

JUAN-BERNARDO RIVERO

Business Development Specialist

Chemin des Tuilières 9, 1028 Préverenges • Phone: +41 76 690 2605 • Email: juan.bernardor@proton.me •

Linkedin: [linkedin.com/juanbernardorivero/](https://www.linkedin.com/juanbernardorivero/)

Nationality: Swiss • Mobility: Valid driver's license

Profile

Results-driven business development professional with over 15 years of experience in diverse industries. Proven expertise in project management, negotiation, and market analysis. Trilingual with strong interpersonal skills and a track record of building lasting client relationships in fast-paced environments.

Core Skills

★ Transaction Execution

- Acquired new accounts through consultative selling, increasing client base by 30%.
- Managed full sales cycle from lead generation to deal closing.

★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for financial services, enhancing market penetration.
- Utilized data-driven strategies to optimize sales proposals.

★ Dealwork & Coordination

- Led digital transformation projects, improving operational efficiency by 25%.
- Coordinated cross-functional teams to ensure alignment on sales initiatives.

★ Commercial & Sector

- Built relationships with financial institutions and high-net-worth investors.
- Engaged actively in the HoReCa market to expand client connections.

★ Tools

- Proficient in CRM tools like HubSpot and SAP for managing client relationships.
 - Experienced in using digital tools for market analysis and reporting.
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Experience

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

- Acquired new accounts through consultative selling.
- Developed a sales pipeline and initiated relationships with partners.

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

- Built relationships with financial institutions and HNW investors.
- Successfully introduced new sales initiatives, increasing revenue by 20%.

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

- Developed international multi-sourcing strategies for commodities.
 - Managed buyer and supplier relationships, enhancing trade flow.
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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 • 2007 - 2008

Managed industry data collection and analysis to monitor sales performance.

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

Technical & Tools

Excel (advanced: data analysis, pivot tables) • PowerPoint • Python (pandas, Matplotlib) • SQL • HubSpot

Affiliations

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

Interests

Sustainability • Technology • Fitness