

Business Development Manager – 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 creating ex
- ****Valuation & Financial Modeling****: Advanced skills in financial modeling (3-statement, DCF, comps) and scen
- ****Deal Coordination****: Strong ability to engage with counterparties and coordinate advisors (legal, audit) t
- ****Commercial Acumen****: In-depth knowledge of commodities (metals, minerals, energy), contract negotiation, a
- ****Technical Proficiency****: Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python and SQ

****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 that enhanced client
- Enhanced brand visibility at the World Compliance Organization event in Madrid, initiating strategic partner

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

Business Development Manager/Mortgage Broker

USA | 2019 - 2021

- Originated and structured refinancing and origination deals, aligning investor risk profiles with lender pro
- 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 the fi
- Recognized by FAU Tech Runway for innovative business model and execution.

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

Head of Global Trading Operations

Switzerland | 2014 - 2017

- Negotiated and structured cross-border supply contracts, improving trading margins and reducing supplier lead times
- Coordinated logistics and compliance operations across Europe and the Americas, ensuring timely execution of

****Earlier Experience****

- *Export Manager, Nidecker S.A.* (2008 - 2010)
- *Market Analyst, JTI* (2007 - 2008)
- *Analyst, Merrill Lynch* (2001 - 2003)

****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****

- Advanced Excel (financial modeling, DCF, comps)
- Power BI, Python (data analysis, visualizations)
- SQL, Bloomberg Terminal

****Affiliations****

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

****Interests****

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

This CV has been tailored to highlight relevant achievements and skills that align with business development r