

Travel Daily

First with the news

Thursday 17th August 2017

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Hughes steps down from BESydney

COL Hughes has resigned from his role as chairman of Business Events Sydney after 15 years with the organisation.

He'll be replaced by former state and federal politician Bruce Baird effective 01 Sep.

Other changes for BESydney include the appointment of Marlene Kanga as an independent director, replacing Robert Hill.

More appointments on [page 6](#).

Vale Lidia Penna

THE travel industry is today mourning the death of Lidia Penna, a much-loved and respected veteran of the inbound sector who died yesterday after a battle with illness.

Her funeral will take place at St Peter Chanel Church in Sydney's Hunters Hill at 1pm on 22 Aug.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from:

- Albatross Tours
- AA Appointments jobs

American suspends AKL

AMERICAN Airlines has confirmed it will suspend flights between Los Angeles and Auckland from next Mar, reverting to a seasonal service in future southern summers.

The airline had already suspended the service for two months this year but had vowed to "come back stronger" with their resumption in Oct.

The carrier's general manager for Australia and New Zealand Simon Dodd today confirmed a halt in the new year.

"We have taken a look at our Auckland-Los Angeles route and determined that next year, we will move to seasonal service from Oct to Mar, which is the peak winter travel season from the US, operating with the larger 787-9, including Premium Economy," Dodd said.

"Most importantly, we are not making any changes to our Auckland-based team as a result of these adjustments," he said.

"Our New Zealand team will work closely with our travel agency partners to identify any affected passengers and provide options shortly."

The move means Qantas will not be able to have a full time codeshare partner operating between AKL and LAX.

The route had been launched amid fanfare over the proposed trans-Pacific alliance between QF and AA, which was knocked back by US regulators last year.

The oneworld partners have said they will resubmit a revised bid to the US Dept of Transport.

RAA Travel launches Experience SA

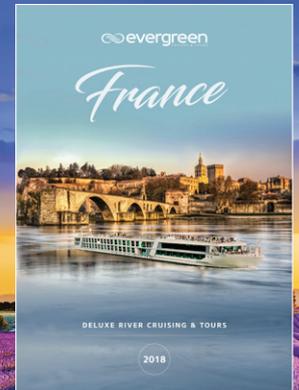
SOUTH Australia's RAA Travel has debuted a new website dedicated to booking South Australian accommodation, tours and attractions.

Product featured covers Adelaide and other locations across the state, and there's also a host of discounted offers on the "trusted online platform".

RAA's hundreds of thousands of members can take advantage of the deals and also receive 15% off selected products to celebrate the launch - for more details see travel.raa.com.au.

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JD Heathrow route

ONE of Virgin Australia's new Chinese alliance partners, Beijing Capital Airlines, is launching new twice weekly flights between Qingdao and London Heathrow.

According to GDS screens, JD will debut the service on 30 Oct.

Tourism workforce shortfall

TOURISM Australia managing director John O'Sullivan yesterday confirmed the sector is well on track to achieving several of its Tourism 2020 goals - but is falling short when it comes to issues around industry staffing, training and development.

Speaking at a business lunch convened by the Australia-Israel Chamber of Commerce, O'Sullivan confirmed overnight visitor expenditure is currently tracking towards \$127b-\$135b annually - well towards the upper

end of the \$115b-\$140b target set out in the 2020 vision.

Other parts of the strategy included boosting CBD hotel stock by 10,000-20,000 rooms, lifting aviation capacity by 40-50% and the creation of 150,000 new jobs.

While there is significant hotel development under way, and aviation targets have already been met thanks particularly to the huge surge in new entrants from China, O'Sullivan said there was a way to go in terms of jobs.

"A potential weak spot for the strategy is around skills and labour...that's one of the issues for the industry, we are probably only about 30% of the way there," he confessed.

MEANWHILE also speaking at the event was Star Entertainment Group ceo Matt Bekier, who detailed the ongoing evolution of the casino group's offering.

