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

#### THE PERFECT MATCH TRAVEL RECRUITMENT ACCOUNT MANAGER SYDNEY & MELBOURNE – 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.

## TAKE THE REIGNS CLUSTER GM - OPERATIONS SYDNEY – SALARY PACKAGE \$170K

This prestigious hotel group is looking for a talented cluster GM Operations to act as 2IC to the company COO. Your role will include mentoring GMS, devising and implementing national strategies to drive revenue and client satisfaction and oversee key projects including major refurbishments and renovations. If you have proven experience as a Regional GM this is the perfect next step.

## LOOKING FOR SALES SUPERSTARS SALES MANAGER

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.

#### PROMOTE A DOMESTIC PRODUCT? AGENT SALES MANAGER SYDNEY – SALARY PACKAGE \$82K PLUS+ BONUS

Do you have contacts or connections in the domestic trade market, are you interested in promoting an iconic attraction? If you have a good knowledge of the local hotel market and attractions please call today. This is a great opportunity for an industry BDM to broaden their career, you will be responsible for increasing sales of this product through key distribution partners, \$75K base plus super plus a strong bonus is of offer. Interviews have commenced.

#### \*NEW\* EXCITING SALES OPPORTUNITY BUSINESS DEVELOPMENT MANAGER BNE, SYD or MEL – up to \$97K PKG + \$\$ BONUSES

This unique sales opportunity will see you working for an innovative brand and being responsible in growing their portfolio of franchisee members nationally. The ability to develop a strong sales pipeline combined with effective negotiation skills and the ability to close the deal will be the keys to success. A strong base salary plus car allowance and bonuses is on offer along with long term career development. Call for a confidential chat today.

#### ARE YOU WELL CONNECTED NATIONALLY TRADE SALES MANAGER SYDNEY –SALARY PACKAGE \$113K PLUS BONUS

If you have a proven track record and have established key relationships within the key distribution networks, our client wants YOU! Established global operator in the Australian market with this newly created role to strengthen their distribution and partnerships primarily in Australia but also some overseas markets. Some travel will be required. We are looking for a commercially focused individual who is able to present and influence at the executive level.

# TAKE CHARGE

#### RETAIL TRAVEL TEAM LEADERS SYDNEY & MELBOURNE – \$85K PKG + BONUSES

We have several superb management opportunities available across NSW & VIC. 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.

## IT'S A NUMBERS GAME REVENUE MANAGER BRISBANE - UP TO \$100K PKG

We are seeking a talented revenue manager to join a busy and successful property in Brisbane. Working with dept, heads you'll be able to drives and implement sales strategies to increase room and F& B revenue whilst managing a small team and keeping abreast of market trends. A strong salary package and long term career stability on offer. Previous hotel revenue management experience 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

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