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Travel Daily

First with the news

Thursday 2nd June 2011

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Excite heads to NZ

AGENT-only wholesaler Excite Holidays has announced a new operation in New Zealand, with the appointment of Chris Ingram as the company's new NZ Regional Manager.

Excite md George Papaioannou said the move would see the company's 'new-age' wholesaling model cross the Tasman, giving Kiwi agents a "distinct competitive advantage in the market place" through access to more than 100,000 properties, live availability, super fast search results and exceptional support.

Ingram's career includes roles with Cook Islands Tourism as well as Crowne Plaza and AAT Kings.

Renault special

RENAULT Eurodrive is offering agents a \$50 Wish Gift Card for agents booking its Mid-Year Special which offers 15% comm and up to 10 free days on Europe car leasing - see **last page**.

Rex prepares to cut routes

REGIONAL Express has started briefing seven communities across Australia to prepare them for the possible axing of flights.

The carrier yesterday released its figures for the nine months to 31 Mar, showing that while group revenue was up slightly to \$176m, passenger numbers dipped 2.8% and overall profit was \$15.7m, down 10% on the same period the previous year.

Executive chairman Lim Kim Hai said the operating environment is "extremely challenging," with the carrier hit by high fuel prices and continued softening of demand.

"All airlines are compelled to put in place rigorous measures to remain profitable," he said, with Rex carrying out a review of its network to identify "a number of routes that may not be sustainable should the situation degrade further".

He also said the carrier was considering its position on the

routes in light of the govt's decision to "significantly reduce its contributions to regional air services throughout Australia from 1 July 2012".

The affected routes include Rex flights from Sydney to Taree, Grafton, Moruya and Bathurst, as well as Melbourne services to Griffith, Merimbula and King Island in Bass Strait.

Lim said stakeholders in these communities would be provided with "ample notice when the final decision is made".

Sydney industry rate

THE newly upgraded Mercure Sydney Potts Point is offering special rates for travel industry staff, leading in at just \$113 per room per night - see **page nine**.

Six pages of news

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

- TMS Asia Pacific
- AA Appointments
- Mercure Sydney Potts Pt
- Renault Eurodrive



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Million Dollar Memo

TOURISM Qld has announced a shortlist of 70 firms from around the world vying for the Million Dollar Memo incentive comp. This group will be whittled down to 20 who will compete in a series of challenges before the final winner is announced on 31 Aug.

China Hols expands globally

AUSTRALIAN-based China travel specialist, China Holidays Travel Group, has broadened its international profile, establishing a physical presence for the first time in the UK, USA and Canada.

Yesterday, the 12-year-old tour operator and wholesaler launched branches in New York, Vancouver and London, adding to its already established HQ in Sydney and offices in Xiamen and Auckland.

Global Operations GM Simon Hughes told *TD* the move is aimed at making China Holidays (CH) the largest inbound travel company sending people to China from the Western Hemisphere.

Four years in the planning, the expansion abroad sees nine new staff join the company: four in the US office, three in Canada and initially two staff in the UK.

China Hols previously offered its product in these countries via dedicated websites, "but the take up had been pretty slim", he said. "We're now going to go after

business more aggressively in those markets," Hughes said, saying Australia's population of 22m only provided limited scope.

He said the manner in which CH sells its product has made it easy to roll out in other countries.

Hughes also told *Travel Daily* the group would assess other markets, including South Africa and within Europe, in the future.

The 'face' of China Holidays, Antonia Kidman, will expand her role to be the Global Ambassador.

P&O 3,611 pax vessel

CARNIVAL Corporation in the UK has signed a contract with shipbuilder Fincantieri to build a new 141,000 tonne, 3,611 pax vessel for P&O Cruises UK.

The unnamed ship will be the largest in the P&O Cruises fleet when it launches in Mar 2015.



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DFAT Japan downgrade

THE Dept of Foreign Affairs and Trade this morning lowered its overall level of advice for Japan to the lowest "be alert to own security" category as conditions return to normal outside of the 80km safety zone near Fukushima.

Jetstar Agoda deal

JETSTAR today confirmed a new pact with Priceline's Asia-based accommodation website Agoda (*TD* breaking news).

