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Hong Kong Air to SYD in '11

TOURISM Australia's latest focus on new routes from China as part of its China 2020 Strategic Plan (TD 08 Jun) is already paying off, with confirmation that Hong Kong Airlines is now "in the process" of applying for capacity rights to fly to Sydney later this year.

As exclusively revealed by **Travel Daily** (TD 20 Jan), the subsidiary of Hainan Airlines is wanting to launch a thrice weekly operation using Airbus A330-200s.

Hainan Airlines GM Australia Xiaoy Wang told **TD** today that talks are underway with the Hong Kong govt, with the plan to link the cities by as early as Nov.

What's more, Hainan Airlines itself, which introduced a twice weekly service to Sydney in Jan, is hopeful of adding a new non-stop route from Chongqing to Sydney, also this year.

"In the long term we have an ambitious aspiration for our industry and China and Hong Kong are both very much part of this," Tourism Australia ceo Andrew McEvoy told **TD**.

"While it is not across the line yet, getting Hong Kong Airlines into the mix would of course be good for Australian tourism and give the burgeoning China market another avenue to Australia.

"Not only will it provide more capacity for the Hong Kong market, but it will also help realise the potential of China, Australia's most valuable and fastest growing market," McEvoy said.

Virgin Australia appt

VIRGIN Australia this morning announced that its company secretary, Merren McArthur, would take up the newly created role of Group Executive Alliances, Network and Yield Management.

VBA's new company secretary is Adam Thatcher, the carrier's General Manager Legal.

More industry appointments on **page five** of today's **TD**.

Six pages of news

Travel Daily today has six pages of news and photos, plus full pages from: (**click**)

- TMS Asia Pacific
- AA Appointments

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AIRWAYS

Jetstar Asia to Ningbo

JETSTAR Asia yesterday revealed further expansion in China, with the addition of flights to Ningbo in Zhejiang Province (**TD** tweet).

Ningbo is 3K's seventh port in China, with the new up to four times weekly flights from Singapore set to debut 09 Sep. It's the first carrier to offer direct flights between the two cities.

Rix quits as Aus Tiger boss

TIGER Airways late last night announced the departure of Crawford Rix, the ceo of its grounded Australian operations.

Rix will leave the carrier on 31 Jul, with the news coming just minutes after CASA confirmed it would today seek a Federal Court ruling to extend Tiger's suspension

until 01 Aug (**TD** breaking news).

Group president Tony Davis will take over as ceo of Tiger Airways Australia, while his role running the Singapore operation will be taken by Singapore Airlines head of Cabin Crew, Chin Yau Seng, appointed just this week (**TD** Mon).

Tiger, which stopped selling flights on Wed evening, said it would now refund fares to passengers holding reservations up to 31 Jul, adding that it would not oppose the CASA application to extend the grounding.

"Tiger Airways Australia remains committed to resuming services as quickly as possible," according to a statement to the Singapore Stock Exchange today.

Costa to boost local representative agents

COSTA Cruises plans to work much more closely with agents in Australia and New Zealand, in the wake of its separation from Complete Cruise Solution at the end of the month (**TD** 01 Jul).

Costa's Asia Pacific chief Dario Rustico said new agencies were set to be added to the Costa network, with enquiries from Australasia to be managed from the line's Hong Kong office.

Rustico said the "enhanced" arrangements would give Costa more knowledge of what was going on in the market and see it "as a consequence, take more accurate commercial decisions".

Costa's local visibility is set to soar next year with the inaugural visit of *Costa Deliziosa* to Australian shores in Feb.

For more details from an exclusive interview with Rustico see today's issue of our sister publication **Cruise Weekly** - free at www.cruiseweekly.com.au.

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Jeans for genes promo

AIR New Zealand has added the Jeans for Genes incentive entry form to its travel agents website at www.airnzagent.com.au.

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Virgin Atlantic Year Round Industry Fares to London - Sales to 30 March 12.

Return from \$1,299* per person plus taxes.

*Conditions Apply.

CLICK HERE for further details

Qantas to expand name changes

THE revamped Qantas domestic fare structure which launches today (**TD** 23 Jun) also sees the carrier introduce the ability to change names on Flexi Saver, Fully Flexible and Business Class fares - allowing the value of unused tickets to be used as credit towards payment for a new ticket in another person's name.

