

JUAN-BERNARDO RIVERO

Business Development

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Nationality: Swiss • Mobility: Driver License

Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development and project management. Proven track record in data analysis, negotiation, and communication. Adaptable to multicultural and fast-paced environments, with solid international experience.

Core Skills

★ Transaction Execution

- Acquired new accounts through consultative selling.
- Managed full sales cycle from lead generation to deal closing.

★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for the financial services market in Spain.
- Conceptualized strategy to diversify lead generation channels.

★ Dealwork & Coordination

- Built and developed relationships with financial institutions and investors.
- Led company's digital transformation project.

★ Commercial & Sector

- Developed international multi-sourcing strategies.
- Managed buyer and supplier relationships in commodities trading.

★ Tools

- MS Office (Word, Excel, PowerPoint)
 - CRM tools: HubSpot, 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.
- 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 and HNW investors.
- Successfully introduced and implemented new sales initiatives.

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

- Developed international multi-sourcing strategies.
 - Managed trade flow of commodities and specialized machinery.
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Earlier Experience

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

Handled commercial import/export documentation and maintained relationships with suppliers and vendors.

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

Managed industry data collection and analysis, monitoring sales performance against targets.

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/Native • French - Bilingual/Native • Spanish - Bilingual/Native • Italian - Intermediate

Technical & Tools

Excel (advanced: data analysis) • PowerPoint • Python • SQL • HubSpot

Affiliations

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

Interests

Sustainability • Technology • Fitness