

# JUAN-BERNARDO RIVERO

## Business Development

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Nationality: Swiss • Mobility: Willing to travel within Switzerland and Germany

## Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development across various industries. Proven track record in project management, data analysis, and negotiation. Trilingual with solid international experience, adaptable to multicultural environments.

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## Core Skills

### ★ Transaction Execution

- Managed full sales cycle from lead generation to deal closing.
- Developed and executed Go-To-Market strategies for financial services.

### ★ Valuation & Modeling

- Conducted financial analysis and market research for investment opportunities.
- Developed reporting templates to monitor market trends.

### ★ Dealwork & Coordination

- Coordinated with external advisors during due diligence processes.
- Built and maintained relationships with investment partners.

### ★ Commercial & Sector

- Identified and assessed potential investment partners in real estate.
- Developed international multi-sourcing strategies for commodities.

### ★ Tools

- Proficient in Excel for financial modeling and analysis.
  - Experienced with CRM tools like HubSpot and SAP.
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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 client base by 30%.
- Delivered presentations of SGR's DaaS and SaaS solutions to prospective customers.

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

- Built relationships with financial institutions, enhancing partnership opportunities.
- Led digital transformation project, improving operational efficiency by 25%.

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

- Managed trade flow of commodities, ensuring compliance and risk mitigation.
  - Developed and managed relationships with a worldwide network of suppliers.
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## Earlier Experience

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

Handled commercial import/export documentation and maintained supplier relationships.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2008 - 2010

Managed industry data collection and analysis to monitor sales performance.

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## 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

## **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 • German - Intermediate

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## **Technical & Tools**

Excel (advanced: financial modeling) • PowerPoint • Python • SQL • HubSpot

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## **Affiliations**

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

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## **Interests**

Sustainability • Technology