The move comes as the new structure removes the former Super Saver fares, and allows points to be used for upgrades from all fare types - even the lead in Red e-Deals.

Qantas said the name change expansion shows its commitment to "tailoring our domestic and regional fare offering to better accommodate the requirements of our customers".

Change fees apply depending on fare classes, and the timing of name changes is also subject to the relevant fare rules for changes to bookings.

\$7.8b DXB expansion

DUBAI International will spend US\$7.8 billion on an expansion of airport and airspace program, designed to handle a projected capacity increase of up to 90m passengers within seven years.

A new taxiway, a 60% increase in aircraft parking stands and an extra 675,000sqm floor space at Terminal 2 and a new concourse (Concourse 4) are planned.

The additional parking stands could allow Emirates to increase its massive fleet of Airbus A380s from the current order of 90 to as many as 120, which president Tim Clark has previously flagged if the facility had adequate space.

Frequent Flyer enhancements valid from today also reduce the points required for Flight Upgrade Awards on domestic flights from V, L and M class fares, while Red eDeal E, O, Q, N and S class fares will also now be eligible for points upgrades - along with X class fares when booked as part of a Qantas Any Seat Award.

The frequent flyer changes will apply to all travel from today, regardless of booking or ticket issue date, the carrier said.

For more info and clue cards see qantas.com/agents.

Shenzhen Star MOU

CHINA's Shenzhen Airlines, a subsidiary of Air China, has signed a Memorandum of Understanding to join Star Alliance by late 2012.

Star Alliance ceo Jaan Albrecht said once the integration process was complete, Shenzhen (China's fifth largest airline) would allow the airline network to "enlarge its offer across Mainland China and neighbouring countries."

ZH will add Juzhou, Linyi, Qinhuaungdao, Shijiazhuang and Zhoushan to Star's network.

Bluebells and Seashells

A NEW online accommodation guide in the UK claims to represent "all that is typical of Great Britain's beautiful countryside and stretching shorelines".

www.bluebellsandseashells.co.uk offers a comprehensive search facility of more than 1900 B&Bs, hotels, guest houses and even campsites, allowing users to find suitable properties such as with wheelchair access, eco-friendly accom or catering for vegetarians.

TQ's Memo finalists

TOURISM Queensland late yesterday revealed the Top 20 finalists for its Million Dollar Memo campaign, an incentive open globally to all businesses.

The finalists come from 20 countries, with Taiwan accounting for a 1/5 of those shortlisted, the most of any overseas nation.

Australia has six finalists, while the remainder come from China, Indonesia, Korea, the UK, USA, New Zealand, Germany, India and Malaysia.

Queensland Tourism Minister Jan Jarratt said the campaign had generated over \$12 million in publicity for the state to date, and the milliondollarmemo.com site has received 779,000 visits.

The winner will be announced on 31 Aug following an eight-day Incentive Challenge Event through parts of the state.

EY after China partner

ETIHAD Airways chief James Hogan yesterday said the carrier was in talks with "some Chinese airlines" to assist with expansion plans in China.

Yesterday Etihad revealed it aims to launch services from Abu Dhabi to Shanghai on 01 Mar.

Tripadvisor adds rail

TRIPADVISOR says it's become the first travel site to integrate rail itineraries to its flight meta-search engine.

Launched initially in the US, UK, Canada, Ireland, France, Germany and Spain, TripAdvisor Flights provides a full complement of UK and Deutsche Bahn rail fares.

An innovative Fees Estimator compares flight vs rail options too.

STA Travel Asia-Pacific restructure

STA Travel today announced the departure of its Asia Pacific managing director Michelle Cox, as the result of a review to "streamline and consolidate its expertise worldwide".

Cox leaves immediately, with the abolition of her role seeing the division reporting to group md Northern Europe, Africa & Asia Pacific, John Constable.

"All other aspects of the business will continue to operate as normal with no change to overall objectives," said the company in a formal statement.

"We are a global business that is committed to the brand in Australia and its future success".



Window Seat

IS that a bomb in your pants or are you just pleased to see me?

