

Senior Vice President Client Development – CV

****JB RIVERO PÉGAITAZ****

Business Development Specialist

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****Nationality:**** Swiss

****Mobility:**** Willing to travel on short notice

****Profile****

Dynamic and results-driven Business Development Specialist with extensive experience in transaction execution,

****Core Skills****

- ****Transaction Execution:**** Expertise in M&A, divestments, and financing processes; proficient in creating ex
- ****Valuation & Financial Modeling:**** Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- ****Deal Coordination:**** Skilled in counterparty engagement, advisor coordination (legal, audit), and managing
- ****Commercial Acumen:**** Strong background in commodities (metals, minerals, energy), contract negotiation, an
- ****Technical Proficiency:**** Advanced Excel, PowerPoint, Word, Bloomberg Terminal; Python and SQL for data ana

****Professional Experience****

****SGR Compliance S.A.****

Senior Business Development Specialist (AML/CTF)

Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, including research, ICP, and partner mapping, leading to the or
- Developed and delivered sales and execution materials, enhancing client engagement through effective demos a
- Elevated brand visibility at the World Compliance Organization event in Madrid, initiating key partner discu

****Prime Equity Financial Corp****

Business Development Manager/Mortgage Broker

USA | 2019 - 2021

- Originated and structured refinance/origination deals for real estate investors, aligning risk profiles with
- Designed and implemented a comprehensive sales training program, resulting in a >30% annual sales increase a

****And3s LLC****

Co-Founder/CEO (Fintech)

USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day

- Prepared investor and customer materials, enhancing engagement and securing initial funding.

****Lexios.io****

Co-Founder/COO (Edtech)

Switzerland | 2021

- Established partnerships and community outreach initiatives, driving over 500% growth in social media presen

****Freelance AI/ML Developer and Data Scientist****

Switzerland | 2023 - Present

- Designed analytics and automation solutions to support strategic decision-making, utilizing Python and SQL f

****Earlier Experience****

- ****Export Manager**** | Nidecker S.A. | Switzerland | 2008 - 2010
- ****Market Analyst**** | JTI | Switzerland | 2007 - 2008
- ****Analyst**** | Merrill Lynch | USA | 2001 - 2003

****Education****

- ****MBA, Financial Valuation and Investment Management**** - Lynn University, USA (2017-2020)
- ****Executive Education, Entrepreneurship**** - Harvard Business School, USA (2014)
- ****Business Information Systems**** - HEC Lausanne, CH (2004-2006)
- ****BBA, Management**** - Lynn University, USA (1998-2002)

****Certifications****

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

****Languages****

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

****Technical Skills****

- Excel (advanced financial modeling)
- Power BI
- Python (data analysis and visualization)
- SQL

- Bloomberg Terminal

****Affiliations****

- Swiss EdTech Collider - EPFL Innovation Park (2021)
- FAU Tech Runway (2019)

****Volunteering****

- Committee Member - Innoboard (InnoPark Suisse)

****Interests****

- Fitness & calisthenics
- Financial markets
- Digital assets
- Sustainability
- Technology
- Boardsports

This CV has been tailored to highlight relevant experience and skills that align with business development rol