

2018 EARLYBIRD SAVINGS

LIMITED OFFER!
Save up to
\$5,000 per couple



View Deals

Beijing to Europe

HNA Group offshoot Beijing Capital Airlines is expanding its European network, with GDS reservations now open for flights to Copenhagen and Helsinki.

Both routes will operate thrice weekly, with PEK-CPH to debut 27 Mar and HEL flights from 30 May.

Ireland touts DUB as hub

ONE-STOP connections from Australia to Dublin are positioning the Irish capital as a gateway for travel to Europe, with Tourism Ireland working to capitalise on the city's expanding flight links.

Currently Etihad, Emirates and Qatar Airways all offer Dublin services, with the Middle Eastern trio to be joined by Cathay Pacific flights ex HKG from Jun 2018.

Ireland was in focus in Sydney on Fri when Tourism Ireland (TI) hosted a special event (see p4) to commemorate the state visit of Irish President Michael D. Higgins.

Attendees included Tourism Ireland ceo Niall Gibbons as well as New York-based Alison

Metcalf, recently appointed as TI head of Nth America & Australia/NZ in a global restructure to align "developed" markets for Ireland.

Metcalf told TD the Australian market was key, with Aussies staying an average of 12-13 days and spending more than visitors from other countries.

"An increasing number of people now fly through Dublin to Europe," she said, with many spending time at the start or end of their trips in Ireland.

There is strong air connectivity from Dublin into the continent, while ferry options to Scotland are also popular, Metcalfe said.

Destination development is a key focus for Tourism Ireland, with Metcalfe saying "we want to grow sustainable, immersive, authentic experiences," in sectors such as golf and 'screen tourism' as well as themed itineraries such as the Wild Atlantic Way and Ireland's Ancient East.

Air security move

FEDERAL Transport Minister Darren Chester has flagged a strengthening of airside security at major Australian airports, with screening, random explosive residue testing and tighter access controls for baggage handlers, caterers and aircraft engineers.

HOLIDAYS

Europe Rail Sale

ON SALE UNTIL 27 DEC 2017

SAVE 20% & KIDS TRAVEL FREE*

*Conditions apply

Today's issue of TD

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

- Melia Hotels
- AA Appointments jobs

Excellence in Flight

Business Class on Sale now

Click to Fly >

www.koreanair.com
Sydney (02) 9262 6000 Brisbane (07) 3226 6000

We hear

"I'M WAITING FOR A BETTER AIR DEAL"

So here

GUARANTEED BEST DEAL

FLY FOR \$699*

ON 97 EUROPE & BRITAIN TRIPS*

"Don't wait, book it now!"

- Sheena & Suzy, Sales Team

#AGENTSFIRST

*Conditions apply

TICKET UP TO WIN

To enter, eligible entrants must book Virgin Australia Economy Getaway and Freedom fares on Trans Tasman and International short-haul flights ex Australia marketed or operated by Virgin Australia between 3 October 2017 and 5 November 2017 for travel between 3 October 2017 and 31 March 2018. The agent with the highest ticketed revenue will WIN 2 return Business Class flights to Hong Kong. Plus there are weekly prizes up for grabs!

*TERMS AND CONDITIONS APPLY. PROMOTION ENDS 5 NOVEMBER 2017.

FIND OUT MORE

WIN

2 RETURN BUSINESS CLASS FLIGHTS TO HONG KONG plus weekly prizes*



MH picks new ceo

MALAYSIA Airlines has named Izhah Ismail as its new group ceo, replacing Peter Bellew who quit to join Ryanair (*TD* 18 Oct).

Izhah has served as the airline's chief operating officer since last year and will take up the position on 01 Dec.

Lindblad's fresh releases

LINDBLAD Expeditions will this week unveil its new French Polynesia and the South Pacific itineraries for 2018 as well as its Explorations 2018/19 brochure.

In Australia to officially launch the additions to the local market, Lesa Bain vp of sales Nth America, Lindblad Expeditions, told *TD* the five new itineraries in the South Pacific for 2018 "show a much broader picture" of the region.

"People have a tendency to think of the South Pacific as sandy beaches and Polynesian dancing and what we're trying to do with these itineraries is show that there's a very rich cultural landscape, depending on which area you are in."

Bain said a highlight of the itineraries was the eight-day Isles, Atolls, and Pristine Corals: Southern Line Islands, which visits destinations where research is conducted to see what reef systems were like before humans.