"Ten years ago we had more than 95% of revenues that came out of gaming," he said.

Now, particularly with the growth of the inbound sector the Star is repositioning to target international visitors by offering one-stop tourism attractions.

"For the Asian customer, an integrated resort where you have all these amenities in one location, conveniently presented and safe, that's very attractive," he said, with about a quarter of the 1.1 million visitors from China last year visiting a Star property.

New UA ski route

UNITED Airlines will operate a new non-stop seasonal route from San Francisco to Eagle Airport near Vail, Colorado this coming northern winter.

The weekend CRJ700 flights will kick off on 18 Dec.

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QF launches El Al codeshare

QANTAS yesterday confirmed a new codeshare agreement with Israel's El Al Airlines, with the LY code to be placed on Qantas services to Hong Kong, Bangkok and Johannesburg.

Qantas executive manager of international affairs, Rohan Garnett, announced the pact at an Australia-Israel Chamber of Commerce event, saying the flights would go on sale in the first week of next month.

The move follows the conclusion of a new Australia-Israel air services agreement earlier this year (**TD** 24 Feb) and an International Air Services Commission application last week seeking to vary determinations on the Hong Kong, Thailand and South Africa routes.

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Philippine Airlines CNS pullout

PHILIPPINE Airlines will commence direct flights between Manila and Auckland in Dec this year, with the move seeing the suspension of the carrier's existing service via Cairns.

The switch will see a significant capacity boost into New Zealand, with PR to operate a 254-seat Airbus A340 wide-body on the new route rather than the existing A320 operation.

The non-stop MNL-AKL flight will operate thrice weekly, departing Auckland at 1230 local time and touching down in Manila at 0545 the same day.

While it's good news for the New Zealand tourism industry, the move will coincide with the cessation of Philippine Airlines flights into Cairns from 06 Dec.

Passengers with confirmed tickets on the Cairns-Manila route may reroute via PR's direct services to Darwin, Brisbane, Melbourne or Sydney.

The 60% capacity increase into Auckland will also provide convenient onward connections to PAL's domestic and international network, including

to London, Asia, North America and the Middle East.

MEANWHILE Philippine Airlines has also rejigged its flights to the UK, bringing forward the introduction of Boeing 777 aircraft on the London Heathrow-Manila route by three months.

The larger planes will now commence operation on 17 Sep, freeing up the existing A340 for the new Auckland route.

Tourism WA after east coast reps

TOURISM WA has opened tenders for an agency to boost its profile and develop its trade relations on the east coast.

Focussed mainly on Sydney, Melbourne and Brisbane, the successful contractor will undertake trade training and attend key events and support marketing initiatives.

It will also work with the head office domestic marketing team to support and enhance existing interstate activities.

Tenders close 01 Sep - **CLICK HERE** for details.

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Travelport transfers

TRAVELPORT has launched a new interconnect arrangement with Australian-developed Ugo Transfers, which was created by former South African Airways gm Australia Thevan Krishna and cruise executive Brad Wicks.

The deal will see more than 68,000 travel agents globally gain access to Ugo Transfers' range of ground transport services in 100 countries.

Agents using the Travelport Marketplace can download the Ugo application to browse, pre-book and confirm their customers' ground transport arrangements in advance.

Ugo Transfers has also recently established a specialised service centre which allows for requests to cater for larger groups and other customised options.

P!nk in Abu Dhabi

POP star P!nk will perform alongside DJ Calvin Harris as the headline acts during the upcoming Etihad Airways Formula 1 Grand Prix which takes place 24-26 Nov.

Tickets for the race and the performances are available at yasmarinacircuit.com.

Dorchester deals

THE Dorchester Collection is offering packages combining accommodation with value-adds to enhance the guest experience.

Offers include a 'Discover Italy' deal including a first class rail ticket between Rome and Milan, limousine transfers and overnight accommodation at Hotel Eden and Hotel Principe di Savoia.

