JUAN-BERNARDO RIVERO
Business Development Specialist

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Linkedin: linkedin.com/juanbernardorivero/
Nationality: Swiss • Mobility: Willing to relocate

Profile

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

Core Skills

★ Transaction Execution
- Acquired new accounts through consultative selling.
- Managed full sales cycle from lead generation to deal closing.

★ Valuation & Modeling
- Developed SGR's Go-To-Market Strategy for financial services.
- Created data-driven strategies for market analysis.

★ Dealwork & Coordination
- Built and developed relationships with financial institutions.
- Led company's digital transformation project.

★ Commercial & Sector
- Developed international multi-sourcing strategies.
- Managed buyer and supplier relationships in commodities trading.

★ Tools
- Proficient in Excel, Power BI, SQL, and Python.
- Experienced with CRM tools like HubSpot and SAP.

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.

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
- Responsible for trade flow of commodities and specialized machinery.
- Developed international multi-sourcing strategies.

Earlier Experience

Market Analyst • Japan Tobacco International (JTI) • Lausanne, CH • 2010 - 2014

Managed industry data collection and analysis, monitored sales performance, and developed reporting templates.

Analyst • Merrill Lynch • Florida, USA • 2001 - 2003

Developed relationships with small and middle market companies, managed data collection and analysis.

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
BBA Management • Lynn University • USA • 1998 - 2002

Certifications

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

Languages

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

Technical & Tools

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

Affiliations

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

Interests

Sustainability • Technology • Calisthenics • Fitness