

JUAN-BERNARDO RIVERO

Investment Analyst

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Nationality: Swiss • Mobility: Willing to relocate to Geneva

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, and problem-solving, adaptable to fast-paced environments.

Core Skills

★ Transaction Execution

- Executed Go-To-Market strategies for multiple startups
- Led digital transformation projects to enhance operational efficiency

★ Valuation & Modeling

- Conducted financial valuations for investment opportunities
- Developed analytical models to support decision-making

★ Dealwork & Coordination

- Identified and secured strategic partnerships
- Coordinated cross-functional teams for project execution

★ Commercial & Sector

- Analyzed market trends to inform investment strategies
- Facilitated successful product launches in multiple markets

★ Tools

- Advanced proficiency in Excel, SQL, and Python
 - Experience with Power BI and Tableau for data visualization
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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 3,000 registrations in 90 days
- Implemented Lean Startup Methodology to optimize product development

Lexios.io • Co-Founder – Growth • Lausanne • 2021

- Achieved over 500% growth in social media engagement
- Participated in the Swiss EdTech Collider Startup Incubator

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

- Trained over 15 new loan officers, increasing annual sales by 30%
- Led digital transformation projects to diversify lead generation

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

- Increased trading margin by over 20%
 - Reduced supplier lead time by 15%
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Earlier Experience

Market Analyst • JTI • Lausanne • 2007 - 2008

Collaborated with departments to provide data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Supported the growth of the Corporate Finance Division through strategic outreach and consultative selling.

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

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

Technical & Tools

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

Affiliations

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

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

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