The Dorchester London has a 'Step into Summer' deal including a luxury spa treatment and dinner at one of the hotel's restaurants, while summer visitors to Coworth Park in Ascot can enjoy polo masterclasses and a unique new "bike fleet" menu.

There are also offers for Paris, Geneva and Los Angeles - see dorchestercollection.com.



Window Seat

STAR Entertainment Group ceo Matt Bekier was brutally frank in his assessment of The Star Sydney in its previous incarnation as Star City.

Speaking at the casino's Event Centre yesterday he told of the major changes the property has undergone in the last decade.

"Ten years ago this place was unrecognisable," he said.

"Somebody back then called it an RSL Club on steroids - and I think they were being a bit generous," Bekier added.

"In fact I have some of the fake wooden palm trees still in storage if anyone's interested - nobody else seems to want them, they are available."

Scenic Europe brox

SCENIC'S Great Wonders of Europe 2018 brochure has been rolled out this week, containing 15 tours ranging between nine and 23 days and combinable with river cruises in France & Portugal.

A range of early booking deals are available offering savings of up to \$5,760 per couple on trips of 11 days or more booked in conjunction with a cruise, and up to \$1,500pc on any land journey of 13 days or longer, if booked by 30 Sep - view the guide **HERE**.

NoVacancy set back

OWNERS of the NoVacancy Accommodation Business Expo, National Media, have confirmed the event's nine month delay, as revealed exclusively by **Travel Daily** this week (**TD Tue**).

Dedicated to the accommodation industry, the show was initially scheduled for 01-02 Nov but has been pushed back until 17-18 Jul, "reflecting the overwhelming support for the show, giving more time for those from around the country - and even the world - to participate," National Media said.

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Evergreen release

EVERGREEN Cruises & Tours today marks the fourth birthday of sister company Emerald Waterways with the release of its first brochure dedicated to river cruises in the south of France.

The 2018 brochure showcases the eight-day Rhone and Saone cruise "Sensations of Southern France" operated by *Emerald Liberte*, which can now be connected with a Mediterranean cruise or tours of Normandy and the Loire, the Swiss Alps or Spain.

The Sensations of France cruise is priced from \$3,745ppts.

JAL code on JQ

QANTAS Airways is seeking approval from the International Air Services Commission to allow Japan Airlines to codeshare on flights to/from Japan operated by Jetstar Airways.

The variation has been sought for the duration of Qantas' existing determination to Japan.

SQ passengers up

SINGAPORE Airlines passenger numbers were up 1% in Jul compared to the same month year, though growth was stronger among the carrier's offshoots.

While SQ's pax rose to 1.69 million, Silkair numbers increased 17.5% to 410,000 and Scoot boosted pax 6.4% to 785,000.

SQ's load factor was up 1.6 points to 84% in Jul.

Melb most liveable

DESTINATION Melbourne has welcomed the city's latest ranking at the top of the World's Most Liveable City index, its seventh year leading the ladder.

The organisation's ceo Laura Cavallo said the win would continue to drive international interest in Melbourne, especially for business travellers, international students and visitors from Asia.

"No other city has held the top ranking for seven years," she said.

Tourism chiefs line up



YESTERDAY'S Australia-Israel Chamber of Commerce tourism lunch (see **p2**) included a panel discussion convened by David Beirman from UTS.

Presenters (**pictured**) included Star Entertainment Group ceo Matt Bekier; Carnival Australia executive chairman Ann Sherry; and Tourism Australia ceo John

O'Sullivan, who discussed the bright prospects for the industry and its flow-on effects for the rest of the economy.

The AICC event was sponsored by The Star and Qantas, which also took the opportunity to confirm details of its new codeshare agreement with El Al Israel Airways (see **page 2**).



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Hoffmann & co raise a glass



AGENTS and staff of Phil Hoffmann Travel recently came together for the company's annual conference.

This year, award-winning producer, consultant and writer Marc Checkley joined the conference to share the art of story telling across social media.