The new itineraries have been specifically designed for *National Geographic Orion* and Bain said guests would be offered the opportunity to dive and snorkel in some of the most remote places.

MEANWHILE, Lindblad's new Explorations 2018/19 brochure packs in seven new itineraries, including a new Belize and Guatemala land and sea tour.

Also included are sailings in Alaska on the brand's newest ship, *National Geographic Quest*, and the usual popular destinations for Lindblad, Galapagos Islands and Antarctica.

The company has revealed it is doing exploratory work in the Russian Far East, with the brochure packing in "a little teaser" for guests.

Bain confirmed Lindblad would likely offer several different itineraries in the Russian Far East in 2019.

More in *CW* tomorrow.

QF funds passports

QANTAS has announced it will pay for Americans to get their passports when they book its flights to Australia.

The carrier is offering a discount of US\$135 - equal to the United States passport fee - as part of a wider digital marketing campaign.

TEMPO HOLIDAYS

2 FOR 1 OFFER

2018 EARLY BIRD DEALS

WONDERS OF EGYPT

tempoholidays.com

*Terms and conditions apply. Please see tempoholidays.com for full terms and conditions

A380 OPERATING PERIOD HAS NOW EXTENDED FOR 2 MONTHS

ASIANA 380

FROM **NOV 17 ~ MARCH 18**
Reservations 02 9260 4300
au.flyasiana.com

BUSINESS CLASS

EUROPE FROM \$4,549

USA FROM \$4,369

SALES/TICKETING UNTIL 30 NOV 17

ASIANA AIRLINES

A STAR ALLIANCE MEMBER

[LEARN MORE](#)

SCENIC° LUXURY SALE

luxury for everyone

Save up to **\$1,500*** PER COUPLE

macau

GRAND PRIX MACAU 64

澳门格兰披治大赛车
Macau Grand Prix
16-19/11/2017

ARE YOU READY?

Travel Daily

Monday 23rd October 2017



VALUED UP TO \$2,500

5 NIGHTS \$750 PER PERSON TWIN SHARE

**BREAKFAST DAILY
2 X 30 MINUTE
MASSAGE PER PERSON
DINNER FOR 2 X 2
PLUS MORE**

BOOK NOW AT IRIRIKI.COM, THROUGH YOUR FAVORITE VANUATU WHOLESALER
OR RESERVATIONS@IRIRIKI.COM

Viking extensions

VIKING Cruises has announced two new cruise extensions to its popular Alaska & the Inside Passage ocean itinerary - the eight-day Canadian Rockies (priced from \$5,339pp) and the seven-day Pristine Alaska (from \$4,939pp).



FLY TO EUROPE RETURN

\$599*

**UNBEATABLE VALUE
FOR YOUR CLIENTS**

*Conditions Apply

INSIGHT VACATIONS
The Art of Travelling in Style

Travellers facing NZ fee

NEW Zealand is set to impose a NZ\$25 tourist tax on international visitors after the surprise election victory of Jacinda Ardern on Fri.

Ardern's Labour Party, which claimed government after forming a coalition with the New Zealand First and Green parties, announced early in its election campaign that it would hit visitors with a fee equal to about A\$22 to help create a NZ\$75 million fund for new infrastructure projects.

The move was in response to local concerns about the impact of growing tourism numbers on regional facilities, from hiking trails to public toilets.

While the incoming government has yet to say when the fee would be introduced, Labour's tourism spokesman Fris Fafoi said during the campaign he would meet with customs officials to determine the best means of applying the tax.

CX traffic slump

CATHAY Pacific and Cathay Dragon saw a 1.2% decrease in passenger traffic in Sep, compared to Sep 2016.

The pax load factor dropped 2.3% to 81.0%, while capacity, measured in available seat kilometres (ASKs), jumped 2.4%.

The biggest capacity drop was 5.3% and came out of India and the Middle East region.

So far in 2017, the number of pax carried increased by 0.1% while capacity rose 2.0%.

On time figures slip

ON TIME performance across all domestic airlines slipped to 80.6% from 83.6% for departures in Sep, according to BITRE.

Qantas achieved the highest level of on time departures at 82.8%, followed by Virgin Australia on 82.0%, Jetstar at 71.5% and Tigerair on 71.0%.

Cancellations grew from 2.0% in Aug to 2.5% in Sep 2017.

On time arrivals were 79.3% with QF top (81.5%) & VA 79.1%.