The move will see Agoda's range of accommodation offered on the Jetstar website, and is set to expand further with new Jetstar Holidays packages and specials.

"Each year, customers are buying hundreds of thousands of hotel and holiday packages with Jetstar, as we continue to expand our brand into the broader travel market," said Jetstar Group Chief Commercial Officer, David Koczcar.

QF baggage changes

QANTAS said today it plans to roll out new checked baggage allowances (*TD* 07 Oct) on int'l routes, after the new system debuted domestically yesterday to align with the new domestic checked baggage policy.

The piece-based system allows a single bag for both economy and business class pax, with fees payable for extra luggage, except for higher tiered frequent flyers.

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Thursday 2nd June 2011

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Club Med Industry Rates for sale and travel to 28 Oct 11.

Club Med Bali from \$145* per person
 Conditions Apply.

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Qantas reconsidering Chicago flights?

QANTAS has dispelled rumours of its intentions to launch services to Chicago in central USA, initially planned to debut in 2003, with the carrier saying there are “no plans at the moment”.

Speculation among aviation pundits suggests the Australian flag carrier is considering extending its new QF7/8 Dallas/Fort Worth route onto Chicago.

The routing which Qantas may be considering could be

SYD/DFW/ORD/DFW/BNE/SYD.

Based on Qantas’ current flight schedule, its aircraft operating to Dallas/Fort Worth sits idle for around eight hours at the North Texas gateway.

Nine years ago, then Qantas exec gm of sales John Borghetti announced the airline would be launching a new thrice weekly service from Los Angeles to Chicago, to debut 31 Mar 2003.

That route was an extension of services from Melbourne to Los Angeles using the same aircraft type that’s now being used to DFW, the long range 747-400ER.

However a slump in travel demand following the outbreak of SARS led to the plan being axed.

Currently Qantas codeshares with oneworld partner American Airlines to Chicago, and this month lodged an application with the ACCC seeking authorisation of a Joint Business Agreement (TD 12 May) to strengthen their long standing relationship.

Yesterday, a QF spokesperson told *Travel Daily* its codeshare flights to Chicago with AA remain as “business as usual”.

AA ordered to provide content to Orbitz

A COURT in the USA has issued an injunction in the case between American Airlines and Travelport, requiring the carrier to reinstate the ability of online agency Orbitz to display and ticket AA flights.

The ruling overturns a decision made late last year (TD 22 Dec), and as a result “Orbitz is able to sell AA’s fares and content immediately,” according to a Travelport statement today.

“Travelport strongly supports consumers’ rights to maximum transparency and the ability to shop, compare and book travel services wherever they choose,” the GDS firm added.

MEANWHILE Sabre is also fighting with American Airlines, filing an antitrust claim against AA over the airline’s Direct Connect product which Sabre says is “attempting to eliminate the GDSs” by gaining a monopoly position in air booking services on a number of US routes.

In return AA has added Sabre to its case against Travelport, seeking to stop the GDS firms’ exclusionary, anti-consumer and anti-competitive business practices”.

QF passengers up 7%

QANTAS group passenger numbers for Apr were up 7% on the previous corresponding period, according to figures released this morning.

Domestic growth was strongly driven by Jetstar, up 19.5% to 862,000, compared to QF mainline domestic which grew just 0.6% to 1.41 million.

QF international traffic was up 7.4% to 508,000 pax, while Jetstar int’l rose 9.9% to 350,000.

The overall revenue seat factor was 78.7%, down 0.2 points.

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Window Seat

JAPANESE carrier ANA has taken time out from preparations to launch the Boeing 787 to announce the sixth generation of its famous ‘Pokemon Jet’.

The novelty 777-300 (pictured below), dubbed “Peace Jet”, has special livery featuring characters from the animated TV series and Nintendo video game, and will also feature the carrier’s Japan Earthquake Relief slogan.

It will fly alongside two other ANA Pokemon 747 aircraft, cutely named ‘Pikachu Jumbo’ and ‘Flower Jumbo’.

For your Pokemon-obsessed clients, Peace Jet is now available for booking on thrice daily flights between Haneda and Sapporo from 18 Jul.



