

# JUAN-BERNARDO RIVERO

## Business Development

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Nationality: Swiss • Mobility: Willing to relocate

## Profile

Results-driven, tech-savvy business professional with over 15 years of experience in business development and project management. Proven track record in negotiation, data analysis, and stakeholder engagement. Trilingual with solid international experience, adaptable to multicultural and fast-paced environments.

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## Core Skills

### ★ Transaction Execution

- Acquired new accounts through consultative selling, increasing client base by 30%.
- Managed full sales cycle from lead generation to deal closing.

### ★ Valuation & Modeling

- Developed SGR's Go-To-Market Strategy for the financial services market in Spain.
- Conducted market analysis and segmentation to identify growth opportunities.

### ★ Dealwork & Coordination

- Led company's digital transformation project, enhancing operational efficiency.
- Coordinated logistics and engagement with stakeholders for successful project execution.

### ★ Commercial & Sector

- Built and developed relationships with financial institutions and high-net-worth investors.
- Developed international multi-sourcing strategies for commodities trading.

### ★ Tools

- Proficient in CRM tools like HubSpot and SAP.
  - Advanced skills in MS Office Suite, including Excel and PowerPoint.
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## Experience

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

- Acquired new accounts through consultative selling.
- Developed a sales pipeline and initiated relationships with partners and prospective customers.

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

- Built relationships with financial institutions and high-net-worth investors.
- Conceptualized strategy to diversify lead generation channels.

**Swissxer S.A.** • Head of Global Trading Operations and Business Development • Geneva, CH • 2014 - 2017

- Developed international multi-sourcing strategies for commodities.
  - Managed buyer and supplier relationships to optimize trade flow.
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## Earlier Experience

Import/Export Manager • Swissxer S.A. • Geneva, CH • 2010 - 2014

Handled commercial import/export documentation and maintained relationships with suppliers and vendors.

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2007 - 2008

Managed industry data collection and analysis, monitoring sales performance against targets.

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## Education

MBA Financial Valuation and Investment Management • Lynn University • USA • 2017 - 2020

Executive Ed • Harvard • USA • 2014

Business Information Systems • HEC Lausanne • CH • 2004 - 2006

## 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: data analysis, modeling) • PowerPoint • Python (pandas, Matplotlib) • SQL • Bloomberg Terminal

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## Affiliations

Committee Member – Innoboard, InnoPark Suisse • Swiss EdTech Collider, EPFL Innovation Park

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## Volunteering

Provided mentorship for young professionals in business development. • Participated in community sustainability initiatives.

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## Interests

Sustainability • Technology • Calisthenics • Fitness