Vale Carmela Modica

THE travel industry is mourning the passing of Carmela Modica, who founded Modica Travel Service in Victoria in 1970.

Modica passed away peacefully on 19 Oct surrounded by family.

A funeral will be held at St Mary's Catholic Church in Dandenong on 25 Oct at 10.30am.

India outbound market to hit \$45b

THE outbound Indian tourism market is forecast to be valued at \$45b by 2022, according to a report by Research and Markets.

The main beneficiaries are likely to be neighbouring Asian markets due to an appetite for short-haul and low budget holidays from Indian tourists, whereas the favoured long-haul destinations include Australia, NZ & the US.

Window Seat

A GAGGLE of Mr Bean lookalikes descended on London last week, all in the name of attracting more visitors.

Dressed in the bumbling loner's trademark outfit and clutching the iconic 'Teddy' bear, they travelled on the Underground & went for a ride on the London Eye (pictured).

The Beans were out to celebrate the launch of a mobile game called *Play London with Mr Bean*, designed to help visitors discover London's highlights.



QF/LA Asia c'share

QANTAS and LATAM Airlines have applied to operate codeshare services on selected Asian routes from 01 Dec.

The partnership would see the carriers codeshare on Qantas Hong Kong and Singapore flights.

The application follows the launch of non-stop flight from Melbourne to Santiago by LATAM earlier this month, a move supported by another codeshare deal agreed to with its Australian partner Qantas.

 DREAM CRUISES

**\$150* GIFT CARD
FOR EVERY BOOKING
INCLUDING 3 NIGHTS IN SINGAPORE**

Book & deposit before: **31 Mar 18**

 1300 362 599

Book now >

*Conditions apply.

 Creative Cruising

 SINGAPORE
Passion Made Possible

MAKING
TRAVEL
SIMPLE



Travel Daily

Monday 23rd October 2017

Anantara unveils

NEW contemporary Thai inspired guestrooms have been unveiled at Anantara Siam Bangkok Hotel.

The 307 new deluxe and premier guestrooms can accommodate up to three people and have a "deep soaking tub".

Accor revenue up

ACCORHOTELS' third quarter revenue was up 6.4% to €504m.

The french hotelier recorded a 4.1% increase in Asia Pacific revenue to €111m, while South America saw a drop of 15.3% in revenue in 3Q17.

The period saw the opening of 73 hotels and over 11,000 rooms.

AccorHotels also signed a partnership with SNCF railways in the quarter for the development of the Orient Express.

Wales VR tourism

VISIT Wales revealed it has awarded £290,000 to six VR projects under its Tourism Product Innovation Fund.

The funding is part of a plan by the tourist board to use virtual reality technology to promote Welsh attractions.

The Wildlife Trust of South and West Wales received £30,000 and will use the funds to create a dolphin dive experience.

PAL brand campaign

PHILIPPINE Airlines has launched "Experience the Heart of the Filipino" campaign, aimed at winning over the foreign leisure market.

The ad will showcase the best of the Philippines and celebrates Filipino values - **CLICK** to view.

Spring has sprung!
ENDS 30 NOV

Singapore
RETURN ECONOMY CLASS
FROM **AUD625***

ROYAL BRUNEI AIRLINES

ECONOMY CLASS
30Kg
Baggage

*Based on O class in low season. Date restrictions and conditions apply.

Ireland blooms in Sydney



IRISH President Michael D. Higgins and his wife Sabina were the guests of honour at a luncheon event hosted by Tourism Ireland in Sydney on Fri.

Higgins is making his first state visit to Australia, and spoke about the deep historical connections between Australia and Ireland.

Tourism continues to be a key sector for Ireland, with about 230,000 Australians visiting the country last year.

Irish tourism product also continues to evolve, with new hotel beds coming online including the Titanic Hotel in Belfast, while the country is lobbying hard to host the 2023 Rugby World Cup.

Tourism Ireland manager Australia and NZ, Sofia Hansson, said the special event helped deliver the message about the "many great reasons to visit the island of Ireland this year".

Pictured at Sydney's floral Calyx are, from left: Tourism Ireland ceo Niall Gibbons; Irish Tanaiste and Minister for Business, Enterprise and Innovation,

Frances Fitzgerald; President of Ireland Michael D. Higgins; Sabina Higgins; and Alison Metcalfe, Tourism Ireland head of Australia, New Zealand and North America.

Discover our brand new destination for 2018:

CANADA

le boat
Who's on board?

