

Harun Zafer Ertürk

Charter Flight Specialist · Revenue Management & Flight Operations

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PROFESSIONAL SUMMARY

Charter aviation professional with experience in revenue management, flight operations, capacity planning, pricing strategy, and aviation logistics. Combines commercial awareness with hands-on operational coordination, market analysis, contract follow-up, and practical problem-solving in time-critical environments.

PROFESSIONAL EXPERIENCE

Charter Flight Specialist — airtuerk Service GmbH

Jul 2024 – Present · Frankfurt am Main, Germany

- Manage flight contingents, seat allocations, and pricing to support optimal capacity utilization and commercial performance.
- Analyze market conditions and pricing trends to support revenue-management decisions for charter flights.
- Maintain the continuous bookability of charter flights by coordinating reservations and ticket consolidation.
- Coordinate flight schedule changes, cancellations, and dispatch-related actions with airlines and external partners.
- Verify invoices and monitor compliance with negotiated contract terms, including release and PNL deliveries.
- Support the operations team in time-critical situations through clear communication and practical problem-solving.

Operations Manager — Eliz Medikal Sağlık

Feb 2018 – Feb 2024 · Istanbul, Turkey

- Managed operational budgets and monitored spending to support effective business planning.
- Coordinated import, customs-clearance and distribution logistics processes to maintain product availability.
- Led tender processes and coordinated related documentation and follow-up.
- Supervised sales activities and supported customer relationship management when required.
- Analyzed sales reports and monitored operational targets to support management decisions.

Sales Specialist — Hades Sağlık Danışmanlık

Jan 2015 – Feb 2018 · Istanbul, Turkey

- Managed medical-supply sales activities, including product checks and reporting.
- Maintained financial documentation, invoicing, and related follow-up responsibilities.
- Conducted regular customer visits to strengthen client relationships and support sales activity.

Logistics Specialist — Aysu Kargo Dağıtım Hizmetleri

Jul 2011 – Jan 2015 · Istanbul, Turkey

- Monitored inventory levels and goods movement to support accurate stock control.
- Prepared purchase quotations and supported purchasing workflows.
- Conducted warehouse counts and maintained inventory accuracy.
- Coordinated logistics processes and controlled inbound and outbound goods movements.
- Maintained inventory records and prepared regular reports.

EDUCATION

Erciyes University

Bachelor of Engineering (B.E.) · Environmental Engineering · Kayseri, Turkey

Akdeniz University

Associate Degree · Civil Aviation Transportation Management · Antalya, Turkey

CERTIFICATIONS

Business Analysis Specialist Certificate Program

Istanbul Technical University · Jun 2022

LANGUAGES

Turkish (Native) · German (Basic) · English (Basic)