

SUMIT DASHARATH RUKE

CONTACT

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PERSONAL SUMMARY

Dynamic leader and strategic thinker with extensive experience at PACE GROUP AVIATION in research management and partnership development. Proven ability to enhance customer service and market positioning through expert negotiation and analytical skills. Committed to driving projects to completion, fostering exceptional teamwork, and achieving ambitious sales goals. Adept at identifying decision-makers within prospect accounts to initiate successful sales processes while collaborating with management to refine sales strategies.

SOCIAL LINKS

- [linkedin.com/in/sumit-ruke-78136525](https://www.linkedin.com/in/sumit-ruke-78136525)

SKILLS

- Collaborative Team Member
- Consistently Trustworthy
- Effective Negotiation Strategies
- Analytical Decision Making
- Adaptable Mind set
- Consistent Ethical Conduct
- Active Listening
- Team Motivator
- Dedicated Professional
- Research management
- Analytical thinking
- Multitasking
- Data management
- Time management abilities
- Organizational skills
- Teamwork
- Interpersonal skills
- Continuous improvement
- Adaptability and flexibility
- Problem-solving

- Negotiation
- Decision-making
- Presentation skills
- Analytical skills

TECHNICAL QUALIFICATION

- COMMERCIAL PILOT LICENSE (UNDER RENEWAL)
- FLIGHT RADIO TELEPHONY OPERATOR LICENSE
- INDIAN RTR

LANGUAGES

- MARATHI - NATIVE
- HINDI - PROFICIENT
- ENGLISH - PROFICIENT
- GERMAN - BEGINNER

EXPERIENCE

RESEARCH MANAGER/ RFQ & SALES ASSOCIATE

PACE GROUP AVIATION

Feb. 2024 – Mar. 2025

- Managed a group of three to five people and led training sessions for them.
- Established strategic research plans supporting enterprise objectives.
- Assessed competitive landscape by monitoring competitors' products, pricing strategies and marketing initiatives.
- Developed and deepened useful partnerships in field to further research and outreach objectives.
- Monitored market trends, evaluated customer needs and identified potential areas of growth for the organization.
- Created and maintained spreadsheets and databases to detail specimen collection and data gathering.
- Ensured outstanding attention and service to customers through direct contact and telephonic communication.
- Recognized by management for providing exceptional customer service.
- Worked with cross-functional teams to achieve goals.
- Developed and maintained a comprehensive database of aircraft spare parts vendors, distributors, and resellers, initiating collaborations to drive business growth and operational efficiency.
- Compiled detailed fleet information and contact databases for Commercial Airline Operators and Private Jet Operators to support targeted outreach and sales initiatives.
- Managed Request for Quote (RFQ) processes for key clients such as Air Asia (Indonesia), Killick Aerospace, SST Aerospace, and European Air Charters etc. ensuring timely and accurate responses to meet client requirements.

PERSONAL INFORMATION

NATIONALITY: INDIAN

AIRCRAFT BROKER/CONSULTANT

FREELANCER

Mar. 2019 – Dec. 2023

- Provided tailored consultation for customer requirements in aircraft sales.
- Coordinated charter flight schedules efficiently.
- Shared insights and advice with aspiring aviators.
- Developed and maintained relationships with customers and assisted in generating sales opportunities.
- Assessed demands to implement practical, effective solutions.
- Facilitated discussions to finalize contract conditions.

OPERATIONS CONTROLLER

CELEBI-NAS

Oct. 2016 – Feb. 2017

- Managed non-scheduled flight operations efficiently.
- Handled billing for aircraft Landings and Parkings meticulously.
- Coordinated with customs, immigration, and AIU to ensure seamless communication.
- Coordinated and filed flight plans with ATC stations RNFC and MLU.
- Supervised ramp personnel and resources to ensure efficient turnaround.
- Monitored flight schedules and statuses using VHF RT communication systems.
- Compiled FLIGHT PLAN, WEATHER, NOTAMs to enhance pilot situational awareness during flights.
- Coordinated flight plan filing with ATC for scheduled flights.
- Executed transmission of telex movement messages via the SITA system.
- Liaised with AOCC to optimize bay allocation.
- Compiled and managed comprehensive records of delays.
- Facilitated seamless communication among agencies involved in fuel management, ramp operations and passenger services.
- Coordinated timely wake-up schedules and transportation arrangements for Freighter crew members.

CHARTER SALES EXECUTIVE

DYNASTY JETS

Jan. 2013 – Feb. 2014

- Provided cost estimates for charter flights tailored to client needs.
- Liaised with operations department and clients to manage flight bookings.
- Executed strategic approaches to enhance client engagement and retention outcomes.
- Handled administration tasks related to flight bookings.
- Managed impromptu flight arrangements under time-sensitive constraints.