[Search 2018 Cruises](#)

CHINA SOUTHERN AIRLINES

Consolidated Travel and China Southern would like to reward you for bookings ticketed to China and Asia between **01 October - 31 October 2017**.

Grand Prize

iPhone 8
to the top achievers in each state!

Daily Prizes

Vouchers!

Exclusive fares available during the promotion.
Fares ex ADL/BNE/MEL/PER/SYD

[Click for more details...](#)

Consolidated Travel

MEET THE **itravel** FAMILY

19 FRANCHISE STORES

60 MOBILE AGENTS

5 LINK AFFILIATES

Big enough to compete. Small enough to care.

Surround yourself with people who see your value.

Join Us

**Download Greece 2018
Early Bird brochure**



Phone: 1300 661 666 • www.greecemedtravel.com.au



Library pool villas

THAI resort The Library, Koh Samui, has unveiled two new Secret Pool Villas that will be available to guests from Nov.

Forming part of the Secret Chapters collection, the one- and two-bedroom spaces are tailored towards honeymooners seeking a new level of luxury.

Two more rooms in the Secret Chapters offering, The Editor & The Writer, will launch early 2018.

New Tahiti website

TAHITI Tourism has launched a new Australian website that will provide increased functionality for both travellers and the trade.

With additional digital offerings and an improved "three-step booking process", the new interface will also expose visitors to more enticing imagery of the islands and better response times.

AirAsia SIN move

AIRASIA has announced it will be relocating its operations at Singapore Changi Airport, moving from Terminal 1 to Terminal 4 from 07 Nov.

The move is motivated by access to state-of-the-art facilities at Terminal 4, allowing the airline to automate check-ins and optimise its digital capabilities.

Male airport plan

THE Abu Dhabi Fund for Development is helping to finance a major redevelopment of the Velana International Airport in Male, the Maldives, via a AED183.6m (A\$64.28m) loan, *Arabian Business* reports.

The move will to boost airport's infrastructure in order to keep pace with growth in tourism and will expand capacity to 26 aircraft, according to the Abu Dhabi Fund for Development.

Sheraton Malaysia

SHERATON Hotels and Resorts has opened a new 253-room hotel, the Sheraton Petaling Jaya in Malaysia.

Located 20 mins from central Kuala Lumpur, the new property features the city's largest meeting facilities with more than 3,000m² of event space and six food & beverage venues.

CZ boosts fleet

CHINA Southern Airlines has taken steps to significantly boost its fleet by purchasing eight Boeing 777-300ERs and 30 737-800s, catering for expansion plans at Beijing's new international airport due to open in 2019.

Delivery will take place 2019-20 subject to regulatory approval.

Modernism the theme for '18



PERTH last week played host to a trade event launching Austria's tourism theme for 2018, a celebration of the Viennese Modernism arts movement.

Around 80 industry figures joined Emirates and the Austrian National Tourist Office at the Art Gallery of WA, which fittingly boasts a collection of fine glassware from Vienna's celebrated Wiener Werkstaette

arts community.

The theme coincides with the 100th anniversary of the deaths of Austrian modernists such as Gustav Klimt and Egon Schiele.

Pictured at the gallery are Emirates regional manager for WA Gary Hilt, ANTO director Astrid Mulholland-Licht, the Austrian Consul for WA Francis Landels, and Vienna Tourist Board marketing manager Elke Bachner.

Groups & Events Consultants

QBT A member of the Helloworld Travel Group



- Seeking experienced Groups & Events consultants
- Working in our central Sydney location
- Australia's best Government and Corporate clients
- Participate in a high earning incentive program – your productivity drives the outcome

Your proficient, knowledgeable and pleasant approach to business Groups travel has always been your selling point; and that is what sets you out as a **QBT Groups & Events Consultant**.

Applying your approach to each enquiry, you are key to ensuring our Government and Corporate clients are provided with a second to none service each time that they reach out to QBT. As part of this close knit group, customer excellence is a priority that you deliver on effortlessly together as a team.

In your team, each day will look different as you provide a seamless, easy and professional experience for your client group. Utilising your expert technical travel skills gained from your experience processing various complex and high service requirements you will comfortably and confidently manage our client travel needs.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services.

As a QBT VIP consultant you will join a team that truly believes in delivering an exceptional professional service.

To apply please send your CV, quoting reference: G&EC-SYD to careers@helloworld.com.au

QBT Business travel made simple



JOIN THE PRIDE!

