

# JB RIVERO PÉGAITAZ

## Business Development Specialist (Transactions and Valuation)

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

### Profile

Analytical and resilient business developer with extensive experience in commodities and fintech. Proven track record in executing cross-border transactions, preparing execution materials, and conducting valuation analysis. Adept at navigating high-pressure environments and collaborating with senior stakeholders and advisors. Trilingual in English, French, and Spanish.

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### Core Skills

#### ★ Transaction Execution

- Executed M&A, divestments, and financing processes with a focus on compliance and risk management.
- Prepared comprehensive execution materials including teasers and info packs.

#### ★ Valuation & Modeling

- Developed advanced Excel financial models including DCF and comps for accurate valuation.
- Conducted scenario and sensitivity analysis to inform strategic decisions.

#### ★ Dealwork & Coordination

- Managed counterparty engagement and coordinated with legal and audit advisors.
- Facilitated documentation and closing checklists to ensure compliance.

#### ★ Commercial & Sector

- Negotiated contracts in commodities, enhancing risk controls and improving margins.
- Oversaw logistics and operations to ensure timely execution.

#### ★ Tools

- Proficient in Excel, PowerPoint, and Word for data analysis and presentation.
  - Utilized Bloomberg Terminal and Python/SQL for data visualization and automation.
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### Experience

**Swissxer S.A.** • Head of Global Trading Operations • Switzerland • 2014 - 2017

- Negotiated cross-border supply contracts, improving compliance and execution timelines.
- Streamlined processes to enhance trading margins and reduce supplier lead times.

**SGR Compliance S.A.** • Senior Business Development Specialist (AML/CTF) • Switzerland • 2022 - 2023

- Developed market entry strategies for Spain, driving SaaS/DaaS opportunities.
- Led brand presence initiatives, enhancing stakeholder engagement at key events.

**Prime Equity Financial Corp** • Business Development Manager/ Mortgage Broker • USA • 2019 - 2021

- Originated refinance deals, optimizing lender programs to enhance client satisfaction.
- Implemented a sales training program, resulting in a 30% increase in annual sales.

**Freelance AI/ML Dev and Data Scientist** • Data Scientist • Switzerland • 2023 - Present

- Designed analytics and automation tools to support decision-making processes.
  - Developed models that accelerated commercial execution and improved outcomes.
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### Earlier Experience

Export Manager • Nidecker S.A. • Switzerland • 2008 - 2010

Managed export logistics and compliance for over 36 countries, enhancing operational efficiency.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing support to optimize promotional strategies.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and client development to drive business growth.

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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

High School Diploma • Valley Forge Military Academy • USA • 1994-1997

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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 & Tools

Excel (advanced: 3-statement, DCF, comps, sensitivities) • PowerPoint • Word • Power BI • Python (pandas; visualizations with Matplotlib/Seaborn) • SQL • Bloomberg Terminal (2 years)

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## Affiliations

Swiss EdTech Collider - EPFL Innovation Park (2021) • FAU Tech Runway (2019)

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## Volunteering

Committee Member - Innoboard (InnoPark Suisse)

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## Interests

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