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Want your career search handled confidentially? Call the experts!

****NEW** MANAGE MULTIPLE STATES**

REGIONAL SALES MANAGER

MELBOURNE- STRONG PACKAGE \$85K BASE PLUS PLUS

Are you looking for a step up this year? We have a rare opportunity based in Melbourne for an experienced sales manager that is looking to manage across multiple states.

You will have three BDM's reporting into you across Australia. This is a reputable brand that you will love to represent. A strong base salary up to \$85K plus a very strong bonus scheme, fully maintained vehicle and all tools of trade are included.

****NEW ** LOVE ON THE ROAD SALES?**

BUSINESS DEVELOPMENT MANAGER

ADELAIDE- UP TO \$65K + CAR + BONUSES

If you're well connected within the SA travel market and looking for a first class product to represent – don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package, car & benefits on offer.

****NEW** REPRESENT & DELIVER**

BUSINESS DEVELOPMENT EXECUTIVE

BRISBANE – up to \$68K PKG + BONUS

New opportunity to join this boutique property as a BDE.

You will be responsible for building & developing relationships, account managing existing clients, sourcing for new business opportunities across all segments, & negotiating contracts. Previous experience as a successful BDE or Sales Exe in hospitality essential, strong customer service, presentation & negotiation skills. Great salary plus bonuses on offer for the successful candidate.

STEP UP FROM ASSISTANT TL

CORPORATE TEAM LEADER – PREMIUM BRAND

SYDNEY - \$90K PACKAGE

Be very quick for this rare gem. Working for a premium global brand, you will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and strong travel industry knowledge required. Working in the CBD you will enjoy a strong base salary. Career progression is another huge reason for applying. Interviews commencing in the next two weeks.

INSPIRING ROLE

BUSINESS DEVELOPMENT MANAGER

NSW – STRONG SALARY PACKAGE

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 in new business. Strong salary + commissions. If you have an interest in sporting, music or culture this could be the role for you, based in the western suburbs.

MOVE TO A NATIONAL TMC

SENIOR ACCOUNT MANAGER

MELBOURNE- \$100K PLUS PLUS

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Melbourne. This is a company that has seen huge success and growth over the last few years and truly values their employees. With a supportive manager and strong brand - you won't be disappointed. Paying up to \$100K as a base plus bonuses and super on top.

SHOWCASE YOUR STRATEGIC SKILLS

STRATEGIC SALES MANAGER

SYDNEY- \$100K BASE PLUS COMMS

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Positioned in Sydney you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100K plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

TAKE CHARGE

RETAIL TRAVEL TEAM LEADER

BRISBANE – \$85K PKG + BONUSES

Come and lead this small retail travel team. As a hands on manager you'll know the secrets of closing a sale and be able to motivate and inspire your team to achieve strong results. Working for a reputable and highly respected travel brand you'll enjoy a strong base salary + commission, ongoing career development opportunities, access to five star famils and more. Previous travel management experience is a must.

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