

# 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, as well as performing valuation and financial analysis. Comfortable in high-pressure environments and adept at engaging with senior stakeholders and advisors. Trilingual in English, French, and Spanish.

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### Core Skills

#### ★ Transaction Execution

- Executed M&A, divestments, and financing processes with a focus on risk mitigation.
- Prepared comprehensive execution materials including teasers and info packs.

#### ★ Valuation & Modeling

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

#### ★ Dealwork & Coordination

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

#### ★ Commercial & Sector

- Negotiated contracts in commodities and fintech sectors, enhancing operational efficiency.
- Gained insights into market dynamics and customer needs to drive business growth.

#### ★ Tools

- Proficient in Excel, PowerPoint, and Bloomberg Terminal for data analysis.
  - Utilized Python and SQL for automation and data 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 opportunities for SaaS/DaaS.
- Drove brand presence at key industry events, enhancing stakeholder engagement.

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

- Originated refinance deals, optimizing lender programs to enhance profitability.
- 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, securing funding and partnerships.

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

- Built partnerships to drive user acquisition, achieving over 500% social growth.
- Led day-to-day operations, ensuring alignment with strategic goals.

#### **Freelance AI/ML Dev and Data Scientist** • Data Scientist • Switzerland • 2023 - Present

- Designed analytics and automation tools to support data-driven decision-making.
  - Developed models that accelerated commercial execution and operational efficiency.
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### Earlier Experience

Export Manager • Nidecker S.A. • Switzerland • 2008 - 2010

Managed export logistics and supply chain operations across 36+ countries.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing and promotional support.

Analyst • Merrill Lynch • USA • 2001 - 2003

Engaged in corporate finance prospecting and asset/liability analysis.

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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 • CH • 2004-2006

BBA, Management • Lynn University • USA • 1998-2002

High School Diploma • Valley Forge Military Academy • USA • 1994-1997

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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 • German - Intermediate

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## Technical & Tools

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

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## Affiliations

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

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## Volunteering

Committee Member - Innoboard (InnoPark Suisse)

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## Interests

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