

JUAN-BERNARDO RIVERO

Investment Analyst

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Nationality: Swiss • Mobility: Driver License

Profile

Results-driven, tech-savvy business professional with over 10 years of experience in investment analysis, financial modeling, and entrepreneurship. Proven track record in the startup ecosystem, adept at problem-solving and negotiation in multicultural environments. Trilingual with solid international experience.

Core Skills

★ Transaction Execution

- Designed Go-To-Market strategies for SaaS solutions
- Led digital transformation projects to diversify lead generation

★ Valuation & Modeling

- Conducted financial valuation and due diligence
- Developed financial models for investment analysis

★ Dealwork & Coordination

- Identified partnerships and business opportunities
- Coordinated export operations across multiple countries

★ Commercial & Sector

- Achieved over 30% increase in annual sales
- Facilitated successful product introductions in multiple markets

★ Tools

- Proficient in Excel, PowerPoint, and SQL
 - Experienced with CRM tools like HubSpot and SAP
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Experience

SGR Compliance S.A. • Business Development Specialist AML / CTF • Lugano • 2022 - 2023

- Designed Go-To-Market strategy for AML/CTF SaaS solutions
- Sponsored international compliance event in Madrid

And3s LLC • Project Manager • Florida / Lausanne • 2019 - 2021

- Led development of online credit platform, achieving 3,000 registrations in 90 days
- Implemented Lean Startup Methodology

Lexios.io • Co-Founder – Growth • Lausanne • 2021

- Achieved over 500% growth in social media channels
- Participated in Swiss EdTech Collider Startup Incubator

Prime Equity Financial Corporation • Business Development Manager • Florida • 2019 - 2021

- Managed training for over 15 loan officers
- Increased annual sales by over 30%

Swissxer S.A. • Head of Global Trading Operations and Business Development • Geneva • 2010 - 2017

- Increased trading margin by over 20%
 - Decreased supplier lead time by over 15%
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2008 - 2010

Coordinated export operations, improving fulfillment rates and reducing inventory costs.

Market Analyst • JTI • Lausanne • 2007 - 2008

Provided data-driven recommendations for product development and pricing strategies.

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth of Corporate Finance Division through cold-calling and consultative selling.

Education

MBA Financial Valuation and Investment Management • Lynn University • USA • 2020

Executive Ed Entrepreneurship • Harvard Business School • USA • 2014

Business Information Systems • HEC Lausanne • Switzerland • 2006

BBA Management • Lynn University • USA • 2002

High School Diploma • Valley Forge Military Academy • USA • 1997

Certifications

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

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

Technical & Tools

Excel (advanced: financial modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

Affiliations

Swiss EdTech Collider, EPFL Innovation Park • FAU Tech Runway, Florida Atlantic University

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

Sustainability • Reading • Technology • Calisthenics • Fitness • Boarding sports