

JUAN-BERNARDO RIVERO

Investment Analyst

Chemin des Tuilières 9, 1028 Préverenges • Phone: 076 690 26 05 • Email: juan.bernardor@proton.me • LinkedIn: [linkedin.com/juanbernardorivero/](https://www.linkedin.com/juanbernardorivero/)
Nationality: Swiss • Mobility: Driver License

Profile

Results-driven investment analyst with over 10 years of experience across various industries. Expertise in the startup ecosystem, financial modeling, and investment analysis. Proven track record in entrepreneurship, problem-solving, and negotiation. Trilingual with solid international experience.

Core Skills

★ Transaction Execution

- Managed and executed multiple investment transactions, enhancing client portfolios.
- Coordinated with cross-functional teams to ensure seamless transaction processes.

★ Valuation & Modeling

- Conducted comprehensive financial valuations for startups and established companies.
- Developed financial models that supported strategic investment decisions.

★ Dealwork & Coordination

- Facilitated negotiations for strategic partnerships, resulting in increased market reach.
- Coordinated due diligence processes to assess investment opportunities.

★ Commercial & Sector

- Analyzed market trends to identify growth opportunities in various sectors.
- Developed go-to-market strategies that successfully launched new products.

★ Tools

- Proficient in MS Office Suite, including advanced Excel for financial analysis.
 - Experienced with CRM tools such as HubSpot and ERP systems like SAP.
-

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.
- Identified partnerships leading to new customer segments, increasing revenue potential.

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

- Led development of an online credit platform, achieving over 3,000 registrations in 90 days.
- Implemented Lean Startup Methodology, resulting in efficient project execution.

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

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

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

- Designed and led training programs for over 15 loan officers, boosting sales by 30%.
- Managed digital transformation projects to diversify lead generation channels.

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

- Directed global trade operations, achieving a 20% increase in trading margin.
 - Reduced supplier lead time by 15%, optimizing supply chain efficiency.
-

Earlier Experience

Market Analyst • JTI • Lausanne • 2007 - 2008

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

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth in Corporate Finance Division through strategic client engagement.

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
-

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