BENCH AFRICA has a unique opportunity for a highly motivated and passionate **AFRICA RESERVATIONS CONSULTANT**

Bench Africa is expanding its reservations team and has a unique opportunity for an experienced **Africa Reservations Consultant**.

First-hand travel experience of Africa is essential as well as experience in personally designing bespoke holidays to Africa. If you have a passion for Africa and a commitment to high levels of customer service then **apply to join the Bench family**.



Email your CV to jobs@benchafrika.com.au with a summary of where you have travelled in Africa plus tell us about your most memorable African experience.

IHG to merge plans

INTERCONTINENTAL Hotels Group (IHG) will merge its two loyalty programs from early 2018. The IHG Rewards Club and Kimpton Karma Rewards will become a single entity under the IHG Rewards Club and will offer all members one program with a single reward point system.

Hawaiian revenue up

THE parent company of Hawaiian Airlines, Hawaiian Holdings, has revealed US\$74.6 million in net income for 3Q17, down 27.2% on the US\$102.5m posted in Q3 of last year. Despite this, the company reported its highest quarterly result ever with revenue of US\$719.6 million, up 7.1%.

New Litchfield plan

THE Northern Territory Government has released its second Plan of Management for Litchfield National Park.

Proposals include new four-wheel drive tracks, half day and overnight walks, mountain bike tracks, Indigenous tours, zip lining and nature accommodation.

The plan is designed to boost tourism to the park.

Japan typhoon alert

DFAT is warning travellers of Typhoon Lan which has hit Japan overnight, particularly the regions of Tokai and Kanto.

It is expected to bring strong winds and heavy rainfall, with DFAT asking travellers to monitor local media for the latest info.

Win a trip to SABAH

This month Royal Brunei Airlines, Sabah Tourism and Suter Harbour Resort are giving travel agents the chance to win a trip to Sabah.

Prize includes:

- Economy return airfares for two on Royal Brunei Airlines
- Three nights accommodation at Suter Harbour Magellan
- A North Borneo Sunset Cruise for 2

To win, send through a photo showing us why Royal Brunei Airlines and Sabah are your ideal escape?

Send your entries to rba@traveldaily.com.au

Terms and conditions



Travel Daily

www.traveldaily.com.au

Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, Travel Daily is Australia's leading travel industry publication.

EDITORIAL

Editor in Chief and Publisher – Bruce Piper
Managing Editor – Jon Murrice

Editor – Guy Dundas

Contributors – Jasmine O'Donoghue, Matt Bell, Adam Bishop, Jenny Piper, Christian Schweitzer
info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin
advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper
accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

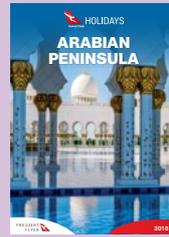
Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Qantas Holidays - Arabian Peninsula 2018

Qantas Holidays has released its 2018 Arabian Peninsula brochure. It features a great range of accommodation, Dubai City Break packages and new touring options including Hot Air Ballooning and tickets to La Perle by Dragone. Featured in the Abu Dhabi section is the palatial Emirates Palace Abu Dhabi. Check out the new Qatar chapter with a wide range of Doha accommodation and touring options including the Four Seasons Hotel Doha and The Ritz Carlton, Doha.



Travelmarvel - Egypt and Jordan 2018

After a successful 2017 season, Travelmarvel has packed more offerings into 2018 with the addition of Jordan. Products include the 16-day The Treasures of Egypt & The Nile with Hidden Jordan tour that takes in the Pyramids, the Great Sphinx and The Valley of Kings. Jordan offerings include visiting Petra, the capital of Jordan, Amman, and the Dead Sea. Travelmarvel's brochure includes cruise options on its recently refurbished *MS Sunray*. The release includes an earlybird fly free deal.



Sunlover Holidays - Qld Rail Holidays 2018/19

The latest release from Sunlover Holidays features a number of holiday packages combining iconic Queensland Rail train journeys with accommodation and 'must do' activities. New packages for 2018/19 include the Bundaberg Breakaway, Capricorn Coast Rail & Drive Discovery, Hamilton Island Getaway, Cairns Escape, Longreach Escape, Carnarvon Ranges Hidden Wonders, Charleville Stars and Secrets, Mount Isa Discovery and Lawn Hill Gorge Experience.

Asia-Pac growth

LATEST figures from STR show hotel occupancy was up 3.3% in 3Q17 to 73.5% in Asia Pacific.

