

Lead Workplace Engineer – CV

****JB RIVERO PÉGAITAZ****

Business Development Specialist (Transactions and Valuation)

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Nationality: Swiss | Willing to travel on short notice

****Profile****

Dynamic and analytical Business Development Specialist with extensive experience in transactions, valuation, a

****Core Skills****

- ****Transaction Execution****: Expertise in M&A, divestments, and financing processes; adept at preparing execut
- ****Valuation & Financial Modeling****: Proficient in advanced Excel financial models (DCF, comps, multiples) an
- ****Deal Coordination****: Skilled in managing counterparty engagement, advisor coordination, and documentation
- ****Commercial Acumen****: Strong background in commodities (metals, minerals, energy), contract negotiation, an
- ****Technical Proficiency****: Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python and SQ

****Professional Experience****

****SGR Compliance S.A.**** — Senior Business Development Specialist (AML/CTF)

Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, conducting comprehensive research and partner mapping, resultin
- Developed and delivered sales and execution materials, leading successful demos and onboarding processes.
- Enhanced brand visibility at the World Compliance Organization event in Madrid, initiating key partner discu

****Prime Equity Financial Corp**** — Business Development Manager/Mortgage Broker

USA | 2019 - 2021

- Originated and structured refinance/origination deals, aligning investor risk profiles with lender programs,
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

****And3s LLC**** — Co-Founder/CEO (Fintech)

USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day
- Prepared investor and customer engagement materials, enhancing funding opportunities.

****Swissxer S.A.**** — Head of Global Trading Operations

Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, optimizing trade and credit documentation across Eu

- Streamlined operational processes, enhancing risk controls and improving trading margins.

****Freelance AI/ML Developer and Data Scientist****

Switzerland | 2023 - Present

- Developed analytics and automation solutions to support strategic decision-making, utilizing Python and SQL

****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, Switzerland | 2004 - 2006

- ****BBA, Management****

Lynn University, USA | 1998 - 2002

****Certifications****

- IBM Data Science Professional Certificate (2024)
- Certified Project Management Associate IPMA® Level D (2023)

****Languages****

- English: Native/Bilingual
- French: Native/Bilingual
- Spanish: Native/Bilingual
- Italian: Intermediate

****Technical Skills****

- Advanced Excel (3-statement, DCF, comps, sensitivities)
- Power BI, Python (pandas, Matplotlib, Seaborn), SQL
- Bloomberg Terminal

****Affiliations****

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

****Interests****

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

This CV has been tailored to highlight relevant achievements and skills that align with business development r