

JUAN-BERNARDO RIVERO

Business Development Professional

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Nationality: Swiss • Mobility: Open to relocation

Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development and supply chain management. Proven track record in project management, data analysis, and stakeholder engagement. Trilingual with solid international experience, adaptable to multicultural and fast-paced environments.

Core Skills

★ Transaction Execution

- Managed full sales cycle, achieving a 30% increase in new accounts.
- Developed and executed Go-To-Market strategies for financial services.

★ Valuation & Modeling

- Conducted market analysis leading to a 25% growth in lead generation.
- Implemented data-driven strategies to optimize sales initiatives.

★ Dealwork & Coordination

- Negotiated large-scale contracts, reducing costs by 15%.
- Coordinated cross-functional teams for seamless project execution.

★ Commercial & Sector

- Built relationships with HNW and UHNW investors, enhancing market presence.
- Developed international multi-sourcing strategies for commodities.

★ Tools

- Proficient in MS Office, CRM systems, and project management tools.
 - Experienced with Python and SQL for data analysis.
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Experience

SGR Compliance S.A. • Business Development Specialist AML/CTF • Lugano, CH • 2022 - 2023

- Acquired new accounts through consultative selling, increasing revenue by 20%.
- Delivered presentations of SaaS and DaaS solutions to prospective customers.

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

- Successfully introduced new sales initiatives, resulting in a 15% increase in client base.
- Led digital transformation projects, enhancing operational efficiency.

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

- Managed trade flow for commodities, optimizing supply chain processes.
 - Developed and maintained relationships with global suppliers and buyers.
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Earlier Experience

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

Handled commercial import/export documentation, ensuring compliance and timely deliveries.

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

Managed industry data collection and analysis, optimizing sales performance.

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

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, modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

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

Interests

Sustainability • Technology • Fitness