Phil Hoffmann Travel ceo Peter Williams said it was important the travel agency continued to investigate ways to enhance its service offering to clients as the market evolves.

Pictured wine tasting in the Barossa Valley in South Australia is Phil Hoffmann, Michelle Ashcroft, Peter Williams, Marc Checkley and Michelle Mican.

QF NW17 changes

QANTAS has adjusted planned operational aircraft for Int'l services from Sydney over peak Australian summer travel periods according to GDS displays.

The Australian flag carrier will replace QF117/118 Sydney to Hong Kong flights with Boeing 747-400 and Airbus A380 aircraft from 29 Oct until 24 Mar 2018.

Currently the route is served by Airbus A330-200/300 aircraft.

Qantas will also put A330-200 aircraft in place of A330-300 on the SYD-BKK route on select days from 04 Nov until 02 Mar.

NZ image testing

TOURISM New Zealand (TNZ) recently conducted image testing on Australians who were actively considering holidaying in the land of the long white cloud to see what attracted them to NZ.

Over 700 images were shown during the test.

Results showed that New Zealand coastlines rated well with Australians, while action shots on mountains, panoramic views of the ocean and blue skies had the strongest performance among advanced skiers.

TNZ director of marketing Andrew Fraser said the research helped select what images would give them the best chance to get Aussies to go to New Zealand.

New Flinders tour

FLINDERS Ranges Odysseys has taken the covers off a new four-day Flinders Ranges tour beginning on 17 Sep.

The Flinders Ranges Outback Tour will feature a maximum of eight people per group.

All meals, touring and accommodation are included, with the tour operating every two weeks from Adelaide on either Fri or Sun.

Prices lead in from \$3,184pp.

CLICK HERE for more info.

QF tops departures

LATEST figures from BITRE showed Qantas achieved the highest on time departure performance in 2016-17, with 87.6% of all flights leaving on time.

Virgin Australia came second with 86.8% for on time departures, followed by Tigerair Australia at 76.8% and Jetstar was last with 72.6% in 2016-17.

Virgin Australia Regional Airlines had the highest departure performance for regional airlines at 87.1%, followed by REX at 85.8% and QantasLink on 85.1%.

The rate of cancellations was 1.8%, higher than the long-term average of 1.4%.

Grampians promo

GRAMPIANS Tourism has released its latest marketing campaign, which aims to attract more tourists to the region.

The promo features images of the Grampians National Park, as well as offerings that cater to individual niches and interests.

Grampians Tourism ceo Marc Sleeman said "the timing is right for us to invest in a new campaign, building on the future of our tourism industry and the people it employs.

The initiative will be delivered across a combination of social media, targeted advertising and mass media.

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Senior Sales Development Manager, Victoria

Are you passionate about travel? Love a challenge? Have 5 star quality? Scenic are looking for a driven Senior Sales Development Manager for Victoria.

Scenic started from humble beginnings to become a world-renowned luxury cruise and tour operator and in 2016 celebrated 30 years as a leader in its field. The Scenic team has worked tirelessly to earn a world-class reputation for creating and delivering the ultimate cruising and touring itineraries for travellers who seek wondrous experiences and exceptional 5-star service.

This is an exciting career opportunity in a fast-paced, entrepreneurial, privately owned travel company. The successful candidate will be responsible for managing and leading the activities of the sales team, cultivating strong relationships, driving brand awareness and identifying new customers.

Reporting to the National Sales Manager, we are looking for a collaborative leader who is approachable, inspirational, loves a challenge and who will represent the Scenic brand to the travel industry and the public, allowing our guests a chance to experience wonder.