Security screeners around the world are set to step up their efforts, after a warning from the US Transportation Security Administration of the possibility that terrorists may be planning to surgically implant explosives in the bodies of suicide bombers.

The TSA says that as a result, foreign visitors to the US may notice screeners taking extra precautions - including more interaction with passengers.

Although instances of the possible technique haven't been confirmed, a John Hopkins Medical School spokesperson said it would be relatively simple to place a bomb the size of a breast implant into a person.



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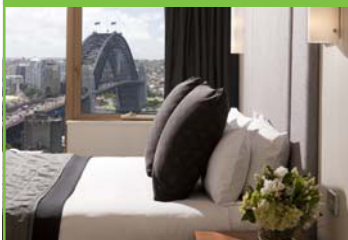
Congratulations to **Mark Mooney** from **Campus Travel**, who was yesterday's lucky winner of an accommodation package at **The Quay Grand Suites Sydney**.

Today, **Mirvac Hotels & Resorts** is giving one lucky **Travel Daily** subscriber the chance to win one night's accommodation in a 1 Bedroom City Deluxe Room including full buffet breakfast for two at **The Quay West Suites Sydney**, valued at \$397*.

For more information, visit www.mirvac-hotels.com.

To win, simply be the first person to send in the correct answer to the question below to: mirvac@traveldaily.com.au

What kind of swimming pool does Quay West Suites Sydney have?



*Accommodation availability is subject to Terms & Conditions of Quay West Suites Sydney.

QUAY WEST

Travel Daily
First with the news

Odyssey NASA tour

WOLLONGONG-based Odyssey Travel has commenced a 16-night educational tour, led by ceo Mark Banning-Taylor, with 12 Australian and New Zealanders to witness the final ever launch of NASA's space shuttle Atlantis, that's set to launch on Fri.

The group will join the 500,000 to 750,000 other spectators expected to attend the launch at 'Space Coast' in Florida.

71cm of snow in 3 days

FALLS Creek ski resort continues to be blanketed with fresh snow, recording 71cm of the white stuff in the past 72 hours.

The Victorian Alpine village now has 11 lifts in action.

Orbitz Hotel iPad app

ORBITZ Worldwide has released an iPad application for the Orbitz Hotels, showcasing the only travel firm's entire selection of hotels.

It's available via the App Store.

Scenic fly free to NZ

SCENIC Tours is offering a fly free promotion to New Zealand for a limited time on select trips and departures from its 2011/12 program, on sale until 30 Nov.

Scenic has introduced a number of new Scenic Highlights to the 2012 program including a visit to Mount Cook National Park, and it's expanded the range of Scenic FreeChoice activities and hotels.

New London Hiltons

HILTON Worldwide will again add to its portfolio, this time with two hotels in London.

The 281-room Hilton London Southbank and 278-guestroom Hampton by Hilton London Waterloo are scheduled to open in 2012 and 2013 respectively.

Wendy Wu visa forms

WENDY Wu is reminding agents that the Ministry of Foreign Affairs of the People's Republic of China officially changed the Visa Application form on 01 Jun.

The new form is available from Wu's Sydney office, or for more info see wendywutours.com.au.

Club Med Bali deals

CLUB Med Australia says its Bali property, Club Med Nusa Dua, has seen a surge in sales and is nearly booked through until Oct.

Seven-night land only packages are available priced from \$2,323 per couple - clubmed.com.au.

Getting rail GSAs on track



LAST night Rail Europe hosted a travel trade briefing at Sydney's Sofitel Wentworth Hotel to update key agents on a number of recent developments in European rail distribution.

Innovations, first announced late last year, include a new direct connection to the Spanish Renfe high speed rail network, giving access to the lowest "Web" and "Estrella" promotional fares giving savings of up to 60%.

Rail Europe also now offers a direct connect to Britain's Association of Train Operating Companies (**TD** 26 Oct) which also gives access to 15-60% off advance tickets and "huge savings on point to point tickets," according to Rail Europe's Richard Leonard.

The system also now offers true electronic ticketing on Eurostar, TGV and Thalys services (**TD** 17 May), with clients able to simply print their own tickets any time before departure.

Rail Plus gm David Stafford said this development alone is expected to reduce the company's courier bill by 30% this year.

