

# 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 across various industries. Expertise in the startup ecosystem, valuation, financial modeling, and investment analysis. Proven track record in entrepreneurship, analysis, problem-solving, and communication. Trilingual with solid international experience.

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## Core Skills

### ★ Transaction Execution

- Designed Go-To-Market strategies for financial services
- Led the launch of AML/CTF SaaS solutions

### ★ Valuation & Modeling

- Conducted financial valuations and due diligence
- Developed financial models for startups

### ★ 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 Python and SQL
  - Experienced with MS Office, HubSpot, and project management tools
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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 solutions
- Sponsored international compliance event in Madrid

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

- Led development of online credit platform with 3,000 registrations in 90 days
- Secured participation in FAU Tech Runway Startup Accelerator

### **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%
  - Reduced supplier lead time by over 15%
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## Earlier Experience

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

Coordinated export operations, improving fulfillment rate by over 50%.

Market Analyst • JTI • Lausanne • 2008 - 2010

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

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth of Corporate Finance Division through consultative selling strategies.

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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/Near-native • French - Bilingual/Near-native • Spanish - Bilingual/Near-native • Italian - Intermediate

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## Technical & Tools

Excel (advanced: financial modeling) • 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

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## Interests

Sustainability • Technology • Calisthenics • Fitness • Boarding sports