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LEAD AND INSPIRE

SENIOR PROCUREMENT TEAM LEADER
BRISBANE – UP TO \$137K PACKAGE

Our client is looking for an inspiring leader with experience in wholesale product procurement. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing supplier relationships & agreements to achieve sales & revenue goals. Strong procurement, leadership, negotiation & strategy skills required. Top salary plus career opportunities, travel benefits and much more. Apply today.

ARE YOU A DYNAMIC LEADER?

DIRECTOR OF SALES & MARKETING
SUNSHINE COAST – UP TO \$110K + SUPER

This international hotel chain is now looking for an innovative Director of Sales to join their team. You will be responsible for leading the sales & marketing team, developing strong relationships with key decision makers, design & implement strategies across all markets & forecasting & budgeting. Current experience as DOS within hotels essential along with proven results in sales & marketing. Great package + benefits on offer.

PERTH IS CALLING

CORPORATE SALES MANAGER (WA)
PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

GROWING TMC

CORPORATE ACCOUNT MANAGER
SYDNEY- SALARY UP TO \$100K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

INSPIRE OUR YOUNG

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.

MICE SALES

BUSINESS DEVELOPMENT MANAGER
SYDNEY– \$100 ++

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

CORPORATE SALES ROLE

BUSINESS DEVELOPMENT MANAGER
BRISBANE – \$71K PKG + BONUS

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

UNIQUE OPPORTUNITY TO GROW YOUR CAREER

SENIOR BUSINESS DEVELOPMENT MANAGER
SYD– BIG BASE \$100K PLUS BIG BONUSES

Join this unique travel company in Sydney, you will be responsible for the growth in corporate area, whilst overseeing the operational duties, a strong track record in sales within a TMC and good leadership qualities are the core skills required for this role. Career growth is huge for the right candidate, salary is flexible dependent on the person with a great commission scheme.

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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