Eurostar is also set to be heavily promoted in the Australian market later this

year, in a joint campaign with London and Paris aiming to encourage Aussies to visit in 2012 rather than staying away because of the London Olympics.

A consumer promotion will take place mid Sep-Nov, while a trade campaign will kick off in Oct targeting travel Jan-Apr 2012, in conjunction with special fares during the traditional early bird booking period.

Pictured **above** from left are Richard Leonard, Rail Europe; Melissa Watt, Jetset Travelworld Limited; Greg McCallum, Rail Plus; and John Howe, CIT Travel.

And **below** are Tara Sullivan and Brad McDonnell from French Travel Connection.

More pictures from the event at www.traveldaily.com.au/photos.



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BROOME and The Kimberley Holidays were able to show off their region recently as hosts to the Harvey World WA local marketing committee in Broome.

Highlights of the trip were a visit to the Willie Creek Pearl Luggers Tour and the Mango Beer at Matsos Broome Brewery, along with a stay at the Oaks Broome.

Also while on tour the committee enjoyed some local cuisine at Pinctada Cable Beach Resort and Spa and the Cable Beach Club Resort and Spa.

Pictured above from left are: Nick Missikos, Vicki Poletti, Broome & The Kimberley Holidays; Gary Ewart, Nick Way, Karen Way, Julie Wheelhouse, Annette Porter, Colin Rourke, Kimberly Bentley, John Davidson, Alistair Lyon and Jenny Wilson.

Amadeus Per refurb

THE Amadeus offices in Perth have undergone a refurbishment that includes the introduction of new training facilities and an enhanced office in celebration of the location's 13th birthday.

Qantas ROE update

QANTAS' Rate of Exchange has been updated to 0.938808.

Shangri-La rewards

SHANGRI-La's Golden Circle Loyalty Program is offering double points when travellers stay at any Shangri-La, Kerry or Traders hotel globally until 30 Sep.

New members will also receive 500 bonus points when enrolling - see goldencircle.shangri-la.com.

Abercrombie & Kent

Do you have what it takes to work with the best in Travel?

Here is an exciting opportunity to join the Australasian Head Office of international travel company, Abercrombie & Kent, widely regarded as the leading luxury travel company in the world. Based in South Melbourne, this opportunity is for a sales person of the highest calibre.

We are seeking an Inbound Travel Specialist to commence immediately. This appointment is unique in that the successful candidate will be passionate about sales as well as passionate about travel. You will be responsible for predominantly tailor-made, independent itineraries. The role largely covers itinerary creation (bookings and quotes) in line with our clients' high expectations - requiring flair, creativity, flexibility, attention to detail, relationship building, contract negotiation and product research. A bi-lingual applicant will be looked upon favourably, in particular, a Spanish speaker.

This rare opportunity is well suited to a self-motivated high achiever who enjoys working in a small team environment.

Please email your CV to Amanda Nickells at anickells@abercrombiekent.com.au or send to Level 3, 290 Coventry Street, South Melbourne 3205, by no later than Friday 22 July 2011.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Demi Kavaratzis has been named as Head of Transport, Australia and New Zealand for **Expedia**. She has been with the company for two and a half years as marketing manager, Vic/Tas. In her new role Kavaratzis will be responsible for managing and growing Expedia's commercial relationships with airlines, car hire companies, insurance providers and tour suppliers in Australasia.

Sandra Chipchase has been appointed as the new Chief Executive Officer of the newly formed **Destination NSW**. Chipchase moves from her previous role heading up the Melbourne Convention and Visitor's Bureau. The MCVB has commenced a recruitment process for its next ceo.

Banyan Tree Holdings Limited appointed **Stefan Buchs** as its Vice President, Hotel Operations for Europe, Middle East and Africa, effective immediately.

Business Events Sydney has welcomed **Lyn Lewis-Smith** to the role of Acting Chief Executive Officer, replacing long time CEO, **Jon Hutchinson**. Lewis-Smith has been with BESydney for more than eight years holding roles in the company including General Manager Marketing and Director of Sales, and will also retain her current position as the organisation's chief operating officer.

Vilma Rovedatti has been named as Sales Executive in WA for **4 corners Hotels and Resorts**.

