

# JB RIVERO PÉGAITAZ

## Business Development Specialist (Transactions and Valuation)

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

### Profile

Analytical and resilient business developer with extensive experience in commodities and fintech. Proven track record in originating, structuring, and executing cross-border transactions, alongside performing valuation and financial analysis. Comfortable in high-pressure environments, interfacing with senior stakeholders and advisors.

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### Core Skills

#### ★ Transaction Execution

- Executed M&A, divestments, and financing processes with a focus on risk mitigation.
- Prepared comprehensive execution materials including teasers and info packs.

#### ★ Valuation & Modeling

- Developed advanced Excel financial models including DCF and comps.
- Conducted scenario and sensitivity analysis to inform strategic decisions.

#### ★ Dealwork & Coordination

- Engaged with counterparties and coordinated with advisors for seamless deal execution.
- Managed documentation and closing checklists to ensure compliance.

#### ★ Commercial & Sector

- Negotiated contracts in commodities, enhancing trading margins and reducing lead times.
- Oversaw logistics and operations to ensure timely delivery and compliance.

#### ★ Tools

- Proficient in Excel, PowerPoint, and Word for data analysis and presentations.
  - Utilized Bloomberg Terminal and Python/SQL for data visualization and automation.
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### Experience

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

- Managed import/export documentation and ensured regulatory compliance.
- Coordinated loading and discharge operations with carriers and terminals.

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

- Negotiated cross-border supply contracts, improving compliance and execution.
- Streamlined processes to enhance risk controls and trading margins.

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

- Developed market-entry strategies for Spain, generating new SaaS/DaaS opportunities.
- Led sales demonstrations and onboarding processes to enhance client engagement.

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

- Originated refinance deals, optimizing client lender match and terms.
- Implemented a 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 3,000+ registrations in 90 days.
- Prepared investor and customer materials to support fundraising efforts.

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

- Established partnerships to drive user growth, achieving over 500% social media growth.
- Managed daily operations to ensure project success and stakeholder satisfaction.

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

- Designed analytics and automation tools to support decision-making processes.

- Developed models and materials that accelerated commercial execution.
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## Earlier Experience

Export Manager • Nidecker S.A. • Switzerland • 2008 - 2010

Managed export logistics and supply chain operations for over 36 countries.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing and promotional support.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and asset/liability analysis.

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## 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

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## Certifications

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

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

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## Technical & Tools

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

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## Affiliations

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

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## Volunteering

Committee Member - Innoboard (InnoPark Suisse)

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## Interests

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