilitated successful product introductions in multiple European markets.

★ Tools

- Proficient in Excel (advanced), PowerPoint, Python, SQL, and Bloomberg Terminal.
 - Experienced with CRM/ERP systems including 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.
- Sponsored international compliance events, increasing brand visibility.

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

- Led the development of an online credit platform, achieving significant user engagement.
- Participated in a prestigious startup accelerator program, enhancing business credibility.

Lexios.io • Co-Founder – Growth • Lausanne • 2021

- Achieved over 500% growth in social media channels, driving user acquisition.
- Cultivated strategic partnerships to align with business objectives.

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

- Designed and led training programs for mortgage loan originators, enhancing team performance.
- Implemented digital transformation projects, diversifying lead generation channels.

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

- Directed global trade operations, optimizing supply chain efficiency.
 - Increased trading margins by over 20% through strategic initiatives.
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations, improving fulfillment rates and reducing costs.

Market Analyst • JTI • Lausanne • 2008 - 2010

Provided data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Supported the growth of the Corporate Finance Division through consultative selling.

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 • Italian - Intermediate

Technical & Tools

Excel (advanced: financial modeling, data analysis) • 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 • Reading • Technology • Calisthenics • Fitness • Boarding sports