

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, while preparing execution materials and performing valuation analysis. Trilingual and adept at engaging with senior stakeholders in high-pressure environments.

Core Skills

★ Transaction Execution

- Executed M&A, divestments, and financing processes with a focus on risk mitigation.
- Developed execution materials including teasers and info packs to align stakeholders.

★ Valuation & Modeling

- Created 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 smooth transaction processes.
- Managed documentation and closing checklists to ensure compliance.

★ Commercial & Sector

- Negotiated contracts in commodities, enhancing trading margins and reducing lead times.
- Developed logistics and operations strategies to optimize supply chain efficiency.

★ Tools

- Proficient in Excel, PowerPoint, Word, and Bloomberg Terminal.
 - Utilized Python and SQL for data analysis and visualization.
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Experience

SGR Compliance S.A. • Senior Business Development Specialist (AML/CTF) • Switzerland • 2022 - 2023

- Drove market entry in Spain, originating opportunities for SaaS/DaaS.
- Prepared sales materials and led demos, enhancing brand presence.

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

- Originated refinance deals, optimizing rates and terms for real estate investors.
- Designed a sales training program that increased annual sales by over 30%.

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 that facilitated funding and growth.

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

- Built partnerships that drove over 500% social growth.
- Led daily operations and community engagement initiatives.

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

- Designed analytics and automation tools to enhance decision-making.
 - Developed models that accelerated commercial execution.
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Earlier Experience

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

Managed export logistics and supply chain operations for over 36 countries.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing support for promotional activities.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and client development activities.

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

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 • Italian - Intermediate

Technical & Tools

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

Affiliations

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

Volunteering

Committee Member - Innoboard (InnoPark Suisse)

Interests

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