JUAN-BERNARDO RIVERO

Business Development Professional

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Nationality: Swiss • Mobility: Willing to relocate within Switzerland

Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development and project management. Proven track record in building client relationships, developing market strategies, and leading teams in multicultural environments. Trilingual with solid international experience, adaptable to fast-paced settings.

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, achieving a 25% increase in sales.

★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for financial services, enhancing market penetration.
- Conducted market analysis leading to data-driven strategies for lead generation.

★ Dealwork & Coordination

- Led cross-functional teams to implement new sales initiatives, improving efficiency by 20%.
- · Negotiated large-scale contracts, mitigating risks and ensuring compliance.

★ Commercial & Sector

- Built relationships with financial institutions and high-net-worth investors, expanding market reach.
- Developed international multi-sourcing strategies for commodities trading.

★ Tools

- Proficient in CRM tools like HubSpot and SAP for managing client relationships.
- Advanced skills in MS Office Suite, including Excel for data analysis and reporting.

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 and prospective customers.

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

- · Built relationships with financial institutions and high-net-worth investors.
- Led company's digital transformation project, enhancing operational efficiency.

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, improving supplier relationships.

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 • 2007 - 2008

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 BBA Management • Lynn University • USA • 1998 - 2002

Certifications

- Certified Project Management Associate IPMA® Level D, IPMA 2023
- IBM Data Science Professional Certificate, IBM 2024

Languages

English - Fluent • French - Native • Spanish - Native

Technical & Tools

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

Affiliations

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

Interests

Sustainability • Technology