

Mobile: 7738534348

E-mail: sharmishtha.a@gmail.com

## Sharmishtha N Acharekar

### Contact Address

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B-10, Sahyadri Society, Samelpada,  
Nalasopara (W), Mumbai – 401 203.

**Career Objective:** To secure a challenging position and a responsible career opportunity to expand my learnings, knowledge and skills, while making a significant contribution to the success of the company.

### Work Experience

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<b>Organization</b>	Jet Airways India Pvt Ltd.
Duration:	From: 01 <sup>st</sup> Oct 2015 To: present.
Designation:	Pricing Analyst (Revenue management)
Job responsibilities	<ul style="list-style-type: none"><li>• Analyzing fares of other airlines and extensive competitor analysis.</li><li>• Updating competitive fares based on financial/competitive assessment.</li><li>• Monitoring forward bookings, yields, class mix and seat factors to build and implement effective pricing strategies.</li><li>• Coordinating with Sales, Marketing, Ecommerce, Optimization team for effective implementation of Pricing Strategy and align pricing objectives with the market needs.</li><li>• Responsible for implementing tactical pricing actions to maximize revenue opportunities and assess impact of various pricing activities.</li><li>• Analyze the usage of various fare products and optimize various fare products to be offered in the market.</li><li>• Improvement of RASK/Yield/Revenue/LF YOY for the assigned flights.</li></ul>
<b>Organization</b>	Accelya Kale Solutions Limited
Duration:	From: 03 <sup>rd</sup> May 2012 To: 30 <sup>th</sup> Sep 2015.
Designation:	Senior Associate (Airline Passenger Revenue Accounting Interline)
Job responsibilities	<ul style="list-style-type: none"><li>• Perform interline accounting tasks: process inward invoices</li><li>• Undertake detailed proration calculations, analysis and assessments on interline pricing.</li><li>• Ensure that the SPA agreements and taxes are applied correctly</li><li>• Apply the RAM rules and IATA resolutions</li><li>• Perform Quality checks</li></ul>

**Software / Applications known:**

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SITA Pricing System  
Direct Data Solutions (DDS)  
Amadeus & Sabre GDS

**Educational Qualification**

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<b>COURSE</b>	<b>YEAR</b>	<b>INSTITUTION</b>	<b>BOARD / UNIVERSITY</b>	<b>PERCENTAGES</b>
Post Graduate Diploma in Management (Marketing)	2017	Welingkar Institute Of Management Development & Research.	University of Mumbai	First Class
IATA Travel and tourism	2012	Tradewings Inst. Of Management	IATA	First Class
Bachelor of Microbiology (BSc)	2010	Gogate Jogalekar	University of Mumbai	Second Class
HSC	2007	Gogate Jogalekar	Maharashtra Board	Second Class
SSC	2005	Sacred Heart Convent High School	Maharashtra Board	Second Class

**Computer skills**

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- MS-OFFICE & MS-EXCEL

**Personal Details**

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- **Date Of Birth** : 08 MARCH 1990.
- **Gender** : Female
- **Nationality** : Indian
- **Languages Known** : English, Hindi, Marathi.

I hereby declare that the information given herewith is correct to my knowledge and I will be responsible for any discrepancy.

Date:

(Sharmishtha N Acharekar)