Revenue per available room (RevPAR) jumped by 5% to US\$72.36 in the same period, while the average daily rate for a room in the region was 1.6% higher at US\$72.36.

A350 for Mauritius

AIR Mauritius took delivery of its first Airbus A350-900 aircraft on Fri ahead of initially deploying the aircraft on flights to Johannesburg and Paris CDG.

MK still has one more A350 to join its fleet.

Riyadh lounge open

PLAZA Premium Group has opened its latest lounge, located in T1 at Riyadh Int'l Airport, with seating for 250 people.

The group has also signed a contract for a lounge at Dammam Airport, also in Saudi Arabia.

Tas glamping site

TRUFFLE Lodge has opened its glamping retreat to visitors in the outskirts of Hobart.

Each tent has a king bed, lounge, heating & cooling, minibar, fridge, coffee machines, as well as its own luxury bathroom.

Platypus swimming & kayaking are some of the activities on offer.

Discover how to #LetyourSolShine



GENERATIONS OF EXCITEMENT

Sol by Meliá has been creating unforgettable experiences since 1956. With you in mind, Sol has developed four new concepts so that we can grow and progress with you along this wonderful journey of life.

Choose your Sol and you'll see how to

LET YOUR SOL SHINE

MELIÁ PRO REWARDS Call 0061280155294, visit meliapro.com or contact your tour operator.



4 new concepts in the best beach destinations.



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

***NEW* TAKE YOUR CAREER TO THE NEXT LEVEL**

**AREA SALES MANAGER
GOLD COAST – \$100 - \$110K PKG**

Work closely within the sales team providing strategic support to multiple hotels. Manage all market segments, implementing sales strategies, sourcing new opportunities, developing key stakeholder relationships, managing business leads & representing the brand at industry events. Senior sales experience within hotels a must along with strong communication, presentation & negotiation skills. Strong salary package + benefits on offer.

DYNAMIC MANAGER REQUIRED

**ACCOUNT MANAGER
BRISBANE – PKG DOE**

Can you build & develop client relationships? We are looking for a switched on Account Manager with sales & travel management experience to join their growing team. You will be responsible for managing existing clients, developing opportunities to grow revenues & retain business. Strong salary package on offer. Previous account management experience in a TMC environment required along with strong strategic, presentation & communication skills.

AREA LEADER

**AREA LEADER – LEISURE
SYDNEY - SALARY \$90K PLUS SUPER**

Now here is a role we can honestly say we NEVER see so get in quick. Calling any retail managers looking for that next step in their career, overseeing a cluster of stores based in Sydney. Responsible for profitability and staff performance. You will be extremely motivating and driven with a proven background in sales and staff management. For more information call 02 92312825 to find out more.

LOVE THE USA

**BUSINESS DEVELOPMENT MANAGER – UNIQUE PRODUCT
MELBOURNE STRONG SALARY PLUS CAR**

Currently a sales executive in Melbourne looking for something different and exciting to represent? This niche company have a vacancy in their BDM team, responsible for initiating contact with relevant clientele, promoting the product and presenting information on the product to large groups. You will receive a strong base salary, bonus scheme, fully maintained vehicle, laptop and phone. Interviews commencing next week.

LOOKING FOR AN INNOVATIVE LEADER

**GENERAL MANAGER
PERTH – UP TO \$120K PKG+ BONUS**

Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

PASSION FOR PRODUCT

**PRODUCT SPECIALIST
SYDNEY SALARY PACKAGE \$70K**

This global company have a rare opportunity to join their product team, working in a variety of areas this is not your everyday product role. You will need to have negotiated product and have an understanding of air fares. Your strong administration skills and strong eye for detail will set you apart. Working on a luxurious product with a great team and beautiful location you will not be disappointed. Interviews to commence immediately.

CALLING ALL FINANCE SPECIALISTS

**FINANCIAL CONTROLLER
MELBOURNE – EXECUTIVE PACKAGE**

Great new opportunity for an experienced Financial Controller to join this expanding hotel group. Working closely with the GM you will be responsible for all financials including month end reporting, P&L's, general ledger, budgeting and forecasting & other general financial tasks. Experience in a similar role a must along with relevant qualifications, strong communication, analytical & problem solving skills. Executive package on offer.

EARN THE BIG BUCKS

**BUSINESS DEVELOPMENT MANAGER
SYD/MEL/WA – BIG BASE PLUS BIG BONUSES**

Create a valued impression when you join this outstanding company. You will have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing this well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au