

Senior Contract Manager Execution – CV

****JB RIVERO PÉGAITAZ****

Business Development Specialist

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****Nationality:**** Swiss | ****Mobility:**** Willing to travel on short notice

Profile

Dynamic and analytical Business Development Specialist with extensive experience in transaction execution, val

Core Skills

- ****Transaction Execution:**** Expertise in M&A, divestments, and financing processes; proficient in preparing e
- ****Valuation & Financial Modeling:**** Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- ****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; experience with Python and

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 materials, leading product demos and onboarding sessions, enhancing client eng

****Prime Equity Financial Corp****

Business Development Manager/Mortgage Broker

USA | 2019 - 2021

- Originated and structured refinancing deals for real estate investors, aligning risk profiles with lender pr
- Designed and implemented a sales training program, resulting in a 30% increase in annual sales through enhan

****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

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

Head of Global Trading Operations

Switzerland | 2014 - 2017

- Negotiated cross-border supply contracts, enhancing trading margins and reducing supplier lead times through

Freelance AI/ML Developer and Data Scientist

Switzerland | 2023 - Present

- Designed analytics and automation solutions to support strategic decision-making, utilizing Python and SQL f

Earlier Experience

- **Export Manager** | Nidecker S.A. | Switzerland | 2008 - 2010

Managed export logistics and operations across 36+ countries.

- **Market Analyst** | JTI | Switzerland | 2007 - 2008

Conducted market reporting and pricing support.

- **Analyst** | Merrill Lynch | USA | 2001 - 2003

Engaged in corporate finance prospecting and client development.

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

Certifications

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

Languages

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

Technical Skills

- **Tools:** Excel (advanced modeling), Power BI, Python (data analysis), SQL, Bloomberg Terminal
- **Data Visualization:** Matplotlib, Seaborn

Affiliations & Interests

- Member, Swiss EdTech Collider - EPFL Innovation Park (2021)
- Committee Member, Innoboard (InnoPark Suisse)
- Interests: Fitness, financial markets, digital assets, sustainability, technology, boardsports

This CV has been tailored to highlight relevant achievements, skills, and experiences that align with business