

# Sr. Product Manager (LCA) – CV

**\*\*JB RIVERO PÉGAITAZ\*\***

Business Development Specialist

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

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## **\*\*Profile\*\***

Results-driven Business Development Specialist with extensive experience in transaction execution, valuation,

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## **\*\*Core Skills\*\***

- **\*\*Transaction Execution\*\***: Expertise in M&A, divestments, and financing processes; adept at preparing execut
- **\*\*Valuation & Financial Modeling\*\***: Proficient in advanced Excel financial models (3-statement, DCF, trading
- **\*\*Deal Coordination\*\***: Skilled in counterparty engagement, advisor coordination (legal, audit), and managing
- **\*\*Commercial Acumen\*\***: Strong background in commodities (metals, minerals, energy), contract negotiation, an
- **\*\*Technical Proficiency\*\***: Advanced Excel, PowerPoint, Word, Bloomberg Terminal, Python/SQL for data analysi

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## **\*\*Professional Experience\*\***

### **\*\*SGR Compliance S.A.\*\***

**\*Senior Business Development Specialist (AML/CTF)\***

Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, conducting comprehensive research and partner mapping, resultin
- Developed and presented sales execution materials, leading successful demos and onboarding processes, enhanc

### **\*\*Prime Equity Financial Corp\*\***

**\*Business Development Manager/Mortgage Broker\***

USA | 2019 - 2021

- Originated and structured refinance/origination deals for real estate investors, optimizing lender programs
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

### **\*\*And3s LLC\*\***

**\*Co-Founder/CEO (Fintech)\***

USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day

### **\*\*Lexios.io\*\***

**\*Co-Founder/COO (Edtech)\***

Switzerland | 2021

- Established strategic partnerships and community engagement initiatives, resulting in over 500% growth in so

**\*\*Swissxer S.A.\*\***

**\*Head of Global Trading Operations\***

Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, enhancing compliance and execution efficiency across
- Streamlined operational processes and contract terms, improving trading margins and reducing supplier lead times

**\*\*Swissxer S.A.\*\***

**\*Trade Coordinator\***

Switzerland | 2010 - 2013

- Managed import/export documentation and regulatory compliance, ensuring timely coordination with carriers and

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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

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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 Skills\*\***

- Advanced Excel (financial modeling, DCF, comps)
- Power BI, Python (pandas, visualizations with Matplotlib/Seaborn), SQL
- Bloomberg Terminal

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**\*\*Affiliations\*\***

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

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**\*\*Interests\*\***

Fitness & calisthenics, financial markets, digital assets, sustainability, technology, boardsports.

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\*References available upon request.\*