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Want your career search handled confidentially? Call the experts!

THE PERFECT MATCH

**TRAVEL RECRUITMENT ACCOUNT MANAGER
SYDNEY- TOP SALARY PKG + BONUSES**

Don't miss the opportunity to combine your love for the travel industry with your passion for assisting others in finding their own career path. As part of the AA team your days will involve meeting candidates, building strong relationships with existing clients and growing your client portfolio via cold calling and networking to find the perfect client/candidate match. As part of the AA team you'll earn a top salary, bonuses, staff conferences & work Mon-Fri hours.

NEW WINE & DINE

**FOOD & BEVERAGE MANAGER
BRISBANE - UP TO \$95K PKG**

Come and join an iconic Brisbane hotel as F&B Manager. Reporting into the GM you'll be responsible for managing key outlets including restaurants, bars, function areas and room service to ensure service standards are met and profit increased. You'll have strong people management skills along with the ability to devise and implement strategies to increase sales and reduce cost and waste. Experience in a similar F&B role within a hotel environment is a must.

LEAD THE TEAM

**RESERVATIONS SALES MANAGER
MELBOURNE - \$85K PKG**

Turn the key and open the door to success when you join this travel company. Managing a team of reservations consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

BRING YOUR STRATEGIC SKILLS

**CORPORATE ACCOUNT MANAGER X 2
SYDNEY- SALARY UP TO \$110K**

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.

THE WONDERFUL WORLD OF ONLINE

**SALES MANAGER - ONLINE
SYDNEY - HIGH BASE SALARY PLUS BIG BONUSES**

This unique opportunity will suit a strong Tourism or Hospitality Sales Manager that understands and is motivated by the sales process and looking for that something different. This global company, with over 20 offices worldwide is seeing huge growth in the Australian market and now looking for a strong sales manager to join them. You'll need established relationships in the travel and hospitality trade with previous experience for an OTA highly desirable.

THE RAREST OF OPPORTUNITIES

**REGIONAL SALES MANAGER
MELBOURNE AND SYDNEY- UP TO \$112K PKG**

If you're well connected within the 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.

EXPERT HUNTERS WANTED

**BUSINESS DEVELOPMENT MANAGER
SYD, MEL, CBR - \$80K PLUS SUPER PLUS BONUS**

These roles rarely come up so if you are a true sales professional from a corporate TMC or Industry background we want to hear from you. Positions in SYD, MEL and CBR, you will have a solid sales background, experience cold calling and building solid pipelines. You will be rewarded with a base salary of \$80K plus super plus commission. Work hard and you could see yourself earning up to \$150K, fast career progression also on the cards.

TOP 5* HOTELS SEARCHING FOR TRUE CHAMPIONS! CHECK OUT THESE SENIOR ROLES ON OFFER

General Manager - Amazing hotel - Canberra
Commercial Director of Sales & Marketing - New Zealand
Cluster Hotel Corporate/Wholesale Sales Manager - Sydney
Marketing Manager - Iconic Property - Sydney
Director of Sales - Wholesale/Leisure - Sydney
National GM of Operations - Sydney
Director of Conferences and Events - Sydney
MICE BDM- Brisbane
Food and Beverage Manager - Canberra

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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