

# JUAN-BERNARDO RIVERO

## Business Development

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Nationality: Swiss • Mobility: Willing to relocate

## 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, data analysis, and negotiation. Adaptable to multicultural environments and fluent in English, French, and Spanish.

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## Core Skills

### ★ Transaction Execution

- Managed full sales cycle from lead generation to deal closing, achieving a 30% increase in new accounts.
- Developed and executed Go-To-Market strategies tailored to local markets.

### ★ Valuation & Modeling

- Conducted market analysis and segmentation to identify growth opportunities.
- Utilized data-driven strategies to enhance sales performance.

### ★ Dealwork & Coordination

- Led cross-functional teams to ensure timely delivery of high-quality projects.
- Negotiated and managed large-scale contracts with key stakeholders.

### ★ Commercial & Sector

- Built and maintained relationships with financial institutions and high-net-worth investors.
- Developed international multi-sourcing strategies for commodities.

### ★ Tools

- Proficient in MS Office Suite, CRM tools (HubSpot, SAP), and project management software (Jira, Trello).
- Advanced skills in data analysis tools including Excel and Python.

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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 sales pipeline by 40%.
- Delivered presentations of SGR's DaaS and SaaS solutions to prospective customers.

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

- Successfully introduced new sales initiatives, resulting in a 25% increase in client acquisition.
- Led digital transformation projects to enhance operational efficiency.

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

- Managed trade flow of commodities, optimizing supply chain processes.
- Developed and maintained relationships with a global network of suppliers.

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## Earlier Experience

Import/Export Manager • Swissxer S.A. • Geneva, CH • 2010 - 2014

Handled commercial import/export documentation and ensured compliance with regulations.

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

Managed industry data collection and analysis to monitor sales performance.

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## Education

MBA Financial Valuation and Investment Management • Lynn University • USA • 2017 - 2020

Executive Education • 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

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## Technical & Tools

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

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## Affiliations

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

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## Volunteering

Mentor for local startups in business development strategies. • Volunteer for sustainability initiatives in the community.

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## Interests

Sustainability • Technology • Calisthenics • Fitness