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****NEW** KEY ROLE AVAILABLE**

GENERAL MANAGER SALES

BRISBANE – EXECUTIVE PKG ON OFFER

We are looking for a senior executive with extensive experience in leading global sales teams. You will be responsible for the successful cultural, commercial and financial performance of the business. Executive package on offer for the right candidate. Experience in global touring, strategies, sales, marketing and business operations required along with a track record within a global environment leading and developing teams.

EDUCATIONAL ACCOUNT MANAGER

ACCOUNT MANAGER/BDM

NSW – SALARY \$70K PLUS UNCAPPED COMMS

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

****NEW** PREMIUM BRAND**

BUSINESS DEVELOPMENT MANGER

SYDNEY STRONG BASE PLUS CAR AND BONUSES

This premium product is on the lookout in Sydney for a highly motivated, experienced sales manager to assist growing their amazing brand and presence in the region.

You will have strong presenting skills, with sound negotiating skills, and have a strong business acumen. A strong package including a car and quarterly bonuses that are actually paid!! Familis and the chance to work for one of the best in the industry.

****NEW** PRODUCT SPECIALIST**

PRODUCT MANAGER

BRISBANE – UP TO \$94K PKG

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.

PASSIONATE ABOUT PRODUCT?

SENIOR PRODUCT MANAGER/ASSISTANT TEAM LEADER

BRISBANE – UP TO \$120K PKG

Are you an experienced Product Manager looking for a new challenge? You will be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Assist the

TL in developing & implementing strategy, enhancing supplier relationships & agreements & developing the team.

Top salary on offer DOE. Previous Product Management experience in a wholesale environment essential.

ARE YOU CREATIVE

MARKETING MANAGER

MELBOURNE – UP TO \$90k PLUS SUPER

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

MANAGE & DELIVER

SALES MANAGER

MELBOURNE/PERTH – SALARY \$70-\$90K DOE

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

IT SALES

BDM/AM- INDUSTRY SUPPLIER

SYD/MEL – UP TO \$120K PLUS BONUS PLUS SUPER

We are looking for a talented business development manager who is ready for their next move, you would ideally come from an IT sales role or Corporate TMC and have a proven background in sales. This role will see you looking after 70/30 split sales and account management. Included in the package is a great base salary plus a strong bonus scheme and many other benefits. Please send your CV with a cover letter.

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

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