

# 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 entrepreneurship, analysis, problem-solving, and negotiation. Trilingual with solid international experience.

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## Core Skills

### ★ Transaction Execution

- Conducted due diligence for investment opportunities
- Executed market analysis for new product launches

### ★ Valuation & Modeling

- Developed financial models for startups
- Performed valuations for investment assessments

### ★ Dealwork & Coordination

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

### ★ Commercial & Sector

- Designed Go-To-Market strategies for new products
- Led training programs for loan officers

### ★ Tools

- Proficient in Excel, PowerPoint, and SQL
  - Experienced with CRM tools like HubSpot and SAP
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## Experience

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

- Designed Go-To-Market strategy for AML/CTF SaaS solutions
- Sponsored international compliance events to enhance brand visibility

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

- Led development of an online credit platform, achieving 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 the Swiss EdTech Collider Startup Incubator

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

- Managed training for over 15 loan officers, increasing annual sales by 30%
- Led digital transformation projects for lead generation

### Swissxer S.A. • Head of Global Trading Operations and Business Development • Geneva • 2010 - 2017

- Directed global trade flow, improving trading margins by 20%
  - Reduced supplier lead time by 15%
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## Earlier Experience

### Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations, improving fulfillment rates by over 50%.

### Market Analyst • JTI • Lausanne • 2008 - 2010

Provided 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.

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## 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

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## Certifications

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

English - Bilingual/Native • French - Bilingual/Native • Spanish - Bilingual/Native • Italian - Intermediate

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## Technical & Tools

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

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## Affiliations

Swiss EdTech Collider, EPFL Innovation Park • FAU Tech Runway, Florida Atlantic University

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## Volunteering

Committee Member – Innoboard, InnoPark Suisse

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## Interests

Sustainability • Reading • Technology • Calisthenics • Fitness • Boarding sports