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TTC names new AAT chief

THE Travel Corporation has appointed Hans Belle as the new managing director of AAT Kings (**TD** breaking news).

The move sees him join TTC after two decades with Sabre, most recently as vp supplier commerce & strategic partnerships.

Belle, who prior to joining the technology firm was part of the ski-focused



Alpine Group in Australia, will take up his new role on 23 Jan 2017, replacing Anthony Hayes whose departure was announced some months ago (**TD** 07 Sep) to become head of FantaSea Cruises.

AAT Kings staff were informed of their new boss earlier today,

with TTC ceo John Veitch saying the appointment followed an extensive search.

"I look forward to working with Hans and his team to maintain AAT's position as Australia's favourite guided holiday company," Veitch said.

Belle (**pictured**) said he was excited about the new role which would see him "working closely with the global AAT Kings team and our valued network of industry partners on a variety of innovative strategies to ensure we continue to represent the very best that Australia and New Zealand have to offer".

More industry appointments on **page seven** of today's **TD**.

EK boosts codeshares

EMIRATES is expanding its codeshare relationship with Malaysia Airlines, adding the EK code to a series of additional MH routes from Kuala Lumpur starting this month.

The additional ports include flights from KUL to Bangkok, Bandar Seri Begawan, Osaka, Tokyo Narita, Medan Kuala Namu and Phuket.

EK is also set to strengthen its codeshare relationship with US carrier JetBlue, in conjunction with the new Emirates non-stop flights from Dubai to Fort Lauderdale (**TD** 12 Oct).

From 15 Dec the Emirates code will be placed on 26 additional JetBlue routes ex FLL including Las Vegas, New York La Guardia, Washington Regan, Chicago, San Diego and Austin.

Today's issue of TD

Travel Daily today has eight pages of news and photos, plus full pages from: (**click**)

- Fiji Airways
- AA Appointments jobs

EY HX codeshare

ETIHAD will codeshare on Hong Kong Airlines' new flights to Auckland as part of an expanded agreement with HX which also sees Hong Kong Airlines codeshare on EY flights to eight additional European destinations.

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Hurtigruten appoints

HURTIGRUTEN has named William Harber as its new president China & Asia-Pacific.

Harber will be based in Hong Kong, joining Hurtigruten from Norwegian Cruise Line - more appointments on [page 7](#).

Virgin expecting growth

VIRGIN Australia ceo John Borghetti yesterday confirmed a recent "right sizing" of the airline's workforce including a flatter management structure, but said the airline expected to boost staff numbers overall as it launched new routes.

Speaking at the VAH annual general meeting, Borghetti said the airline's transformation plan was being executed in "some very challenging circumstances," with the Better Business program already generating savings.

He said the airline would continue to look at ways of growing revenue in "smart, sustainable ways" with a strong focus on high growth areas for the VA international business.

"Over the coming years the Virgin Australia group will tap into the vast potential that China offers," he said, along with a focus on North America.

Borghetti said Virgin was actively managing capacity in the current soft environment, as well as continuing to execute plans for fleet and network optimisation including the sale process for its Embraer and ATR aircraft which is "well under way".

AerLingus boosts LAX

IRISH flag carrier AerLingus will increase its transatlantic operations for the summer 2017 season, with its current four weekly Dublin-LAX flights to operate on a daily basis from 27 May-30 Aug 2017.



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New EasyJet office post-Brexit

BRITISH low-cost carrier EasyJet has flagged plans to set up an operating company in the European Union to ensure it maintains intra-EU flight allocations after Britain leaves.

The airline issued a statement saying this would allow it to "secure the flying rights of the 30% of our network that remains wholly within and between EU states excluding the UK".

However ceo Carolyn McCall said this would not preclude EasyJet maintaining its existing headquarters in Luton.

Chinese agency to open in Queenstown

CHINA'S largest online outbound travel agent will open a new shopfront in Queenstown, NZ, allowing FIT visitors from China to book services and activities on the spot.