Tony Tyler has become the sixth person to take on the role of Director General and CEO of **IATA**. He replaces **Giovanni Bisignani** who retired to become IATA's Director General Emeritus, effective 01 Jul.

The St Regis Singapore has appointed **Evelyn Goh** to the position of Director of Human Resources. Goh has been in the role since May and is responsible for repositioning and driving the Hotel's HR agenda.

Ardent Leisure Group will be actively seeking a suitable replacement of **Noel Dempsey**, Chief Executive Officer for Dreamworld, WhiteWater World and Skypoint, following his resignation which will take effect on 31 Jul. Ardent has thanked Dempsey for this contribution and "wish him success in his future endeavours".

Rebecca Wilson, marketing executive **APT Group** will be changing roles within the company to look after the National Retail Chains. **Kristen Jarrard** has been appointed to Wilson's current role and will be available at kristen.jarrard@aptouring.com.au.

Finnair has announced the appointment of **Geoff Stone** to the role of Country Sales Manager Australia for the airline. Stone has previously held roles with Hilton, All Nippon Airways and Malaysia Airlines, and was most recently with Star City in Sydney.

Ingrid Kocijan is on 12 month sabbatical leave from her role as sales and marketing co-ordinator and sales executive for **Rail Plus** Australasia. She has plans to return to the company in May/Jun next year. Jessica Pinnuto will take over Kocijan's role for the next 12 months.

Cable Beach Club Resort & Spa National Sales Manager **Eli Cattanaach** has resigned from the property to take up a new position outside the travel industry. While a replacement is being sought any queries can be directed to Cable Beach Club's Director of Sales, Nicole Tingey.

Tourism WA has announced that **Kate Lamont** has been reappointed for a further 12 months as chairman of the Board. **Peter Prendiville**, of Sandalford Wines will also become a director, following the resignation of **Dixie Marshall** from the board in May.

Singapore-based **Tiger Airways Holdings Limited** has appointed Singapore Airlines' Divisional Vice President Cabin Crew Operations **Mr Chin Yau Seng** as its Acting Chief Executive Officer, following the appointment of **Tony Davis** as ceo of Tiger Airways Australia (see p1). Current Tiger Australia ceo Crawford Rix will depart the carrier from the end of this month.

Thursday 7th Jul 2011

Swiss Android app

SWISS International Air Lines has unveiled a new app for Android devices, featuring quick info on booking air travel, check-in and mobile boarding passes.

Download at swiss.com/mobile

Marriott Jaipur launch

MARRIOTT International has opened the doors at the 365-room Jaipur Marriott Hotel in the Indian state of Rajasthan.

Korea winter Olympics

SOUTH Korea has today been announced as the winner of the bid to host the 2018 Winter Olympics, which will be held in Pyeongchang - signalling an expected boom in ski visitation.

A number of local wholesalers, including SkiMax, are already offering Korea packages, with the country for the first time ever participating in the Sydney and Melbourne ski expos (**TD** 18 May).

JetBlue adding Liberia

US LOW cost carrier JetBlue is introducing a 2nd destination in Costa Rica, with four times weekly flights to Liberia from New York JFK planned to start on 17 Nov.

Look at these luscious ladies!



THE Arabian Peninsula is the new destination for another top cruise company, MSC Cruises.

The Italian line is set to station its luxury liner *Lirica* out of Abu Dhabi from November and says the Emirate port will become its new home in the region.

The move, first announced last year (**TD** 29 Sep 10) was highlighted last night at a briefing to specialist cruise travel agents at a Sydney brochure launch of MSC's 2012 program by General Manager, Lynne Clarke.

"We know from past experience that cruising has been the most lucrative part of business for travel agents and anyone not selling cruise products today will be left behind," said Clarke.

She said that for couples who book a seven-night Arabian Peninsula cruise, the second person will pay only half price.

With prices starting at \$849 per person for the cruise, the second passenger sharing the cabin will pay only \$535, or little more than \$75 a night.

Ports of call include Al Fujairah and Dubai in the UAE plus Khasab and Muscat, both in Oman, with an exciting range of shore excursions to accompany each visit.

