

SWAPNA NILESH AYARE

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Career Objectives:

To Interlard my academic and personal qualifications with my present career milestones and to join a dynamic company, offering a challenging career continuation where my experience will be utilised and advanced to the best.

Strength & Attributes

- Objective oriented, Enterprising, Innovative, Participate and always work on set goals.
- Extremely quick to learn with excellent retention capability.
- Strong organizational skills with ability to work in high stress environment under deadlines.
- Capable to conversing effectively with people at all operational and managerial levels.
- Energetic, enthusiastic, conscientious, diligent and hard working.

Personal Details

Date of Birth : 29thApril, 1980

Marital Status : Married

Languages Known : English, Hindi, Marathi

Hobbies & Abilities: Travelling, Listening to music , Interacting with people
Ability to work hard & believer of “ Work is Worship”

Professional Profile:

Jet Airways (I) Pvt Ltd.

Working as Pricing Analyst - Revenue Management Department for Jet airways (I) Pvt. Ltd. from Nov 2014 till date.

Job Description :

- Review and evaluate pricing proposals based on financial analysis, competitive assessment/trend analysis, market dynamics and regulatory issues.
- Identify broken pricing processes and streamline them to ensure competitiveness in the market.
- Identify competitor price changes, perform analysis to determine and develop Jet Airways reaction and implement decisions.
- Assess impact of various pricing and promotional activities and prepare executive summary on various pricing initiatives.
- Undertake detailed proration calculations, analyses and assessments on interline pricing.
- Interact with Area Marketing and Sales Departments to optimally respond to various pricing request / recommendations.
- Analyze the usage of various fare products and optimize various fare product to be offered in the market.

Cathay Pacific Airways

Worked as Senior Pricing Officer – Revenue and Pricing Department based in Mumbai from November 2013 till August 2014.

Job Description as Sr. Pricing Officer:

- Co-ordination with respective Sales team (region wise) for any fare revisions, extensions, introductions etc. for particular route.
- Conducting study for new proposal or fare revision on the basis of available reports. Considering market trend, competition information and with the help of analysis forwarding the proposal to Head office for final approval of the fare.
- Analysis for the improvement of route performance which will help to generate the incremental revenue.
- Constantly deal with Head office for fare approvals and reports. Continues co-ordination with HO for various reports viz. Advance load report, Current year v/s past year data (to know the market trend), region/port wise break up of reports to analyze the market and work upon fare changes as and when required.
- Sending fare filing instructions to filing team with required changes and keeping track of fare changes by maintaining fare sheets.
- Distribution of fares to all respective teams for record purpose.
- Working on ad hoc fare requests and Interline fare options with various Interline carriers.
- On the basis of SPA/MPA working on various Interline fares (based on proration).
- Generating fare performance reports and monitoring revenue reports on regular basis.

Jet Airways (I) Pvt Ltd.

Worked as Pricing Analyst - Revenue Management Department for Jet airways (I) Pvt. Ltd. from May 2010 till November 2013.

Job Description as Pricing Analyst:

- Focusing on assigned market with regular fare updates/actions wherever it is required.
- Monitoring competition on daily basis for any Fare & Rule changes. On the basis of analysis & reports taking appropriate fare action if necessary.
- Co-ordination with Sales for Competitors data as well as to get market feedback for particular route performance.

- Working on for Interline fares & fare rules with various Interline carriers to enhance business opportunities on particular route.
- Interline fare working (Proration) on the basis of SPA / MPA to decide upon value for respective sector.
- Working on various reports to know more about functioning of any specific route, type of market and competition which helps to improve the performance of respective sector.
- Maintaining fare record & keeping regular tab of filed fares in co-ordination with filing team.

Kingfisher Airlines Ltd.

Worked as Interline Pricing Executive - Revenue Optimization for Kingfisher Airlines Ltd. from May 2007 till April 2010.

Job Description as Interline Pricing Executive:

- Initiating the dialogue with various interline carriers for SPA (Special Prorate Agreement) negotiations and completing the procedure till the finalization of SPA.
- Preparing Special Prorate Agreement for various carriers with all terms & conditions. Preparing Addendums as and when required for respective carriers.
- After the completion of SPA procedure preparing Interline fares in conjunction with SPA values with respective interline carriers.
- Preparation of various paper fare sheet with competitive analysis & circulating the same in various markets.
- Preparing fare rules and conditions for interline fares & sending the instructions for filing fares. Preparing through fares as well as add on fares with different routings.
- Conducting PFC (Post filing checks) for all interline fares once it is filed in the system.
- Distribution of interline fares to all concerned departments.
- Handling all SPA related queries and dealing with various carriers for SPA / SRA (Special Re-protection Agreement) negotiations.

Job Description as Pricing Executive:

- Focusing on main markets by constantly analyzing and evaluating the traffic flow, with highest revenue potentials, and contribute in implementing profitable Fares and Pricing Structure for Kingfisher network
- Perform detailed competitor analysis and recommend any deviations in fares for revenue optimization
- Revert with replies and solutions for all fare related queries.
- Ensure correct fares and tariffs are filed and distributed to the various CRS and Online Travel Portals.
- Monitor seasonal trends and accordingly construct seasonal fares and Nett fares (Unpublished fares) for both International as well as domestic network.

Kale Consultants Ltd.(MPS)

Organization Profile

Kale Consultants is India's leading provider of software solutions to the Airline industry, with over 35 customers in 30 countries across the globe. An end-to-end solution provider, solution suite includes products for Passenger Revenue Accounting, Proration, Fare Audit, Cargo Operations, Cargo ground handling, Cargo Revenue Accounting and Decision Support System.

Qatar Airways Interline Department.

April'03 till May'07:

- Evaluating for the billing made by other airline to Qatar Airways for the particular Invoice month.
- Debiting the agent for the under collection of fare collected from the passengers as per the instructions.
- Checking fares and taxes, which are billed by other airlines and rejecting them for the difference.
- Processing of FIM's (Flight Interruption Manifest).
- Handling Rejections along with the Correspondence with various carriers.
- Auditing Prime Billings of other carriers(OC) consisting of Qatar Airways(QR) documents such as Paper Tickets , MCO's, PTA's, Telexes , LTB(Lost Ticket Billing).
- Handling QC work.
- Handling the system training of new recruits in to the department.

Systems Used:

- SITA Airfare
- ATPCO – Airline Tariffs Publishing Company
- MIDT
- DDS

GDS's (Global Distribution System) Used:

- AMADEUS
- Sabre
- Abacus

EDUCATIONAL QUALIFICATION:

- 2003-2004 M.Com Part I from University of Mumbai
- 1999-2000 B.Com from University of Mumbai
- 1996-1997 H.S.C. from Maharashtra State Board
- 1994-1995 S.S.C. from Maharashtra State Board

ADDITIONAL QUALIFICATIONS:

- Diploma in Travel & Tourism from IITC.
- IATA(International Air Transport Association) with Distinction
- Computer Reservation Course on SABER from IITC.
- Successfully completed a course in Fare Construction & Proration.

Yours faithfully,

Swapna Ayare