



## Ajay Jain

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*Focused and result-oriented professional targeting career-enriching assignments in Aviation with an organisation of high repute.*

A brief

- In Aviation finance since 1996 ,starting from basic aviation accounting to rising to handling Aircraft lease & Aircraft maintenance portfolio along with treasury function while part of core group of Air Sahara team at HO in Delhi . Later on joined Jet Airways India Limited in 2007 as part of take over of Air Sahara . Post seamless merger process of Air Sahara into 9W , with past experience in kitty & management faith have been given the charge to lead Jet Airways Engineering and maintenance finance portfolio since 2009 till date which includes managing Contract , Vendors, Inventory ,Budgets, Cost reporting , Projections , working with SAP & AMOS packages for managing cost and finance related functions .

### PROFILE SUMMARY

- Goal-driven professional with over 23 years of extensive experience in Aircraft Lease and Maintenance contract /Inventory Management in Aviation Industry, Currently managing fleet of 120 aircraft .
- Experienced in Contract management and finance related function of Aviation Leases/ Aircraft maintenance contracts
- Passionate with a flair for solution and quick resolution to issues faced in dynamic changes in aviation and adopting pragmatic approach in improvising on solutions and resolving complex business issues
- An experienced manager with interpersonal, team building and solution seeking skills.

### CORE COMPETENCIES

- |                                 |   |
|---------------------------------|---|
| ~ Aircraft Lease contract       | ~ Liaison with Internal department & external vendors     |
| ~ Aircraft Maintenance contract | ~ Statutory/ Regulatory issues related to import/ exports |
| ~ Budgeting /Variance           | ~ Team Management   |
| ~ Finance ,Audit , Tax          |   |

### ORGANISATIONAL EXPERIENCE

**Jet Airways India Ltd., Mumbai**

**Jul'07-Present**

**Manager – Finance -Aircraft Maintenance portfolio**

#### Key Result Areas:

- Heading Finance function of the Airlines for Aircraft Engineering /maintenance related expenses with yearly turnout of usd 600 Mio.
- Vetting of the Aircraft/ Engine / APU / Checks maintenance / Component support , other maintenance related services agreements and subsequent management of these agreement during the survival of the agreements .
- Control on cost processing and Payments related issues to Aircraft Checks / Engine / APU repair Maintenance ,Component support costs / Inventory purchase accounting, finalization of monthly maintenance accounts , Processing of Cost under AMOS and SAP .
- Finalization of Monthly report on the required Fund and Cash Flows.
- Point of contact for day to day dealing with foreign OEM/ MRO / Vendors ( Boeing / Airbus/ CFM/ Lufthansa/ Honeywell / STAE/ GE /Turkish Technic/GMR / Air India / ) on the Finance related issues for the Aircraft Maintenance
- Closely associated with the special teams during the aircraft delivery / redelivery, major maintenance of the aircraft Engines and other various special purpose teams.
- Monthly Cost /MIS reports .
- Handling issues related to tax for Engineering & maintenance section in liaison with internal Tax team and consultants related to **DTAA Tax**, GST matters, **Special Tax Audit** reviews .
- Annual Budgeting and variance analysis.
- Insurance Claims recovery .
- Maintenance Claims for Leased Aircrafts .
- Hands on experience in SAP and AMOS process and well versed with effective utilisation for reports .

**Jet Lite India Limited erstwhile Air Sahara****Sep 1996 - Jul'07****Asst Manager -Finance****Manager – Finance -Aircraft lease & Maintenance portfolio**

In Air Sahara tenure handled the charge of SAHARA AIRLINES foreign payment division , Working As Manager Finance ,My Job profile includes

- Assisting in vetting of the Aircraft/ Engine Lease agreement, maintenance agreements, other related agreements
- Dealing with Reserve Bank for taking necessary approvals ect i.e for the restricted payments, Bank Guarantees, GR Waivers ,Import LC's, Advance payments etc..
- Control on the Payments and related issues to Aircraft / Engine lease, Aircraft Maintenance agreements , Inventory / stock purchase including its budgeting, mis reports , accounting, finalization of accounts , Reservations system payments and other Overseas service related agreements.
- Annual Budgeting and variance analysis.
- Control over day to day banking operations and reporting to Head Finance on the cash flows fund requirement. Cash Flow projections , payment allocation for the purpose of the report to management on the Cash Flows.
- Opening of Standby Letter of Credit for various Security Deposit/ Import LC's etc, Guarantees to various overseas lessor, vendors and various agencies.
- Point of contact for day to day dealing with foreign lessor on the Finance related issues for the aircraft agreements.
- Closely associated with the special teams during the aircraft delivery / redelivery, major maintenance of the aircraft Engines and other various special purpose team.
- Part of Core team that handled evaluation and sale process of Sahara Airlines to Jet Airways and post sale to be part of the transition / merger team to integrate in process of Jet Airways

**ACADEMIC DETAILS**

- **BCom (H)** : from SRCC –Delhi University
- **C A Inter**

**IT SKILLS**

- Operating Systems : Windows
- Application Packages : MS-Word, Excel and PowerPoint
- Accounting / Engg Packages : SAP ECC 6/ AMOS

**PERSONAL DETAILS**

**Date of Birth** : 09-11-1970  
**Languages Known** : English, Hindi,  
**Address:** : KD -76 B , Ashok Vihar, Delhi -11 00 52