MSC is also offering a 15%

discount on its Allegro Drinks packages, a quick and easy way to pre-purchase beverages to accompany the dining in *Lirica's* main restaurant.

For MSC's Mediterranean cruises, those who book and pay early for 2012 will be rewarded with a saving which will bring the starting price of a seven-night cruise to \$609 per person, twin share, including meals, entertainment and port charges.

Clarke also said that MSC would now offer free tea, coffee and water across its entire fleet, with the move lauded by the agents attending last night's event.

And a new family policy will extend MSC's 'children cruise free' offer to kids under 18 sharing a cabin with a single adult.

The new brochure will be distributed to agents shortly; for more information see www.msccruises.com.au.

MEANWHILE MSC is set to expand its distribution options in Australasia, with an upgraded website later this year to offer the ability for consumers to make direct cruise bookings.

Pictured above at last night's event are Sue Francis from Interline Reservation Services and Lynne Clarke, MSC md Australasia.



ROCKY MOUNTAINEER

To celebrate the release of Rocky Mountaineer's 2012 brochure we are giving one *Travel Daily* reader and a friend the opportunity to win a trip to spectacular Western Canada.

The prize includes two return economy airfares from Sydney to Vancouver flying Air New Zealand and a Classic First Passage to the West vacation including two days on board the Rocky Mountaineer with GoldLeaf service and pre and post accommodation in Vancouver & Banff.

For the first time, the Rocky Mountaineer brochure includes pricing in Australian dollars. To order your copy of the 2012 brochure, visit: www.rockymountaineer.com

To enter, compile all 21 answers and send by July 31, 2011 to: RockyMountaineer@traveldaily.com.au.

Reader with the most correct answers and the most creative response to the final question will win this fantastic prize.

Question 5: What are the flight numbers that Air NZ's unique Skycouch product is currently offered on?



AIR NEW ZEALAND

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or remi.descamps@tmsap.com for more information

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- Strong people management experience
- Excellent skills in ticketing and knowledge of GDS systems

Do you have great customer service skills and knowledge? Would you like to manage a team while working with an industry leader? Our client is a large international travel business offering unlimited career options. The successful applicant will be proficient in problem solving with a good understanding of airline procedures and the ability to embrace ongoing changes in the workplace. In return, our client offers a very competitive salary with career progression.

Contact Jane Dearden T: 02 9231 6444 E: jane.dearden@tmsap.com or apply online now!

Multi-skilled Corporate Travel Consultant

- Experienced Corporate Travel Consultants
- Excellent salary on offer

Our clients are Australia's top Travel Management Companies. Due to organic growth they are currently looking for experienced Corporate Consultants in Perth. The role will see you booking Domestic and International corporate travel arrangements including flights, accommodation and car hire. To be considered for the role you MUST have previous experience in Corporate Travel; knowledge of a GDS; excellent Domestic and International airfare knowledge (including Round The World fares). You will be able to work in a team and have extraordinary customer service skills. In return our clients offer attractive salary package, training and development and career opportunities.

Contact Anna Wachowiak T: 02 9231 6444 E: annaw@tmsap.com or apply online now!

Multi Corporate Travel Consultants x 4 – North Sydney CBD Novice Domestic Corporate Travel Consultants x 2

- Ongoing training with exceptional management and team
- Respected travel company with fantastic training opportunities

This is a role responsible for providing end to end international and domestic travel management for corporations. This is a great opportunity for a experienced retail or domestic (can be less than 12 months) corporate/ retail consultants. To be considered for this role you must be experienced in retail/corporate travel, knowledge of a GDS system and back office. If you have strong customer service skills this is the role for you.

Contact Brendan Grant T: 02 9231 6444 E: brendan@tmsap.com or apply online now!

Temp Jobs, Jobs Jobs! Sydney and Brisbane

- Taking all levels of experience (Travel Consultants)
- Ideally have at least one year GDS experience

We have loads of temp jobs for both our Sydney and Brisbane offices. Our clients are from both corporate and retail travel, and are desperate for keen individuals to work full time on casual contracts. Great work environments and easy to get along cultures, offering great casual hourly rates in the CBD. These positions can and often do extend into permanent contracts for those seeking career progression. Ideally suited to return to work mums, travel and tourism students or those looking to gain further experience in the tourism business.

