

Business Development Manager - Partnerships Channel – 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; adept at preparing execut
- ****Valuation & Financial Modeling:**** Proficient in advanced Excel financial models (3-statement, DCF, comps),
- ****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/SQL for data analysi

****Professional Experience****

****SGR Compliance S.A.**** | Senior Business Development Specialist (AML/CTF) | Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, conducting in-depth research and partner mapping, resulting in
- Developed and delivered sales materials and led product demonstrations, enhancing client onboarding and enga
- Represented the company at the World Compliance Organization event in Madrid, successfully initiating strate

****Prime Equity Financial Corp**** | Business Development Manager/Mortgage Broker | USA | 2019 - 2021

- Originated and structured refinance/origination deals, aligning investor risk profiles with lender programs,
- Designed and implemented a comprehensive sales training program, resulting in a 30% increase in annual sales

****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
- Developed investor and customer materials that effectively communicated value propositions and drove engagem

****Swissxer S.A.**** | Head of Global Trading Operations | Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, enhancing compliance and operational efficiency acr
- Streamlined trading processes and contract terms, resulting in improved margins and reduced supplier lead ti

****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

****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****

- Advanced Excel (financial modeling, DCF, comps)
- Power BI, Python (pandas, visualizations with Matplotlib/Seaborn), SQL
- Bloomberg Terminal

****Affiliations****

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

****Interests****

- Fitness & calisthenics
- Financial markets & digital assets
- Sustainability & technology
- Boardsports

This CV has been tailored to highlight relevant experience and skills for business development roles, emphasizing