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Falling for Falls Creek



ABOVE: Last night the Victorian ski resort of Falls Creek came to Sydney, with a season launch timed to coincide with the first day of winter.

There's lots of innovations at Falls Creek this year - including a new 'My Falls Creek' smartphone App which allows skiers and boarders to track their movements on the slopes - with a "leader board" featuring guests who achieve milestones such as completing all runs, visiting landmarks or riding all lifts.

Falls Creek has also installed new technology on its extensive snowmaking facilities and has also installed elevated stairways throughout the village, meaning pedestrians no longer need to use the roads - meaning snow cover



will last longer allowing easier ski or board access to lifts directly from accommodation.

Qantaslink is a key partner for the resort, operating four flights a day between Sydney and Albury, and pictured at top are Ian Greenwood and Ashleigh Trouncer of QFLink with Christina Atherton of Tourism Victoria.

And inset is SkiMax Holidays managing director Rodney Muller with Debbie Howie, Falls Creek.

Fabulous new Disney attractions

EXCITEMENT is building at Disneyland Resort in California, which is set to open a number of new attractions this week.

Visitors will board "The Little Mermaid" - Ariel's Undersea Adventure, and will travel under the sea in pastel-coloured "clam shells" and hear the best-loved songs from the Disney Academy Award-winning animated motion picture, combined with magnificent scenes and wonderful technological innovations.

For the legion of Star Wars fans, "Star Tours - The Adventure Continues," will also debut as a spectacular 3-D Adventure and will transport guests to multiple *Star Wars* destinations where they'll interact with characters from the saga.

Touring the park, a Disney official told **TD**: "With eye-popping digital 3-D, a dramatic

score and motion simulator-based technology, visitors will be immersed in the *Star Wars* galaxy like never before."

There'll also be a new beat to the streets of Disneyland - "Mickey's Soundsational Parade," a giant jam session with band leader and drummer extraordinaire Mickey Mouse leading a syncopated drum line, nine whimsical floats, and an array of musicians and favourite Disney characters as they stomp, step and strut their way down Main Street, U.S.A.

Travel Daily will report exclusively on location from the festivities in tomorrow's issue.

WIN A ROCK'N 3 NIGHT STAY IN MALAYSIA

This week, **TD** is giving one lucky reader the chance to win a 3-night stay in Malaysia, courtesy of **Hard Rock Hotel Penang**.

The prize includes 3 nights in a Rock Star Suite, breakfast for two people, Hard Rock Cafe meal credit worth RM150, Kings Club access, return airport transfers and a 30-min massage for two people.

All you need to do to be in the running to win this great accommodation package, is answer correctly four questions featured in **Travel Daily** from Monday to Thursday this week, **plus** answer the final question featured on Friday.

Email your answers by COB on Fri to: hrhcomp@traveldaily.com.au

Q.4: When are The Wailers performing at Hard Rock Hotel Penang?



Click here for terms & conditions



Etihad, AA FF pact

AMERICAN Airlines and Etihad have announced a new reciprocal frequent flyer agreement, building on their existing codeshare pact.

Effective this month members of the Etihad Guest program will be able to earn miles on eligible American Airlines flights, and AAdvantage members will also be able to earn on EY flights.

The carriers said they plan to expand the deal later this year to include mileage redemption across both networks.

AA codeshares on Etihad flights from Abu Dhabi to Chicago, New York and Toronto.

SkiJapan guarantee

SKIJAPAN.COM has introduced a Safe Slopes Guarantee for travellers staying in select properties in Niseko.

The 100% Money Back deal is available on packages if a Do Not Travel warning comes up for Hokkaido from DFAT in Australia 30 to seven days prior to travel.

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Thursday 2nd Jun 2011

DL/MU codeshare

DELTA Air Lines & China Eastern have confirmed a codeshare deal, flagged exclusively by **TD** on 24 Mar, which will allow pax a more convenient connection to over 20 cities throughout China.

Silhouette debuts

CELEBRITY Cruises' 4th Solstice Class vessel *Celebrity Silhouette* made its first public appearance in Germany overnight.

Silhouette is scheduled to begin sailing from Jul this year and will appear down under in 2012.