Contact Alex Sleba or Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com



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EXCITING NEW ROLES AVAILABLE NOW FOR TALENTED EXECUTIVES

THE STEP UP YOU NEED TO BROADEN YOUR SKILLS

GENERAL MANAGER

SYDNEY – SALARY PACKAGE \$90K + LUCRATIVE BONUS

With a focus on Sales & Marketing management within the travel industry, your experience will lend itself perfectly to this new role. Stepping up to a GM level, you'll be given the opportunity to develop more generalist management experience within a well structured and supportive leadership group. You'll be driving the Brand profile to market and achieving budgeted targets, all while having a great time.

SIGN ON THE DOTTED LINE

BUSINESS DEVELOPMENT MANAGER X 2 – TMC

PERTH - SALARY PACKAGES \$100k + BONUS (OTE \$110k +)

With these two corporate sales roles on the market you won't want to miss out. Both with growing brands, you'll need immense experience and the skills of a true "hunter". You will be able to source, develop leads and present to clients while being involved in tender and contract negotiations. These roles attract fantastic salary packages including lucrative bonuses and benefits.

CREATE EXCITING INCENTIVE PROGRAMS

PROGRAM MANAGER

MELBOURNE - SALARY PACKAGE BASED ON EXP

As an enthusiastic, creative and energetic individual you will have the ability to see the big picture and achieve objectives for your clients with extensive experience working in the incentive & conference logistics area. You will need to be able to develop and present ideas to your clients while managing relationships and leading your team. Bring your talents to a well established organization today. Events Pro system is essential.

A CHANGE IS AS GOOD AS A HOLIDAY

SALES EXECUTIVE – AIRLINE

MELBOURNE - SALARY PACKAGE TO \$55K

We're on the look-out for a Sales Rep in the Travel Industry who knows how to drive sales and dreams of servicing a great product. Your ability to build relationships within Leisure travel will be paramount along with your winning attitude.

Experience working on the road for an airline will be highly advantageous. Strong communication skills are a must along with a great personality to service all markets

CORPORATE SUPPLIER CONTRACTING

SENIOR CONTRACTING MANAGER

SYDNEY – SALARY PACKAGE OTE \$100K+

Join a major global player in a unique role contracting product for the corporate market. If you have extensive experience & knowledge of product contracting within the travel industry, especially with air product, this role will expose you to a world of opportunities including career progression. Strong financial and analytical skills plus project management experience are essential.

IT'S A NUMBERS GAME AND YOU'RE THE WINNER

FINANCE MANAGER

BRISBANE – SALARY PACKAGE TO \$75K

Join this innovative travel company and use your mastermind accounting skills to ensure the company meets required budgets and forecasts. Along with handling a range of day to day accounting functions you will be responsible for providing ongoing support to the management team in identifying system improvements and growth for the business. Modern office, parking and top package on offer.

ARE YOU FULL OF GREAT IDEAS?

BUSINESS SOLUTIONS MANAGER

SYDNEY – SALARY PACKAGE TO \$95K+

This exciting role needs your behind-the-scenes experience in technology solutions, client relations and project management. With your understanding of your customers' business processes you'll be supporting key clients in providing gap analysis and implementing new technology products, working alongside the sales team in optimizing commercial agreements to ensure the renewal of contracts.

MICE MARKET SALES

BUSINESS DEVELOPMENT MANAGER –MICE MARKET

SYD & MEL - SALARY PACKAGE OTE \$90k - \$120K +

Do you know how to make your mark on securing new Event business? These fantastic new roles are a great opportunity for a sales individual to get ahead with their career. Working within the corporate market you will have the ability to create new opportunities, present and win business from the top. Bring your solid network and great relationships with you and hit the ground running.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

Adriana D'Angelis
MANAGING DIRECTOR
Ph: 02 9231 1299

Linda Green
NSW & ACT
Ph: 02 9231 2825

Carmen Pugh
OLD & NT
Ph: 07 3229 9600

Kathryn Heberton
VIC, SA, WA
Ph: 03 9670 2577

OR EMAIL YOUR APPLICATION TO executive@aaappointments.com.au

FOR MANY MORE GREAT EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com