

JUAN-BERNARDO RIVERO

Investment Analyst

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Nationality: Swiss • Mobility: Driver License

Profile

Results-driven, tech-savvy business professional with over 10 years of experience in investment analysis, financial modeling, and entrepreneurship. Proven track record in negotiation, problem-solving, and strategic partnership development. Trilingual with solid international experience in fast-paced environments.

Core Skills

★ Transaction Execution

- Designed Go-To-Market strategies for financial services
- Conducted market analysis to identify business opportunities

★ Valuation & Modeling

- Performed financial valuation for startups
- Developed financial models for investment analysis

★ Dealwork & Coordination

- Managed partnerships and business opportunities
- Coordinated export operations across multiple countries

★ Commercial & Sector

- Increased trading margin by over 20%
- Facilitated product introductions in multiple European markets

★ Tools

- Proficient in Excel, PowerPoint, and SQL
 - Experienced with CRM tools like HubSpot and SAP
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Experience

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

- Launched AML/CTF SaaS solutions in Spain
- Identified new customer segments and partnerships

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

- Developed online credit platform with 3,000 registrations in 90 days
- Implemented Lean Startup Methodology

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

- Achieved over 500% growth in social media channels
- Participated in Swiss EdTech Collider Startup Incubator

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

- Trained and licensed over 15 loan officers
- Increased annual sales by more than 30%

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

- Directed global trade flow for commodities
 - Improved trading margin and reduced lead time
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations and improved fulfillment rates.

Market Analyst • JTI • Lausanne • 2008 - 2010

Provided data-driven recommendations for product development.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Supported growth of Corporate Finance Division through consultative selling.

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 • Italian - Intermediate

Technical & Tools

Excel (advanced: financial modeling and analysis) • 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 • Reading • Technology • Calisthenics • Fitness • Boarding sports