

# JUAN-BERNARDO RIVERO

## Investment Analyst

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Nationality: Swiss • Mobility: Driver License

## Profile

Results-driven investment analyst with over 10 years of experience in venture capital and private equity. Proven expertise in financial valuation, investment analysis, and startup ecosystems. Trilingual with solid international experience, adaptable to fast-paced environments.

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## Core Skills

### ★ Transaction Execution

- Led the development of an online credit platform, achieving over 3,000 registrations in 90 days.
- Managed and licensed over 15 new loan officers, resulting in a 30% increase in annual sales.

### ★ Valuation & Modeling

- Conducted comprehensive market analysis for AML/CTF SaaS solutions.
- Utilized financial modeling techniques to assess investment opportunities.

### ★ Dealwork & Coordination

- Designed Go-To-Market strategies for multiple startups, enhancing market entry success.
- Coordinated export operations across 36 countries, improving fulfillment rates by over 50%.

### ★ Commercial & Sector

- Identified and cultivated partnerships, expanding customer segments in the financial sector.
- Achieved over 500% growth in social media channels, driving user acquisition.

### ★ Tools

- Proficient in Excel (advanced), PowerPoint, Python, SQL, and Bloomberg Terminal.
  - Experienced with CRM tools like HubSpot and ERP systems.
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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, enhancing market penetration.
- Sponsored international compliance events, increasing brand visibility.

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

- Led the development of an online credit platform, achieving significant user engagement.
- Implemented Lean Startup Methodology to streamline project execution.

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

- Utilized growth hacking techniques to expand user base while reducing CAC.
- Participated in Swiss EdTech Collider Startup Incubator, enhancing business strategy.

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

- Designed and led training programs for mortgage loan originators, improving sales performance.
- Executed digital transformation projects to diversify lead generation.

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

- Directed global trade operations, achieving a 20% increase in trading margin.
  - Reduced supplier lead time by over 15% through operational improvements.
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## Earlier Experience

### Export Manager • Nidecker Group • Rolle • 2007 - 2008

Coordinated export operations, enhancing fulfillment rates and reducing costs.

### Market Analyst • JTI • Lausanne • 2008 - 2010

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

Analyst • Merrill Lynch • Florida • 2001 - 2003

Supported growth initiatives in Corporate Finance through consultative selling.

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## 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

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## 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

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## Technical & Tools

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

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## Affiliations

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

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## Volunteering

Committee Member – Innoboard, InnoPark Suisse • Participated in educational initiatives for financial literacy.

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## Interests

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