

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 in investment analysis and financial modeling. Proven track record in entrepreneurship and strategic partnership development within the startup ecosystem. Trilingual with solid international experience, adaptable to fast-paced environments.

Core Skills

★ Transaction Execution

- Designed Go-To-Market strategies for financial services
- Conducted market analysis for SaaS solutions

★ Valuation & Modeling

- Performed financial valuations for startups
- Led digital transformation projects to enhance lead generation

★ 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

- Excel (advanced: financial modeling)
 - PowerPoint
 - Python (pandas, Matplotlib)
 - SQL
 - Bloomberg Terminal
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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
- Sponsored international compliance events

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

- Led development of online credit platform, achieving 3,000 registrations in 90 days
- Implemented Lean Startup Methodology

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%
 - Decreased supplier lead time by over 15%
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Earlier Experience

Export Manager • Nidecker Group • Rolle • 2008 - 2010

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

Market Analyst • JTI • Lausanne • 2007 - 2008

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

Analyst • Merrill Lynch • Florida • 2001 - 2003

Fostered growth in Corporate Finance Division through consultative selling strategies.

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

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

Technical & Tools

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

Affiliations

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

Volunteering

Committee Member – Innoboard, InnoPark Suisse

Interests

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