

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, modeling, and investment analysis, complemented by a strong entrepreneurial background. Trilingual with solid international experience, adaptable to fast-paced environments.

Core Skills

★ Transaction Execution

- Led successful Go-To-Market strategies for multiple startups.
- Managed partnerships that increased market reach.

★ Valuation & Modeling

- Conducted comprehensive financial valuations for investment opportunities.
- Developed financial models that supported strategic decision-making.

★ Dealwork & Coordination

- Coordinated cross-functional teams to deliver complex projects on time.
- Facilitated negotiations that resulted in strategic partnerships.

★ Commercial & Sector

- Analyzed market trends to identify new business opportunities.
- Executed growth hacking strategies that increased user base significantly.

★ Tools

- Proficient in MS Office Suite, Python, SQL, and project management tools.
 - Experienced with CRM 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 client acquisition.
- Sponsored international compliance events, boosting brand visibility.

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

- Led development of an online credit platform, achieving over 3,000 registrations in 90 days.
- Implemented Lean Startup Methodology, resulting in efficient product development.

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

- Achieved over 500% growth in social media engagement, driving user acquisition.
- Selected for Swiss EdTech Collider Startup Incubator, enhancing business credibility.

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

- Trained and licensed over 15 loan officers, improving team performance.
- Increased annual sales by over 30% through strategic lead generation.

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

- Directed global trade operations, achieving a 20% increase in trading margin.
 - Reduced supplier lead time by over 15%, optimizing supply chain efficiency.
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Earlier Experience

Market Analyst • JTI • Lausanne • 2007 - 2008

Collaborated with departments to provide 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 strategies.

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/Near-native • French - Bilingual/Near-native • Spanish - Bilingual/Near-native

Technical & Tools

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