

JUAN-BERNARDO RIVERO

Business Development

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Nationality: Swiss • Mobility: Open to relocation

Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development and project management. Proven track record in driving market growth through innovative strategies and stakeholder engagement. Trilingual with solid international experience, adaptable to multicultural environments.

Core Skills

★ Transaction Execution

- Acquired new accounts through consultative selling, increasing client base by 30%.
- Managed full sales cycle, achieving a 25% increase in deal closures.

★ Valuation & Modeling

- Developed Go-To-Market strategies for SaaS and DaaS solutions, resulting in successful market entry.
- Conducted market analysis to identify growth opportunities in competitive landscapes.

★ Dealwork & Coordination

- Led cross-functional teams to implement digital transformation initiatives, enhancing operational efficiency.
- Coordinated with marketing to align product information and sales strategies.

★ Commercial & Sector

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

★ Tools

- Proficient in MS Office Suite, CRM systems (HubSpot, SAP), and project management tools (Jira, Trello).
 - Experienced in data analysis using Python and SQL for informed decision-making.
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Experience

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

- Acquired new accounts through consultative selling, increasing client base by 30%.
- 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, resulting in a 40% increase in sales.
- Led digital transformation projects that diversified lead generation channels.

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

- Developed international multi-sourcing strategies, optimizing supply chain efficiency.
 - Managed trade flow of commodities, ensuring compliance and risk mitigation.
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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, optimizing 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 • Italian - Intermediate

Technical & Tools

Excel (advanced: data analysis and modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

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

Interests

Sustainability • Technology • Calisthenics • Fitness