The focus of this role is to maximise sales potential within Victoria by leading the activities within the sales team to achieve sales targets by cultivating strong relationships, driving brand awareness and identifying new customers. Duties will include but are not limited to:

- Coordinating state based sales plans and strategy in consultation with the National Sales Manager;
- Successfully complete sales call cycles within your given territory;
- Coordinate state team meetings with consortia contacts;
- Drive agent participation and attendance at information sessions. Attend travel shows, expos, conferences and seminars to promote brand, product awareness and sales;
- Activate trade campaigns, product launches and trade incentives;
- Territory budgets, reporting and surveillance;
- Manage and further develop Scenic Elite program, secure group business and escort agent famils;

To thrive in this role you must have:

- excellent presentation skills and use of powerpoint;
- excellent communication skills both verbal and written;
- ability to undertake multiple tasks and work to tight deadlines;
- a proven track record in increasing sales and the customer service experience;
- an ability to undertake "cold calls";
- an ability to work unconventional hours including weekends, early mornings and evenings;
- valid drivers licence.

It would be great if you also had knowledge of the travel industry and experience with SalesForce.

If you are interested in this role and wish to apply, please send a cover letter and resume to Nicole Robertson, HR Manager on employment@scenic.com.au by COB Tuesday, 29th August 2017.

Cathay posts huge loss

CATHAY Pacific is expecting further headwinds after the Hong Kong-based airline posted a loss of HK\$2.05 billion (AU\$330m) in the first half of this year.

The result represents a decline of 681% compared to 1H 2016, when the airline posted a HK\$353m (AU\$56.9m) profit.

Cathay Pacific chairman John Slosar said the pax business was facing strong competition from other airlines, including Chinese and low-cost carriers.

"We do not expect the operating environment in the second half of 2017 to improve materially," he said.

Revenue remained flat at HK\$45.85 billion (AU\$7.3b) in the

first half of the year.

Passenger yield for the average fare paid per kilometre per passenger was down 5.2% to HK\$1.5 cents.

Load factor for both Cathay Pacific and sister airline Cathay Dragon was up 0.2% to 84.7%, compared to 1H2016.

One of CX's bright notes was its cargo division, which saw its revenue jump by 11.7%.

The performance puts Cathay on track to post its first back-to-back loss in its 70-year history.

CX's loss was greater than the HK\$1.2b loss analysts predicted.

Luxico buys start-up

LUXICO has announced it will acquire Hello Scout, a personalisation and text messaging technology for hotels.

The acquisition targets Luxico's goal to deliver concierge solutions to travellers staying at its premium holiday homes.

Hello Scout allows guests to use the service even when they aren't in their accommodation.

Luxico guests will receive an email inviting them to download the app.

Sofitel KL to open

SOFITEL Kuala Lumpur Damansara has opened its doors in Malaysia.

The hotel has 312 rooms and is the brand's first property in the city and in Malaysia.

There are also six meeting rooms and a 1,100m² pillarless ballroom for 800 guests.

Inside, there are several restaurants and bars.

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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.

Elliott Miller is moving to **Adventure World** following his appointment as the company's Head of Sales. Miller has previously worked for Aman Resorts & Hotels and COMO Hotel & Resort Group.

DriveAway has announced that **Samantha Titley** has joined the team as the Business Development Manager for Western Australia. Titley has worked in the industry for 25 years in sales and marketing for cruise and coach tour operators.

Matthew Haigh will become the new Group Executive Chef of events supplier **Peter Rowland Catering**. Haigh joined the company in 2000.

Express Travel Group has promoted **Mohammad Nasiry** to the newly created role of Airline & Operation Support Manager for the group's commercial division. Nasiry has been with Express for seven years.

Andrew Gee will take on the role as Vice President Sales and Marketing, Asia Pacific for **Outrigger Hotels and Resorts**. Since 2014, Gee has been regional director of sales and marketing, Australia and New Zealand.

Destination Queenstown has announced two new appointments following a review of the organisation. **Louise Clark** will take the role of Sales and Marketing Manager for the **Queenstown Convention Bureau**. Destination Queenstown has permanently appointed **Sarah Norton** to the Market Manager - Western position after covering for Clark this year.

Peter Brampton will be the new General Manager for the **The Westin Perth**, which is slated to open in Apr 2018. Brampton will be responsible for recruiting over 300 staff and managing all prelaunch activities.

