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**Want your career search handled confidentially? Call the experts!**

**\*\*NEW\*\* PROMOTE AN ICONIC 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!! Families and the chance to work for one of the best in the industry.

**\*\*NEW\*\* 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.

**PRODUCT SPECIALIST**

**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.

**\*\*NEW\*\* REPORT & ANALYSE**

**BUSINESS INTELLIGENCE ANALYST**

**BRISBANE – UP TO \$100K PKG**

New opportunity for a business analyst to join this Air Solution team. Responsibilities will include providing analysis within the air space, migrating existing reporting to Power BI platform, develop new solutions & various projects & initiatives using systems & databases. Experience as a data/reporting analyst, strong knowledge of SQL, Power BI, SSRS and SSIS required. If you are a creative thinking & can problem solve we want to hear from you!

**EUROPE SPECIALISTS**

**PRODUCT MANAGER**

**MELBOURNE BASED – UP TO \$70K PLUS PLUS**

Looking for a new role for the new financial year? This wholesaler in Melbourne is looking for an experienced product manager with strong European destination knowledge to join their growing organisation. You will receive a strong salary package and bonus structure. This is large travel company so career progression for the right person is on offer. Please send a CV to [apply@aaappointments.com.au](mailto:apply@aaappointments.com.au).

**DON'T MISS THIS ONE!**

**MARKETING MANAGER**

**MELBOURNE – UP TO \$120K 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.

**BEST OF BOTH WORLDS**

**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](mailto: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](http://www.aaappointments.com.au)**