

JUAN-BERNARDO RIVERO

Business Development

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Nationality: Swiss • Mobility: Willing to travel extensively

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, negotiation, and building strong customer relationships. Trilingual with solid international experience, adaptable to multicultural and fast-paced environments.

Core Skills

★ Transaction Execution

- Managed full sales cycle from lead generation to deal closing.
- Achieved sales targets through consultative selling.

★ Valuation & Modeling

- Developed Go-To-Market strategies for financial services.
- Conducted market studies to identify emerging trends.

★ Dealwork & Coordination

- Built and maintained relationships with financial institutions and investors.
- Led cross-functional teams to implement sales initiatives.

★ Commercial & Sector

- Expanded customer base by identifying new leads and opportunities.
- Delivered presentations and demonstrations to prospective clients.

★ Tools

- Proficient in CRM tools like HubSpot and SAP.
 - Advanced skills in MS Office Suite and project management tools.
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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 and implemented new sales initiatives.

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

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

Export Manager • Nidecker S.A. • Rolle, CH • 2008 - 2010

Managed Purchase Orders and coordinated shipping processes with international agents.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2007 - 2008

Managed industry data collection and analysis to monitor sales performance.

Analyst • Merrill Lynch • Florida, USA • 2001 - 2003

Developed relationships with clients and managed industry data collection.

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

BBA Management • Lynn University • USA • 1998 - 2002

High School Diploma • Valley Forge Military Academy • USA • 1994 - 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: data analysis, modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

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

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

Sustainability • Technology • Calisthenics • Fitness • Boarding sports