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Want your career search handled confidentially? Call the experts!

***NEW* LEAD & INSPIRE**

GENERAL MANAGER

TASMANIA/MELBOURNE – DOE + SUPER + BONUS

Experienced General Managers required for properties in Tasmania & Melbourne. You will be responsible for overseeing all aspects of the property, lead a capable management team, & focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. In addition a House and car is provided. Good career progression plus a great team environment. Apply today!

****NEW* LEAD AND INSPIRE**

OPERATIONS DIRECTOR

SYDNEY – SALARY TO \$90K

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$90k plus DOE. Experience in areas other than Inbound will also be considered

***NEW* PASSIONATE ABOUT FOOD & WINE?**

HEAD CHEF/CHEF DE PARTIE

VICTORIA – \$\$ DOE PLUS SUPER

We have some exciting roles for experienced chefs to join this luxury property in regional Victoria. Located in Victoria Spa Country this luxury accommodation delivers exceptional food to guests. They are now looking for a Head Chef and Chef de partie to join their team. Previous experience in an a la carte and functions environment essential. Must be a great team player, can remain calm under pressure & can train & mentor a team.

BRING YOUR LOYALTY SKILLS

SALES MANAGER – LOYALTY

MEL – \$120k PLUS PLUS

We have a rare opportunity based in Melbourne working for a Global Meetings and Events company as a loyalty sales manager. You will have experience in B2B sales with loyalty experience, this is essential. Strong negotiation skills, well presented and strong communications skills are all key attributes we need in the successful applicant. You will be rewarded with a salary up to \$120k plus super plus commissions that could see you earning well over \$200k.

PASSIONATE ABOUT PRODUCT

PRODUCT MANAGER

BRISBANE & GOLD COAST – PKG DOE

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

LAUNCHING IN AUSTRALIA

HEAD OF SALES AND MARKETING

SYD – STRONG PKG

This company is already very established around the globe and are now launching in Sydney. They are looking for staff ASAP and in need of a Head of sales and Marketing to enhance and grow the position of the brand to be a leader within the Australasia region. This role will have travel involved so flexibility is needed. You will need proven relationship sales experience within the travel industry to be considered.

YIELD & MANAGE

PRICE AND YIELD TACTICIAN

BRISBANE – UP TO \$82K PKG

We have a fantastic rate opportunity to work in this Price & Yield team. You will be responsible for the price position of a range of destinations/suppliers, working closely within the team & key stakeholders on pricing strategies & maximising all revenue opportunities. Strong yield & revenue experience required along with ability to build relationships, interpret reports/data & strong communication, attention to detail & be able to work well within a team.

GROW YOUR CAREER

CORPORATE SALES MANAGER

Sydney and Melbourne – ATTRACTIVE \$\$\$ DOE

Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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