Qyer, which has more than 80 million registered users, will open a so-called 'Q-Home' which will also help Queenstown tourism operators to engage with the Chinese market directly and learn more about Chinese culture and travel habits.

The move follows a visit by Destination Queenstown ceo Graham Budd to Beijing this week, where he signed a Memorandum of Understanding with Qyer to establish the outlet.

China is Queenstown's second biggest international market, comprising 13% of its annual international visitor arrivals.



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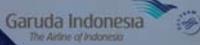
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TIA joins PMC push-back

NEW Zealand's Tourism Industry Aotearoa (TIA) has added its voice to the campaign against the \$5 hike to the Passenger Movement Charge, this morning issuing a joint statement with the TTF blasting the proposal as a

"blatant cash grab".

The TIA and the TTF said the added impost put the "critical trans-Tasman market at risk", with short haul destinations the most sensitive to tax increases.

"Research on the trans-Tasman market found that for every 1.5% increase in ticket price to Australia, demand drops by 1%," said TTF ceo Margy Osmond.

She said that meant increasing the tax to \$60 was likely to see 84,000 fewer New Zealanders visiting Australia next year.

TIA ceo Chris Roberts said there were likely to be significant flow-on effects to the visitor economies of both countries.

"The Australia-New Zealand border is the most heavily taxed in the world and the proposed increase in the Australian holiday tax will only make it worse".

He said on some fares taxes and charges would now comprise up to 40% of the total ticket price.

UA 747 retirements

UNITED Airlines has announced plans to retire its Boeing 747 fleet, with all of its jumbo jets to cease flying by Oct 2018.

Currently UA operates 20 B747-400s, but is shifting its flying to newer B777 and B787 aircraft.

According to *USA Today* Delta is the only other US carrier still using B747s, with just five DL jumbos in service by the end of this year.

CVO seals US deal

COVER-MORE Travel Insurance this morning confirmed it had reached a "financial close" on the acquisition of 100% of US-based Travelex Insurance Services Limited (**TD 27 Sep**).

The deal was funded via a share offer and debt financing.



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Vegas transit app

VISITORS to Las Vegas can now plan their trips using a new smartphone app called rideRTC.

Launched by the Regional transport Commission of Southern Nevada, rideRTC allows users to buy passes and find buses in real time, as well as planning trips including other forms of transportation such as the new RTC Bike Share program in downtown Las Vegas.

See www.ridethetrip.com.



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Uncover the hidden gems of Indonesia in the November issue of *travelBulletin*.

[CLICK HERE](#) to read **travelBulletin**

Virtuoso lights up Paris



ABOVE: These three leading Aussie travel agents are among the top members of Virtuoso attending the annual Chairman's Event which recognises and rewards performance for total sales, sales growth and engagement with the group.

Claudia Rossi from Mary Rossi Travel, Cher Roscoe from Goldman Group and Penny Spencer are **pictured** at the Dorchester Collection's Plaza Athenee in Paris, with other host hotels including Le Bristol and the Four Seasons George V.

Scoot winding back Athens frequencies

SCOOT Airlines looks set to adjust its planned operations to Athens, with the four weekly peak season frequencies to be gradually reduced.

The service is scheduled to kick off on 20 Jun 2017, and will cut back to thrice weekly from 19 Sep and then to two per week effective from 14 Oct next year.

The drop-off comes despite bargain basement fares, with the service launching one-way prices ex Perth from \$369 and ex Sydney starting at \$419 (**TD** 16 Aug).

Uber, Lyft overtake

RIDE sharing services Uber and Lyft comprised the majority of US corporate ground transportation receipts in the third quarter of 2016, overtaking taxis and rental cars for the first time, according to a report released this week by travel expense firm Certify.



Window Seat

SYDNEY to Los Angeles in just seven hours?

That's the ambitious claim by the creators of a new supersonic jet which is being backed by human headline Sir Richard Branson.

Appropriately dubbed 'Boom', plans for the 40-seat aircraft were unveiled in Denver, Colorado by Branson and former Amazon exec Blake Scholl, with the project a collaboration with Virgin Galactic's manufacturing arm, The Spaceship Company.

