

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.

Core Skills

★ Transaction Execution

- Led the development of an online credit platform, achieving over 3,000 registrations in 90 days.
- Managed and licensed over 15 loan officers, increasing annual sales by over 30%.

★ Valuation & Modeling

- Conducted financial valuations and due diligence for investment opportunities.
- Designed Go-To-Market strategies that resulted in significant market penetration.

★ Dealwork & Coordination

- Identified partnerships and business opportunities in new customer segments.
- Coordinated export operations to distributors in over 36 countries, improving fulfillment rates by over 50%.

★ Commercial & Sector

- Facilitated successful product introductions in multiple European markets.
- Achieved over 20% increase in trading margin through strategic market analysis.

★ Tools

- Proficient in Excel, PowerPoint, Python, SQL, and Bloomberg Terminal.
 - Experienced with CRM/ERP systems including 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, enhancing market entry.
- Sponsored international compliance events, increasing brand visibility.

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

- Led development of an online credit platform, achieving rapid user acquisition.
- Implemented Lean Startup Methodology to optimize project outcomes.

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

- Achieved over 500% growth in social media channels, driving user registrations.
- Participated in the Swiss EdTech Collider Startup Incubator, enhancing business strategy.

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

- Designed and led training programs for mortgage loan originators, improving team performance.
- Executed digital transformation projects, diversifying lead generation channels.

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

- Directed global trade flow for commodities, enhancing operational efficiency.
 - Achieved significant reductions in supplier lead times and improved trading margins.
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations, improving fulfillment rates and reducing costs.

Market Analyst • JTI • Lausanne • 2008 - 2010

Provided data-driven recommendations for product development and pricing strategies.
Analyst • Merrill Lynch • Florida • 2001 - 2003
Supported growth initiatives in the Corporate Finance Division through strategic outreach.

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

Technical & Tools

Excel (advanced: financial modeling, data analysis) • 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 • Reading • Technology • Calisthenics • Fitness • Boarding sports