

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 transactions and valuation within commodities and fintech sectors. Proven track record in structuring and executing cross-border transactions, preparing execution materials, and performing financial 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 identification and stakeholder alignment.
- Prepared comprehensive execution materials including teasers and committee decks.

★ Valuation & Modeling

- Developed advanced Excel financial models including DCF and transaction comps.
- Conducted scenario and sensitivity analysis to inform strategic decisions.

★ Dealwork & Coordination

- Engaged with counterparties and coordinated with advisors to facilitate smooth transaction processes.
- Managed documentation and closing checklists to ensure compliance and efficiency.

★ Commercial & Sector

- Negotiated contracts in commodities, enhancing operational logistics and risk controls.
- Developed strategies for market entry and partner engagement in competitive sectors.

★ Tools

- Proficient in Excel, PowerPoint, and Bloomberg Terminal for financial analysis and presentations.
 - Utilized Python and SQL for data analysis and automation of reporting processes.
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Experience

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

- Built Spain market-entry strategy, leading to new SaaS/DaaS opportunities.
- Drove brand presence at key industry events, initiating valuable partnerships.

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

- Originated refinance deals, optimizing rates and terms for real estate investors.
- Designed and led a sales training program, resulting in a >30% annual sales increase.

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 materials that facilitated funding discussions.

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

- Built partnerships to drive user acquisition, achieving >500% social growth.
- Managed daily operations and strategic initiatives.

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

- Designed analytics and automation tools to enhance decision-making processes.
 - 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 for 36+ countries, ensuring compliance and efficiency.

Market Analyst • JTI • Switzerland • 2007 - 2008

Conducted market reporting and provided pricing and promotional support.

Analyst • Merrill Lynch • USA • 2001 - 2003

Performed corporate finance prospecting and asset/liability analysis.

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