Business Events Sydney has named **Bruce Baird** to replace Col Hughes as Chair from 01 Sep. Baird was previously the Federal Member for Cook and a former NSW Minister. The convention bureau has also named **Dr Marlene Kanga** as an Independent Director on the board from 01 Sep. She will replace Robert Hill.

Susan Enners has been appointed by **Tramada Systems** as the Country Manager Australia and New Zealand. Enners has previously worked for several years at American Express. The newly created role recognises Tramada's investment in the Australian and New Zealand market.

The **German National Tourist Board (GNTO)** has appointed **Beatrix Haun** as the new Director of GNTO for the UK and Ireland. Haun was previously a GNTO director in France, based in Paris. She will replace Klaus Lohmann in the role.

Gippsland plan

THE Victorian Government has announced a new Destination Management Plan to boost visitors and jobs in Gippsland.

Over \$400,000 will be invested in developing a strategy that will revitalise Gippsland's visitor economy, by exploring ways to bring more tourists to the region.

The initiative will also look at investing infrastructure at key tourism hotspots.

Minister for Regional Development Jaala Pulford said developing a plan would allow even more tourists to enjoy Gippsland and regional Victoria.

"Our Gippsland Regional Partnership told us that tourism is a major priority for this region," she said.

TripAdvisor names longest queues

TRIPADVISOR has identified Paris, The Vatican and Rome, London and New York as destinations with the world's longest queues to get into popular attractions.

Visitors to those cities can expect to wait two hours and up to four during the peak times.

London Eye was found to have the longest average wait time of 2.5 hours.

Travellers to the Catacombs in Paris can expect to wait two hours and up to four hours during the European summer.

The Colosseum and the Sistine Chapel also had an average wait time of two hours.

Top achievers big on Bintan



THIS group of top achieving Travel Managers travelled to Singapore recently where they had a chance to slip away to nearby Banyan Tree Bintan for a taste of luxury.

Jointly hosted by Viva! Holidays and Banyan Tree Bintan, the group were able to sample al fresco Indonesian fine dining on the beach.

Pictured as they set out for their dinner are Theresa Kwong,

Victoria Hobbs (Banyan Tree), Nicole Cocks, Ally Casey, Debbie Bean, Michelle Thomas, Lori Francisco, Aaron Loss, Judith Smith and Erin Beckford.

People's SA choice

VOTING is now open for a new people's choice category in the South Australian Tourism Awards.

The RAA People's Choice Tourism Award has been introduced by the South Australian Tourism Industry Council (SATIC) to recognise service excellence within the state's visitor economy.

Voting closes 15 Oct and the winner will be announced 10 Nov.

CLICK HERE for voting details.

MU codes to Cuba

CHINA Eastern has launched a codeshare partnership with Air Europe on flights from Spain to Cuba, in addition to its existing Air France tie-up on Havana flights.

The MU code is now applied to seven weekly flights operated by UX between Madrid and Havana.

Kimberley exhibit

THE Kimberley region will be showcased in Abu Dhabi as part of an exhibition by fashion and landscape photographer Anthony Horth during Dec.

The Mother Earth Kimberley exhibition will be held at the Emirates Palace Hotel and was previewed in New York at a recent event hosted by Rio Tinto.

QT Melb in fashion

QT MELBOURNE has struck a partnership deal with Melbourne Fashion Week and will collaborate on a series of events at the hotel.

The property has also created packages for guests wanting the full Fashion Week experience, including accommodation, breakfast for two at the hotel's Pascale Bar & Grill and two general admission tickets to runway shows on 05 or 06 Sep.

Packages are priced from \$360 for a min two-night stay.

Orient Jerusalem

ISROTEL Hotel Chain's five-star Orient Jerusalem has opened in the city's German Colony district.

The 243-room property includes a modern central building plus as well as two restored buildings from the 1800s that once housed the Germany Templar Society.

