

# Business Development Manager - SLED – 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 results-driven Business Development Specialist with extensive experience in transaction execution,

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

- **\*\*Transaction Execution:\*\*** Expertise in M&A, divestments, and financing processes; adept at preparing execut
- **\*\*Valuation & Financial Modeling:\*\*** Proficient in advanced Excel financial models (3-statement, DCF, trading
- **\*\*Deal Coordination:\*\*** Skilled in counterparty engagement, advisor coordination (legal, audit), and managing
- **\*\*Commercial Acumen:\*\*** Strong background in commodities (metals, minerals, energy), contract negotiation, an
- **\*\*Technical Proficiency:\*\*** Advanced Excel, PowerPoint, Word, Bloomberg Terminal, Python/SQL for data analysi

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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, conducting comprehensive research and partner mapping, resultin
- Developed and delivered sales execution materials, leading product demonstrations and onboarding processes t
- Increased brand visibility through strategic participation in the World Compliance Organization event in Mad

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

**\*Business Development Manager / Mortgage Broker\***

USA | 2019 - 2021

- Originated and structured refinance and origination deals for real estate investors, optimizing lender progr
- Designed and implemented a sales training program, successfully training and managing a team of 10-15 loan o

### **\*\*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 the fi
- Developed investor and customer engagement materials that effectively communicated the platform's value prop

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

**\*Co-Founder / COO (Edtech)\***

Switzerland | 2021

- Established partnerships and community initiatives that drove over 500% growth in social media engagement; r

**\*\*Freelance AI/ML Developer and Data Scientist\*\***

Switzerland | 2023 - Present

- Designed analytics and automation solutions to enhance decision-making processes, utilizing Python and SQL f

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**\*\*Earlier Experience\*\***

- **\*\*Export Manager\*\*** | Nidecker S.A. | Switzerland | 2008 - 2010
- **\*\*Market Analyst\*\*** | JTI | Switzerland | 2007 - 2008
- **\*\*Analyst\*\*** | Merrill Lynch | USA | 2001 - 2003

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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 (pandas, visualizations with Matplotlib/Seaborn), SQL
- Bloomberg Terminal (2 years)

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**\*\*Affiliations & Volunteering\*\***

- Swiss EdTech Collider - EPFL Innovation Park (2021)
- FAU Tech Runway (2019)
- Committee Member - Innoboard (InnoPark Suisse)

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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