

# Vice President, Client Development – CV

**\*\*JB RIVERO PÉGAITAZ\*\***

Business Development Specialist

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Nationality: Swiss | Mobility: Willing to travel on short notice

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## **\*\*Profile\*\***

Dynamic and analytical Business Development Specialist with extensive experience in transaction execution, val

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## **\*\*Core Skills\*\***

- **\*\*Transaction Execution\*\***: Expertise in M&A, divestments, and financing processes; proficient in creating ex
- **\*\*Valuation & Financial Modeling\*\***: Advanced proficiency in Excel for financial modeling (3-statement, DCF,
- **\*\*Deal Coordination\*\***: Skilled in counterparty engagement, advisor coordination, and managing documentation
- **\*\*Commercial Acumen\*\***: Strong background in commodities (metals, minerals, energy), contract negotiation, an
- **\*\*Technical Proficiency\*\***: Advanced Excel, PowerPoint, Word, Bloomberg Terminal; proficient in Python and SQ

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## **\*\*Professional Experience\*\***

### **\*\*SGR Compliance S.A.\*\***

**\*Senior Business Development Specialist (AML/CTF)\*** | Switzerland | 2022 - 2023

- Spearheaded market entry strategy for Spain, identifying opportunities for SaaS/DaaS solutions; developed sa
- Enhanced brand visibility at the World Compliance Organization event in Madrid, initiating key partnerships

### **\*\*Prime Equity Financial Corp\*\***

**\*Business Development Manager/Mortgage Broker\*** | USA | 2019 - 2021

- Originated and structured refinancing deals for real estate investors, optimizing lender match to risk profi
- Developed and implemented a comprehensive sales training program, successfully onboarding and managing a tea

### **\*\*And3s LLC\*\***

**\*Co-Founder/CEO (Fintech)\*** | USA | 2019 - 2021

- Co-led go-to-market strategy for an online credit platform, achieving over 3,000 registrations within 90 day

### **\*\*Lexios.io\*\***

**\*Co-Founder/COO (Edtech)\*** | Switzerland | 2021

- Established partnerships and community outreach, driving over 500% growth in social media engagement; select

### **\*\*Swissxer S.A.\*\***

**\*Head of Global Trading Operations\*** | Switzerland | 2014 - 2017

- Negotiated cross-border supply contracts and structured trade documentation, improving trading margins by 15

- Coordinated logistics and compliance for timely execution across Europe and the Americas.

**\*\*Swissxer S.A.\*\***

**\*Trade Coordinator\*** | Switzerland | 2010 - 2013

- Managed import/export documentation and regulatory compliance, ensuring adherence to international trade sta

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**\*\*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)

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**\*\*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

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**\*\*Technical Skills\*\***

- Advanced Excel (financial modeling, DCF, comps)
- Power BI, Python (data analysis, visualization)
- SQL, Bloomberg Terminal

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**\*\*Affiliations\*\***

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

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**\*\*Interests\*\***

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

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This CV has been tailored to highlight relevant achievements and skills that align with business development r