

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. Adept at engaging with senior stakeholders and managing high-pressure environments. Trilingual in English, French, and Spanish.

Core Skills

★ Transaction Execution

- Executed M&A, divestments, and financing processes with comprehensive execution materials.
- Identified and mitigated risks while aligning stakeholders.

★ Valuation & Modeling

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

★ Dealwork & Coordination

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

★ Commercial & Sector

- Negotiated contracts in commodities, enhancing trading margins.
- Oversaw logistics and operations to streamline processes.

★ Tools

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

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

- Built Spain market-entry strategy, originating SaaS/DaaS opportunities.
- Drove brand presence at World Compliance Organization event, initiating key partnerships.

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

- Originated refinance deals, optimizing lender programs to enhance client outcomes.
- Designed and led a sales training program, resulting in over 30% annual sales increase.

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 funding and growth.

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

- Built partnerships to drive top-of-funnel growth, achieving over 500% social media growth.
- Led day-to-day operations to ensure business efficiency.

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

- Negotiated cross-border supply contracts, ensuring timely execution across Europe and the Americas.
 - Streamlined processes to improve trading margins and reduce supplier lead times.
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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.

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

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

Technical & Tools

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

Affiliations

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

Volunteering

Committee Member - Innoboard (InnoPark Suisse)

Interests

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