Test flights will begin shortly, with plans to launch the first commercial departures in 2023 - about two decades after the decommissioning of Concorde.

A New York-London round trip will cost about US\$5,000, the company's backers estimated.

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SA starts engines

THE Adelaide Motorsport Festival started today and will run until 20 Nov.

Key events include the Classic Adelaide Rally, the Victoria Park Sprint and a Prima Tour in the Barossa and McLaren Vale.

SA Minister for Tourism Leon Bignell said the festival had grown "significantly" in recent years with the 2015 event injecting more than \$3.5 million into the state's economy.

Green Square fund

FOLKESTONE Group is launching a new hotel fund to raise \$22.5 million in third party capital to build an 142-room hotel in Sydney's Green Square.

The group is collaborating with Furnished Property to develop a site in O'Riordan St, Alexandria.

Green Square is Folkestone's first hotel development with construction scheduled to begin early next year and the hotel planned to open in late 2018.

Furnished Property will operate the hotel under its Veriu brand.

UA 'Basic Economy'

UNITED Airlines has flagged plans to introduce a new 'Basic Economy' fare class next year which would restrict the carriage of full-size carry-on bags.

Those who purchase the fares would only be able to store their carry-ons under the seat, with a further benefit that it would simplify the boarding process as fewer customers would be able to bring overhead bags on board.

Basic Economy passengers would not be able to reserve seats and would board last, along with acknowledging that on multi-seat bookings groups are not guaranteed to sit together.

UA's Basic Economy fares would also not earn frequent flyer status credits, and ticket changes would not be permitted, the airline said.

The move is a response to the rise of ultra low-cost airlines on some routes, with LCC rivals such as Spirit, Allegiant and Frontier all charging for carry-ons.

ITP adds in Romania

GLOBAL TMC alliance ITP International Travel Partnership has expanded with the addition of Romania's Click2travel.ro.

The agency offers a full range of corporate and leisure group activity including MICE and destination management.

Travel Specialists honoured



TRAVEL Specialists Mosman has added even more awards to their trophy cabinet after snagging the trophy for Best Travel Agency 2016 at The 2016 North Shore Local Business Awards.

Managing director of the company Sharyn Kitchener said the award was "wonderful recognition" of its hard working team of travel professionals.

"Between us, we have more than 275 years' experience in the industry," she said.

"There's barely a place we haven't been, a cruise ship we haven't seen, or a tricky itinerary or specific request that we haven't dealt with."

The team is **pictured** celebrating their success with the accolade, from left: Stefania Pisanell, Mike Goodall (director), Sharyn Kitchener and Belinda Grist.

Ski Korea early start

SKI resorts in Gangwon province, Korea have opened almost three weeks earlier than usual this year.

Yongpyong Ski Resort and Phoenix Park Ski resort were the first properties to open early for the winter season while Oak Valley Snow Park and Elysian Gangchon Ski Resort are set to begin operation by early Dec.



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WTM hits record

WORLD Travel Market London 2016 attracted an incredible 51,500 people, the highest ever number of exhibitor and buyers in the event's 37 year history.

Europe's Finest launched



THE 2017 collaboration between Insight Vacations and Uniworld Boutique River Cruise Collection, dubbed "Europe's Finest", was unveiled at an agent event in Sydney last night.

Alex O'Connor, md Insight Vacations told **Travel Daily** the offering is "a natural collaboration of two of the finest brands in cruising and touring.

"It makes it seamless for both our customers and for our agency partners and the journeys have been handpicked to highlight the beautiful cruises."

In its second year, the program features eight itineraries, two of which are new and two include journeys from Insight Vacations's Luxury Gold collection.

The new 23-day Danube Delights & the Dalmatian River, begins with a cruise on the Danube followed by an escorted tour along the Dalmatian Riviera, while the 19-day Elegance of

England & France visits Dorset and Guernsey before embarking on a cruise along the Seine River.

