

JB RIVERO PÉGAITAZ



Business Development Specialist (Transactions and Valuation)

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Nationality: Swiss • **Mobility:** Willing to travel on short notice

Profile

Analytical, resilient business developer with commodities and fintech experience. Skilled at originating, structuring and executing cross-border transactions, preparing execution materials, and performing valuation/financial analysis (DCF, comps, multiples) in advanced Excel. Comfortable in high-pressure, fast-paced settings and interfacing with senior stakeholders, counterparties and advisors (lawyers, accountants). Trilingual (EN/FR/ES).

Core Skills

- ★ **Transaction Execution:** M&A, divestments, and financing processes • execution materials (teasers, info packs, committee decks) • risk identification & mitigation • stakeholder alignment
- ★ **Valuation & Modeling:** Advanced Excel financial models (3-statement, DCF, trading & transaction comps), scenario/sensitivity analysis
- ★ **Dealwork & Coordination:** Counterparty engagement • advisor coordination (legal, audit) • Q&A and management meetings • documentation & closing checklists
- ★ **Commercial & Sector:** Commodities (metals, minerals, energy), contract negotiation, letters of credit, logistics and operations
- ★ **Tools:** Excel • PowerPoint • Word • Bloomberg Terminal • Python/SQL (analysis automation; data visualization)

Experience

Swissxer S.A. • Trade Coordinator • Switzerland • 2010 - 2013

- Managed import/export documentation and regulatory compliance; coordinated loading/discharge with carriers and terminals.

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

- Negotiated cross-border supply contracts and structured trade and credit documentation (including letters of credit) across Europe and the Americas; coordinated carriers and storage partners to ensure timely, compliant execution.
- Streamlined processes and contract terms, strengthening risk controls to improve trading margins and shorten supplier lead times.

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

- Built Spain market-entry (research, ICP, partner mapping) and originated opportunities for SaaS/DaaS; prepared sales/execution materials and led demos/onboarding.
- Drove brand presence with the World Compliance Organization event in Madrid; initiated partner discussions and coordinated with external stakeholders.

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

- Originated refinance/origination deals with real-estate investors and matched risk profile & strategy to lender programs (private, conventional, non-QM, FHA) to optimize rate/term and pull-through.
- Designed and led a sales training program; trained, licensed & managed 10-15 loan officers; drove digital lead-gen with marketing → >30% annual sales increase.

And3s LLC • Co-Founder/CEO (Fintech) • USA • 2019 - 2021

- Co-led GTM for an online credit platform; shipped MVP achieving 3,000+ registrations in 90 days; selected by FAU Tech Runway; prepared investor/customer materials.

Lexios.io • Co-Founder/COO (Edtech) • Switzerland • 2021

- Built partnerships and community to drive top-of-funnel; >500% social growth; selected by Swiss EdTech Collider (EPFL); led day-to-day ops.

Freelance AI/ML Dev and Data Scientist • Switzerland • 2023 - Present

- Design analytics and automation to support decision-making (Python/SQL/visualizations with Matplotlib/Seaborn); build models and materials that accelerate commercial execution.

Earlier Experience

- Export Manager • Nidecker S.A. • Switzerland • 2008 - 2010 • Supplied 36+ countries, S&OP, export logistics.
- Market Analyst • JTI • Switzerland • 2007 - 2008 • Market reporting, pricing/promo support.
- Analyst • Merrill Lynch • USA • 2001 - 2003 • Corporate finance prospecting, asset/liability analysis, client development.

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)

High School Diploma - Valley Forge Military Academy, USA (1994-1997)

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 & Tools: Excel (advanced: 3-statement, DCF, comps, sensitivities) • PowerPoint • Word • Power BI • Python (pandas; visualizations with Matplotlib/Seaborn) • SQL • Bloomberg Terminal (2 years)

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