

Jon Gjergji

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Summary

Trilingual professional (FR/EN/ALB) with strong experience in finance, data analysis, business development, and executive support. Ambitious and results-driven, eager to advance a career in finance, strategic consulting, and international business development

Professional Experience

INTERNATIONAL AIR TRANSPORTATION ASSOCIATION — Intern Event Sponsorship and Advertising / Geneva Feb 2024 - Jan 2025

Partnered with the Event Sponsorship Manager to execute sponsorship strategies and coordinate 10+ high-profile events. Led the Advertising sector, managing client acquisition and contract renewals, driving revenue growth and efficiency.

- Coordinated end-to-end event sponsorship, managing all back-office functions such as accurate SAP invoicing, precise payment tracking, and continuous client communication. Achieved a 100% payment rate, enhancing client trust and satisfaction.
- Led the advertising sector, managing the full sales pipeline from prospecting to deal closure. Secured renewals and acquired new clients, contributing nearly \$100,000 in additional revenue.
- Built strong client relationships through exceptional service and consistent follow-ups, resulting in a 95% retention rate and solidifying long-term partnerships.
- Facilitated 40+ sponsorship agreement negotiations, ensuring terms that maximized sponsor visibility and aligned with event goals.

VOLANTSYS ANALYTICS — PM/Data Scientist / Remote/London Sep 2022 – Dec 2022

Directed a team of four data scientists in a comprehensive analysis of customer behavior and retail sales data, delivering actionable recommendations to increase revenue by 20% and improve conversion rates by 25%.

- Planned the implementation of advanced Excel functions and formulas for data cleaning and transformation, resulting in a 50% reduction in manual data entry and saving 20 hours per week.
- Established 120 forecasting models using R to predict sales for a specific future time period.
- Delivered actionable insights to the CEO and C-Suite based on cross-referenced analysis, presenting strategic recommendations that directly influenced key decisions; galvanized company alignment, resulting in a substantial 20% market share increase.

CENTURY 21 — Sales Manager / Tirana, Albania Jun 2022 – Aug 2022

Initiated sales strategies and commercial development initiatives for a real estate agency, exceeding revenue targets by 22% and expanding market presence across the Tirana region.

- Administered agency's \$25,000 budget, implementing a detailed tracking system that provided real-time insights into expenditure; resulted in a 15% reduction in unnecessary costs and improved resource allocation for marketing initiatives.
- Fostered enduring connections with key stakeholders, personally contacting each of the top 25 clients to ensure satisfaction and address concerns, increasing client loyalty by 30% during tenure.
- Led a team of 3 real estate consultants and ensured sales and customer satisfaction goals were met through effective management and scheduling of team activities.

TIRANA RESORT — Operations Manager / Radhime, Albania Jun 2021 – Aug 2021

Spearheaded the management of a hotel complex in Radhime, ensuring seamless operations for two hotels, a thriving restaurant, and 30 apartments.

- Implemented a marketing campaign on social media and in Vlora which attracted clients and increased the number of visitors by 30%.
- Revamped the menu of the restaurant and tailored the menu to client demand, resulting in a 50% increase in the number of customers and attracting individuals from the entire region.
- Proposed and introduced financial monitoring processes for complex operations, analyzing performance indicators, managing budgets, and creating pricing strategies; achieved a 12% increase in revenue and a 25% reduction in expenses.

Education

HULT INTERNATIONAL BUSINESS SCHOOL— London, United Kingdom / BBA, Minor in Finance. Sep 2021 - Aug 2023

- Dean's List and Scholarship Student
- Diploma obtained with Distinctions / Cumulative GPA: 3.93/4
- Relevant courses: Financial Reporting, Business Analytics, Change Management, Managerial Accounting, Business Strategy Planning, Sustainability and Corporate Responsibility

TOULOUSE SCHOOL OF ECONOMICS— Toulouse, France Sep 2019 - Jun 2021

- Elected Student Body Representative

Extra-Curricular Activities

Languages: Albanian (Native), French (Native), English (Native), German (Intermediate)

Technologies: MS Office (Advanced), Python and HTML (Beginner), Excel (Advanced)

Sport: Volunteer Séméac Basketball Club, Semi-Pro Basket-Ball, Football, Combat Sports

Skills: Leadership, Adaptability, Organized, Curious, Results-oriented, Client-focused, Strong communicator, Analytical mindset, Team player, Problem-solving, Strategic thinking, Cross-cultural competence, Resilient, Innovative, Detail-oriented.