Fiona Dalton, managing director, Uniworld emphasised the value of the collaboration to agents, noting Europe's Finest is "no exception" to The Travel Corporation's stance on paying "best in class commission.

"We've been able to aggregate the value of the land tour and the value of the cruise, and include a seamless transfer that as a bundled solution," she told **TD**.

"This represents better value for the consumer than if they tried to do it alone and it represents a seamless single source solution for the agent where it's one phone call to book up to a 23-day amazing river cruise and touring solution in Europe."

Dalton and O'Connor are **pictured** above.

To check out the new brochure, **CLICK HERE**.

Melbourne's 6-star on its way

WORK on redeveloping Melbourne's ICONIC Windsor Hotel into the city's first six-star property will begin in the first quarter of 2017.

The \$350 million transformation is slated for completion by the end of 2019 and will add a 26-storey tower at the rear of the property (**TD** 10 Mar).

The redeveloped Windsor will feature 279 luxurious suites across the heritage wing and the new contemporary annexes, all serviced by butlers and a two-bedroom Royal Penthouse stretched across three levels and complete with a private spa and outdoor terraces.

A three-bedroom Presidential Penthouse will occupy 745m² over the three top floors of the new tower and offer a private study/library, spacious living and dining space, home cinema, spa and cellar - for about \$20k nightly.

A "secret garden" will feature in the Heritage wing, while the Grand Ballroom, the heritage stairwell and the colonnade on Spring Street will be rejuvenated.

Windsor director Adi Halim said the growing inbound tourism to Australia, particularly to Melbourne and Sydney, has created a significant demand for accommodation at the ultra-luxury level commonly found in Europe and Asia.

"The Windsor is an all-suite property and the definition of suite goes beyond the size of the rooms," he said.

"It is expressed through personalised service at every touchpoint of the guest's visit."

Singapore Oct results

SCOOT carried 49% more passengers year-on-year during Oct, while capacity increased by 69.3% Singapore Airlines Group results for the month show.

Singapore Airlines' passenger carriage fell 3.1% compared to last year, against a 1.1% decrease in capacity while the SIA Group's passenger load factor fell 2.1 percentage points to 76.7%.

Airport Conference

NEXT week the Australian Airports Association (AAA) National Conference will take place at the National Convention Centre in Canberra, with speakers including Mike Mrdak, Secretary of the Department of Infrastructure and Regional Development.

More than 70 members of parliament are expected to attend a welcome reception at Parliament House, with AAA ceo Caroline Wilkie saying the event reflected the "importance of the airports industry to the Australian economy and the growth and dynamism of the airport sector".

Qld snorkel deaths

TWO French tourists died yesterday after they suffered a heart attack while snorkelling at Michaelmas Cay, in North Qld.

Tour operator Passions of Paradise said in a statement both had pre-existing conditions and CPR was performed on them by qualified staff.

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Pandaw's new brox

PANDAW has released its new 2017/18 leaflet detailing various small ship expeditions exploring Asia.

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Agents explore AC Dreamliner



A **SELECT** group of Queensland agents were invited on board Air Canada's brand new *Dreamliner* aircraft for a personal tour of its three main cabins.

Commenting on the tour, Air Canada's gm AU/NZ Paul McLean said the *Dreamliner* "particularly resonates with passengers".

"The Australian travel trade has played a vital role in promoting

the new BNE route not just as the most convenient way to reach Canada, but as a gateway to the USA and particularly New York City," said McLean.

The agents, representing Pulse Travel, Orbit World Travel, HRB, Main Beach Travel and Helloworld, are **pictured** above.

APT final boarding call

APT'S The Best Just Got Better campaign will finish up on 30 Nov.

Specials include free return flights to Europe when booking a place on the 15-day Wonders of Bordeaux & Rhone tour which is priced from \$9,295 ppts.

Companions are also eligible to fly free on the 11-day Best of Japan itinerary if booked before the end of the month.

Offers are strictly limited and subject to availability.

To learn more or to reserve a spot, visit aptouring.com.au.

