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 across various industries. Expertise in the startup ecosystem, valuation, financial modeling, and investment analysis. Proven track record in problem-solving, organization, negotiation, and communication, adaptable to multicultural and fast-paced environments.

Core Skills

★ Transaction Execution

- Conducted due diligence for investment opportunities
- Executed financial valuations for startups

★ Valuation & Modeling

- Developed financial models for investment analysis
- Performed market analysis to support valuation processes

★ Dealwork & Coordination

- Coordinated partnerships and business opportunities
- Led cross-functional teams for project execution

★ Commercial & Sector

- Analyzed market trends to identify growth opportunities
- Developed Go-To-Market strategies for new products

★ Tools

- Advanced proficiency in Excel and SQL
- Experience with Python for data analysis

Experience

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

- Designed Go-To-Market strategy for AML/CTF SaaS solutions
- Identified partnerships leading to new customer segments

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

- Led development of an online credit platform with over 3,000 registrations in 90 days
- Implemented Lean Startup Methodology for product development

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

- Increased trading margin by over 20%
- Decreased supplier lead time by over 15%

Earlier Experience

Market Analyst • JTI • Lausanne • 2007 - 2008

Collaborated with departments to provide data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth in the Corporate Finance Division through consultative selling strategies.

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

Languages

English - Bilingual/Near Native • French - Bilingual/Near Native • Spanish - Bilingual/Near Native

Technical & Tools

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