Elion Borici

oniborici@gmail.com
New York, NY

Summary

Results-driven business professional with experience in international B2B sales, business operations, and luxury retail. Skilled in client relationship management, financial analysis, and strategic planning, with a strong academic foundation in Operations Management and Consulting.

Experience

Seasonal Sales Support

Tiffany & Co. • New York, NY
10/2026 - Present

- Supporting daily operations and streamline workflows to improve efficiency.
- Collaborating with cross-functional teams to resolve operational challenges.
- Coordinating inventory and product availability to support sales performance.
- Managing high-value client requests and strengthen client relationships.

Owner & Founder – International B2B Jewelry Wholesale

GrandioseNYC • New York, NY
08/2023 - Present

- Managing an international jewelry business specializing in B2B sales, wholesale distribution, and client relationships.
- Developing sales strategies, negotiate with business clients, and identify opportunities for market expansion.
- Leading business development and digital marketing initiatives to drive growth and brand visibility.
- Overseeing financial operations, budgeting, sales analysis, and international business transactions.

Jewelry Sales Associate

TraxNYC Corp • New York, NY
10/2022 - 05/2025

- Managed high-value jewelry sales while building strong relationships with luxury clients.
- Collaborated with management to improve operational efficiency and sales processes.
- Coordinated daily responsibilities to support team productivity and sales objectives.

Skills

Business Development, Strategic Planning, Operations Management, Market Research, International B2B Sales, Negotiation, Wholesale Distribution, Sales Reporting, Data Analysis, Leadership, Sales

---

Education

BBA Operations Management & Consulting

City University of New York, Bernard M. Baruch College
12/2026

Languages

English, Albanian, Turkish