Google pro to TC conference line-up

GOOGLE'S head of new business sales for Australia and New Zealand, Jacki Wong, has confirmed she will speak at the upcoming Travellers Choice Shareholders' Conference in Canberra over the weekend.

Other keynote speakers attending include sporting legend Layne Beachley and Samantha Taranto, an expert on customer experience strategy.



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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Dennis Basham is set to take up the role of country manager Australia and New Zealand for **Back-Roads Touring Co.** He will take over from Hugh Houston who is retiring after a stellar career which included many years with Sunlover Holidays and the AOT Group prior to joining Back-Roads Touring in 2014.

Centara Sandy Beach Non Nuoc Resort Da Nang, Vietnam has appointed **Luke Benbow** as General Manager. He first joined Centara Hotels & Resorts in 2010 as a Residence Manager at Centara Grand Beach Resort & Villas Krabi before being promoted to General Manager in 2011 for the pre-opening of Centara Nova Spa & Hotel Pattaya.

Marta Valongueiro has been announced as the new Events Executive Exhibitions & Trade Fairs for **The Travel Industry Exhibition**. Valongueiro will be responsible for client engagement across the portfolio and developing the company's VIP Buyer program.

The Pacific Asia Travel Association (PATA) has appointed **Jie Cheng Wong** as Young Tourism Professional Ambassador effective 01 Jan. The new role has been created to support the development of young tourism professionals. Wong joined PATA as an intern in 2015 before becoming their Communications and Marketing Assistant.

Preferred Hotels & Resorts welcomes **David Spooner** as Executive Vice President for Asia Pacific, based out of the company's Singapore office. Spooner joins the company from his role as Vice President of Sales & Marketing for Banyan Tree Hotels & Resorts.

Sydney Airport has announced the current Chief Financial Officer **Hugh Webby** has accepted the role of Chief Operating Officer effective Jan. He will assume all responsibilities related to the aviation business including long-term master planning and consideration of the Western Sydney Airport opportunity.

Stephen Hobson will join **Mantra Group** mid-Feb as Chief Financial Officer. He will bring more than two decades in senior financial management including his most recent role of CFO at Transformation Executive at Carlson Wagonlit Travel.

Globus beer tour

GLOBUS' new Oregon's Coast, Cascades and Craft Beers tour has officially launched.

The 10-day itinerary travels from Seattle to Portland and explores both Washington and Oregon's famed craft beer culture.

Travellers who book by 29 Nov will receive a 10% discount on the land portion of their tour, with an extra 10% slashed for those who book a second tour.

Call 1300 230 234 for info.

CX pax down in Oct

PASSENGERS travelling on Cathay Pacific and Dragonair in Oct totalled 2,759,982 - a 2.9% decrease on the prior corresponding period.

Group gm revenue management Patricia Hwang attributed the dip in pax due to Typhoon Haima which led to the cancellation of more than 200 flights.

Explore both Koreas

ACTIVE Travel is giving travellers a rare chance to explore both North and South Korea on an all-new tour.

The 16-day North and South Korea itinerary begins in Beijing on 06 Sep.

Highlights include visits to 22 metre high bronze statues of North Korean leaders Kim Il Sung and Kim Jong Il as well as an exploration of the mausoleum where their bodies currently lie.

CLICK HERE to learn more.

SLH new additions

FIVE new properties have joined Small Luxury Hotel's expanding portfolio.

New to the family are the Oal and the Pussycat Hotel in Galle, Sri Lanka; the Foxhill Manor in Cotswold, England; Hulbert House in Queenstown, New Zealand; Villa Della Pergola in Allasio Italy and the Das PostHotel in Tyrol, Austria.

Europe proposes new ETIAS

THE European Commission has announced the development of a new European Travel Information and Authorisation System (ETIAS) with the aim of “strengthening pre-arrival security checks on visa-free travellers”.

The move will affect visitors from Europe’s key markets including Australia, the USA and Japan, assisting with external border security while also protecting freedom of movement within the Schengen zone.

“Securing our borders and

protecting our citizens is our first priority.

