

# RESUME

Akhil Kharbanda  
GH-9/410 Paschim Vihar  
New Delhi-110087  
Ph. 011-25271056  
Mob. No. 9818309229  
Email-Id: akhil\_rs@yahoo.co.in

---

## **Objective**

Carve a niche for myself in the air cargo industry and be an active proponent in developing and leading an air cargo organization to competitive success and innovative growth.

## **Core-Strength**

Air Freight Specialist (Export/Import)  
Perishable Shipments, Live Animals, Valuable Shipments, DG Shipments  
Detailed knowledge of all types of flights, freighters and Airline's ULD's  
Consolidation

## **Work Experience**

**Organization: Skyways Air Services Pvt Ltd.**

**Period: 01<sup>st</sup> Oct'19 till 31 JUL'20**

### **As Business Development Manager- Air Freight Responsibilities Include**

- Targeting the direct retail customers for Air Freight Export/Import.
- Focus on major trade lanes & obtain competitive airfreight rates from overseas offices
- Assisting Sales team with more competitive rates to have maximum shipments on board.
- Handling the team and assisting them to close the business.
- Regular meetings with team and monitoring the department performance on monthly basis.

**Organization: Rohlig India Pvt. Ltd.**

**Period: 16<sup>th</sup> Nov'16 till 20<sup>th</sup> Sep'19**

### **As Deputy Manager –Air Freight Responsibilities Include**

- Accountable for handling over all Air Freight Operations and Pricing..
- Closely monitoring the department performance & reporting to Sr. Management on monthly basis
- Negotiating competitive rates from origin according to market situation.
- Ensuring all essential client information and protocol are judiciously updated (Client rates, KAM common Drive, D-track, Edi Notes, contact matrix, SOPs/IOPs, issue logger.
- Error free communication both internally & externally

- Actively participation in contract renewals for own accounts, to ensure overall as well as individual profitability is increased.
- Deep / Cross Selling - Additional business generation from KAM clients by holistic mapping of opportunities: Need to decide % individually for each KAMs with respect to the type of accounts they are handling. Would be measured strictly through SF
- Payment Collections within the agreed credit period

**Organization: Dachser India Pvt. Ltd.**

Period: 24<sup>th</sup> Sep'12 till 31<sup>th</sup> Aug'16

**As Manager -Air Imports Responsibilities Include**

- Accountable for handling over all Air Import Operations.
- Supporting sales for business growth & retaining existing client base.
- Ensure correct/accurate/timely billing to customers
- Closely monitoring the department performance & reporting to Sr. Management on monthly basis
- Negotiating competitive rates from origin according to market situation.
- Started Consolidation program from China/Hong Kong and UK.
- Targeting and closing the customers to meet the department budget.
- Generation of sales leads and passes on to sales team.

**Organization: Hellmann Worldwide Logistics India Pvt. Ltd**

Period: 11<sup>th</sup> Apr'11 till 21<sup>st</sup> Sep'12

**As Deputy Manager Air Imports-Operations/Customer Service Responsibilities Include**

- Monitoring Air Import operations & customer service.
- Communication with customers, overseas offices, Airlines, AAI & Customs.
- Focus on major trade lanes & obtain competitive airfreight rates from overseas offices.
- Supporting sales for business growth & retaining existing client base.
- Ensure correct/accurate/timely billing to customers.
- Monitoring Account Receivables on weekly basis & ensure payment is collected from credit customers within the specified credit period.
- Closely monitoring the department performance & reporting to Sr. Management on monthly basis
- Focus on Aviation customers & set up an "AOG" desk to ensure that 24X7 services are rendered to customers as per their requirement.

**Organization: Gati International**

Period: 11<sup>th</sup> June' 09 till 31<sup>st</sup> Mar'11 (Transferred to Gati Thailand Ltd w.e.f. 18 Jun'10 )

**As Asst. Manager Air Imports/Exports-Customer Service / Operations Responsibilities Includes:**

- Accountable for handling overall Air Import/Export Operations.
- Responsible for sending pre-alert, shipment status and DSR to key account customers
- Co-ordinate for best prices in case of any RFQ or e-bidding sent by customer
- Managing back office operations and resolving customer queries
- Supporting sales team to convert maximum queries into business.
- Developing Thailand-India Trade Lane and visiting customers as well.
- Accountable for Handling Operations and Key Accounts Customer service
- Liaison with Overseas Agents for Shipment status and rates negotiation

- Negotiating Rates with Airlines and Shipping lines.
- Assisting Sales team with more competitive rates to have maximum shipments on board.

**Organization: Panalpina World Transport India Pvt. Ltd.**

Period: 01<sup>th</sup> July'06 till 05<sup>th</sup> June'09

**As Sr.Customer Care Executive-Air Import Responsibilities Includes:**

- Accountable for handling overall Air Import Operations.
- Handling Air Export and Air Import for Key Accounts and Global Customers
- Responsible for sending pre-alerts and DSR to valued customers
- Liaison with overseas offices for shipment details and other queries.
- Negotiating rates with overseas for my regular customers, quoting them the rates and to follow up to get the business on board.
- Liaison with the airlines for booking of sub agency business.
- Follow-up & Negotiating air freight rates with overseas offices.

**Organization: Globe Ground India Pvt. Ltd.(Subsidiary of LUFTHANSA CARGO)**

Period: 1<sup>st</sup> Jan'02 till 25<sup>th</sup> June'06

**As Cargo Officer Responsibilities Includes**

- Sending pre flight and post flight/freighters messages
- Booking and assigning of shipments.
- Manifestation of cargo as per booked flight and preparation of ULD statement for each flight
- Tracing of lost and found shipments and there AWB's.
- Liaison with sales office regarding space availability on the flights And freighters.
- Checking of weight and volume difference in build up pallets
- Sending messages for on board couriers for different destinations.
- Build-up of pallets into different contours as per aircraft.

**Trainings**

Successfully completed GZ/A2 (Advanced course of cargo Handling/pallet build-up with DGR requirements for category IV personnel fulfilled) held at Gurgaon 02nd Feb to 11th Feb, 2003

Successfully completed E4SP (Experts for Service Packages) Includes special shipments (live animals, cool shipments, Value able shipments, temperature sensitive shipments) held at Frankfurt, Germany 25Jul to 29Jul, 2005

Successfully completed IATA Dangerous Goods Regulations (DGR) Course with Distinction conducted by National Institute of Aviation Management and Research (NIAMAR) from 18<sup>th</sup> Aug to 23<sup>rd</sup> Aug, 2008

**Qualification**

Graduation From Delhi University in year,2003

Senior Secondary (10+2) from CBSE,1999

**Professional Education**

Diploma in Travel and Tourism Management, fare construction from  
YMCA Nizamuddin.

**Personal Information**

Father's Name: Shri Rajesh Kharbanda  
Date of Birth: 05<sup>th</sup> July, 1982  
Marital Status: Married

I hereby declare that the above information is accurate and true to the best of my knowledge.

Place: New Delhi

Dated:

**(AKHIL KHARBANDA)**