QR to Chiang Mai

QATAR Airways has opened bookings for its flights from Doha to Chiang Mai in Thailand, to operate four times a week from 07 Dec, GDS show.

The Boeing 787-8 service had previously been slated to begin late last year.

Four Seasons reveal

FOUR Seasons Hotel Sydney will next month unveil a major revamp of its Grand Ballroom.

To re-open on 07 Sep, the ballroom will feature a 12m LED screen, four times the size of regular projector screens and able to show 4K video and high-resolution imagery.

The ballroom and pre-function foyer have been transformed by architects Bates Smart with art deco-inspired chandeliers, fluted glass, polished stone and brass.

WIN A TRIP TO THE PHILIPPINES

—

THE PRIZE

This month Travel Daily together with Philippine Airlines, The Peninsula Manila and Henann Regency Resort and Spa Boracay are giving readers the chance to win an island getaway to the Philippines. The prize for two people includes:

- Return economy class tickets from Sydney to Manila flying with Philippine Airlines
- Two nights accommodation at The Peninsula Manila
- Three nights accommodation at Henann Regency Resort and Spa Boracay

—

TO WIN

Send us your most creative image, photo, collage, meme or photoshop creation which represents your ideal Philippines island destination experience flying Philippine Airlines **AND** tell us about that experience in 50 words or less.

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BDM – NSW WEST OR SOUTH x 2

SYDNEY - SALARY PACKAGE TO \$80K PLUS CAR

I have two clients searching for BDM's who are passionate about building relationships and increasing sales with the ability to source and secure new business. You will have previous industry BDM experience with established relationships in the trade. They are offering a base salary plus bonus scheme, fully maintained vehicle and tools of the trade. Two different companies both with great reputations, take your pick!!

MANAGE & DEVELOP

AREA MANAGER - NSW

SYDNEY - SALARY PACKAGE TO \$85K PLUS CAR

Exclusive role to AA Appointments. This supplier to the Tourism Industry have a very rare opportunity for an Area Manager to join their team in NSW. This supplier has offices throughout NSW and you will be responsible for managing & developing a number of them to achieve top service and profitability. This will include training, mentoring and managing staff to achieve this. Huge career opportunities available, great salary and company car.

READY FOR A NEW CHALLENGE?

DIRECTOR OF SALES

MELBOURNE EXEC PKG + BONUS ++

We are looking for a DOSM who has experience working with 800+ rooms. Is this you? Join this dynamic leader to help them to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting all to maximise revenues. Executive salary package on offer. Experience as a Director of Sales, a track record leading a successful sales team along with great communication, presentation & negotiation skills required.

A LITTLE BIT DIFFERENT

NSW SALES MANAGER X 2

SYDNEY –BASE SALARY TO \$95K PLUS BIG BONUSES

This unique opportunity will suit a strong Tourism or Hospitality sales manager that understands and is motivated by the sales process and is looking for that something different. This global company with over 20 offices worldwide is seeing huge growth in the Australian market and is looking for a strong sales manager with established relationships in the travel and hospitality trade. If you have worked for an OTA this will be highly desirable.

A MASTER IN MICE SALES

BUSINESS DEVELOPMENT MANAGER – MICE

MELBOURNE - \$120K OTE ++

Are you passionate and experienced in sales within the MICE market? This leading event management company is seeking a well-connected and energetic Business Development Manager to join their Melbourne team. If you have worked within the corporate and or MICE sectors and know how to get business over the line – this is the BDM role that will reward you like no other in the market currently. Amazing incentives & inspirational management.

OVERSEE & DELIVER

HEAD OF OPERATIONS

BROOME - \$100-120K + SUPER

Great opportunity to live and work in beautiful Broome. We are looking for a strong hospitality operations manager to join the team & deliver results. You will be responsible for leading the team & overseeing the tour operations, budgeting and forecasting, providing exceptional customer experiences & achieving targets. Strong operations experience required in 4 or 5 star. Outback experience a plus! Great package & benefits on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

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