ETIAS will close an information gap by cross-checking visa exempt applicants’ information against all our other systems,” said EU first vp Franz Timmermans.

The proposed ETIAS authorisation would be required for all visitors, obtained through a procedure that is “simple, cheap and fast,” the EU said.

Authorisations will be valid for a five year period and an application fee of five euro will apply for applicants aged 18 plus.

Validity of a travellers’ ETIAS would be confirmed at check-in, with the project estimated to be operational from 2020.

See ec.europa.eu for details.

NZ summer hiking

ULTIMATE Hikes has kicked off its summer program with almost 70 newly inducted guides and bookings looking strong.

Over the last year the company has invested almost a million dollars into the Milford Track, including new accommodation rooms and upgrading utilities.

Ultimate Hikes operates guided multi-day and day walks on the Milford and Routeburn Track as well as the Greenstone Track.

For more details visit ultimateguides.co.nz.

ibis Styles Java opens

ACCORHOTELS has opened the 205-key ibis Styles Bogor Raya hotel in West Java.

The accommodation is walking distance from the Bogor Raya Golf Course and looks out over the Salak Mountains.

The rooms are fitted with flat screen TVs, safes and coffee and tea making facilities, while the property features a sTREATS Restaurant, outdoor swimming pool & pool bar, fitness centre, spa, kids club & internet corner.

AB adds New Zealand

AIRBERLIN has expanded its network to New Zealand with a boosted codeshare pact with Virgin Australia seeing the AB code placed on Virgin flights to NZ from BNE, SYD and MEL.

HelloGbye Amex pact

A NEW smartphone travel booking app called HelloGbye has partnered with American Express to utilise the company’s “data insights, capabilities and deep travel industry knowledge” to tailor its offering to travellers.

HelloGbye uses “sentient artificial intelligence that understands what consumers are saying when speaking to the app, to individualise their travel preferences, intentions and itinerary”.

HelloGbye allows users to book or make changes to flights and/or hotels via a robotic chat interface, see www.hellogbye.com.

Flight Centre Disney magic



A WHOPPING 250 Flight Centre team leaders, product marketing and support staff from across NSW/ACT visited Disneyland Resort this month as part of their annual State Team Leader Conference.

Fresh off their Virgin Australia and Delta Air Lines flights from Sydney to Los Angeles, the group spent several hours exploring some of the 80 plus attractions across both Disneyland Resort Theme Parks: Disneyland Park and Disney California Adventure.

The team enjoyed a welcome dinner at Disney’s Grand

Californian Hotel & Spa followed by a World of Colour spectacular at Disney California Adventure Park where the agents became part of the show with their light up Mouse Ears.

The experience left the agents awestruck with many commenting that the show itself was justification enough to advise their clients to stay within the Disneyland Resort region for at least two to three nights.

The huge cohort of Flight Centre NSW/ACT team leaders is **pictured** above experiencing Disneyland Resort.

Win a Variety Cruises experience

This month Travel Daily, Variety Cruises and Discover the World are giving readers a chance to win a yacht cruise experience on the Glories of Spain and Portugal cruise, sailing on board *M/S Panorama II*. The total prize value is AU\$7,710.

To win, answer every daily question correctly and have the most creative final answer. Send your answers to variety@traveldaily.com.au



Variety Cruises



TERMS AND CONDITIONS



13. How many guests can motor sailer *Panorama II* accommodate?

Travel Daily is Australia’s leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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Fiji's National Carrier has a proud and rich tradition of creating unforgettable memories for our customers. We are an airline with a proud past and a bright future. At Fiji Airways we are passionate to be the best. We are currently looking for a driven and passionate individual to join our team in our Sydney office for the following role:

CHANNEL EXECUTIVE - SYDNEY (Fixed term - 12 months maternity leave cover)

As the Channel Executive you will promote Fiji Airways sales through effective working relationships with key trade partners in order to exceed targets. You must have a detailed understanding of the opportunities with each trade partner. You must create and implement plans in order to optimize channel performance. You will work closely with the Regional General Manager Australia to ensure effective use of agreed marketing resources. You must support the regions overall business objectives and work as a team to ensure the region's overall objectives are met and exceeded. You will monitor and provide insights in your respective channels to Marketing.

