

# Director of Contract Management Execution – CV

**\*\*JB RIVERO PÉGAITAZ\*\***

Business Development Specialist (Transactions and Valuation)

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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; proficient in creating ex
- **\*\*Valuation & Financial Modeling:\*\*** Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- **\*\*Deal Coordination:\*\*** Skilled in managing counterparty engagement, advisor coordination, and documentation
- **\*\*Commercial Acumen:\*\*** Strong background in commodities (metals, minerals, energy), contract negotiation, an
- **\*\*Technical Proficiency:\*\*** Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python and SQ

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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 delivered sales and execution materials, leading successful demos and onboarding processes.
- Enhanced brand visibility at the World Compliance Organization event in Madrid, initiating key partnerships

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

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

USA | 2019 - 2021

- Originated and structured refinance and origination deals for real estate investors, optimizing lender match
- 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
- Developed investor and customer engagement materials, enhancing funding opportunities.

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

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

Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, improving trading margins through streamlined processes
- Coordinated logistics and compliance for timely execution of contracts across Europe and the Americas.

**\*\*Freelance AI/ML Developer and Data Scientist\*\***

Switzerland | 2023 - Present

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

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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, Switzerland | 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), 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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This CV has been tailored to emphasize relevant achievements and skills that align with business development r