To be successful in the role you must possess a Bachelor's degree in Business or Marketing field, with strong academic performance. You must have at least five (5) years of sales and/or marketing experience in the travel and tourism industry and must have experience in an agency environment and exposure to a range of selling methodologies, especially B2B relationship management. You must have strong analytical skills and willingness to learn. You must have sound business acumen. High level of proficiency in Excel, Word, PowerPoint and other business tools. Excellent written and verbal communication skills. You must be able to embrace change with an innovative approach to problem solving. You must enjoy presenting and be able to manage your own time and tasks.

Applicants must be legally entitled to work in Australia.

Applications close on Saturday 19th November 2016

If you think you have what it takes and want to be part of our world visit our Careers Page and apply online at fijiairways.com/careers. Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



fijiairways.com/careers



www.aaappointments.com.au



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***NEW* TROPICAL TOP END!**

**AREA SALES MANAGER
DARWIN – UP TO \$65-70K PKG**

Take your career to the next level and join this industry leader in Darwin. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationship, sourcing for new opportunities, managing leads and negotiating contract. A great salary + bonus + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation, communication & attention to detail, proven sales skills & a

UP, UP AND AWAY

**HEAD OF SALES AU/NZ –INTERNATIONAL AIRLINE
SYDNEY – EXCELLENT SALARY UP TO \$130K PLUS PLUS**

Your dream role has landed at AA. We are working exclusively with this highly respected International airline who are on the hunt for a Head of Sales to look after the Australian and NZ sales teams, driving revenue across the regions, within the trade and corporate markets This will be a home based role initially and a one year contract before becoming permanent. For more information please send your CV to AA Appointments or call 9231 2825.

TRAVEL TECHNOLOGY PROVIDER

HEAD OF PRODUCT

AUST (EAST COAST) - SALARY PKG TO \$200K + 20% KPI

Leading technology provider in Melbourne is seeking a highly experienced Senior Product Manager to head up the department. You will be accountable for the development of new products in order to meet market needs, whilst managing existing products and their enhancements. Seeing dramatic growth in the market place, this is an amazing opportunity to join a well-recognised company that will offer an unbeatable salary package.

EXPEDITIONS / EDUCATIONAL TRAVEL

REGIONAL MANAGERS x 2

WA & NSW – PKG TO \$82K (DOE) + COMM + CAR

Leading Travel Company is looking for a number of experienced account/business development managers to join their expanding team. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped comms. Prev. experience in a similar role required along with strong presentation, organisation & communication skills.

GLOBAL TRAVEL COMPANY

**HEAD OF MARKETING – TRAVEL COMPANY
SYDNEY – \$140K PLUS PLUS**

Rarely do these roles present themselves so if you have been thinking about moving in the New Year now is the time to update your CV. This Travel company is looking for a senior marketing manager to lead, develop and implement their new marketing strategy over a 3 year period. You will be leading a team of 3 across traditional and digital functions. You must have Travel Marketing experience at a management level to apply. Call us today 9231 2825.

SIZE DOESN'T MATTER

**SME – BUSINESS DEVELOPMENT MANAGER
SYDNEY – \$100k PLUS PLUS**

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year

FIVE STAR TOURING PRODUCT

**SALES MANAGER (WA/SA)
PERTH – LUCRATIVE SALARY PACKAGE**

Looking after the WA/SA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA and/or SA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

ANALYSE YOUR BEST CAREER MOVE

**BUSINESS SYSTEMS ANALYST
BRISBANE & SYDNEY– UP TO \$66K PKG +BONUSES**

Join this forward moving and global operator using your analytical and travel systems experience. Working closely with key business and technical personnel you'll be able to leverage new and existing technologies to provide improvements in system deployment, product delivery efficiencies and system support. Native calypso and experience in a similar role is a must. Strong salary package and career opportunities on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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