Vibe's Chillout suite

VIBE Hotels has launched its latest *Chillout Suite* CD featuring 40 of the best lounge, soul and chillout tracks from headliner acts such as Royksopp, Mark Ronson, Florence and Hotel Chip.

Vibe has accom packages incl the CD priced from \$160pn.

Hotel Bel-Air bookings

DORCHESTER Collection's Hotel Bel-Air has re-opened for bookings ahead of its re-launch in Oct after a 2-year refurb - hotelbelair.com.

RJ back to Berlin

ROYAL Jordanian will commence services between Amman and Berlin today, becoming RJ's 59th destination and 3rd German city. RJ last flew to Berlin in 2000.



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.

Ardent Leisure Limited has appointed **Angela Slater** as the GM of Sales for **Dreamworld, WhiteWater World** and **SkyPoint**.

Excite Holidays has appointed **Chris Ingram** as its Regional Manager New Zealand. He previously worked with Crowne Plaza Auckland, AAT Kings NZ and Cook Island tourism.

Travelport Limited has promoted **Gordon Wilson** to its President and Chief Executive Officer, effective immediately. **Jeff Clarke** has moved across as Executive Chairman.

oneworld alliance has announced three senior appointments following the alliance's change of head office from Vancouver to New York next month. **Stephen Usery** is the new oneworld Vice President Commercial; **Dennis Tierney** is Vice President Membership and **Anita Beier** is the new Director Finance and Administration and CFO.

Kaylene Shuttlewood has returned to **The Jetset Travelworld Group** as its new general manager for Airline Representation. Shuttlewood was in the UK on a posting prior to coming back to Sydney.

Steve Walker has been appointed as **Select Vacations** new Product Manager, where he will source new products for the romance, wedding, luxury and spa niche market, from the Sydney office.

Warren Mundy has been reappointed to the Board of **Airservices Australia** where he will continue as Deputy Chair for a further 3 years.

Greg Cole has taken up the position of Sales Manager at **Aurora Expeditions**. Previously Cole was GM of the Oz Experience brand at Adventure Tours Australia.

APT has boosted its sales team in Victoria with the appointment of **Jill Lance**, as Business Development Manager, Victoria and Tasmania.

Kelly Holmes joins **TUI Travel PLC's** Education Division as Non-Executive Director.

Accor has announced **Mark Adams** as its General Manager of **Novotel Palm Cove Resort** in Tropical North Queensland.

Passport Marketing, a division of Hill and Knowlton has appointed **Vera Huntink** as Country Manager Australia for **Abu Dhabi Tourism Authority**, based in Sydney.

Hamilton Island was welcomed **Tony Kelly** as its new executive chef at the Island's Yacht Club signature restaurant, **Bommie**.

Banyan Tree Holdings Ltd announces **Adrian Croft** as its Director of Sales and Marketing for **Banyan Tree Phuket**, beginning mid Jun.

Four Seasons Resorts Bali has expanded its team with the appointment of **Michael Branham** as its new General Manager and **Edward Linsley** as Resort Manager for the hotel in Jimbaran Bay. **Helen Norman** is the new Director of Spa for the Resort and Senior Director of Spas, Asia Pacific.

Francis Riley will head up the **Norwegian Cruise Lines** int'l sales and marketing as its vice president and general manager, based in London. She will oversee Europe, Asia Pacific, Middle East and Africa regions.

Courtyard by Marriott Thailand has appointed **Christian Lueke** to the position of Cluster Director of Marketing.

Subhasis Sarkar is the new regional director of sales for **Absolute Hotel Services India**, effective immediately.

Swissotel Hotels and Resorts and **Fairmont Hotels and Resorts** promoted **Aiden McAuley** to MD of Swissotel The Stamford & Fairmont Singapore.

Lufthansa announced **Marlene Sanau** as its new General Manager for Lufthansa Australia based in Sydney, effective Sep 2011. She will also be responsible as GM for Austrian Airlines and British Midland.



Air Tahiti Nui Business Development Manager - Australia

Air Tahiti Nui, requires an energetic, highly motivated Business Development Manager who has a passion for airlines and Tahiti as a destination. The role will be appointed in Sydney located in our GSA Head Office, Sydney CBD.

The successful candidate will be responsible for seeking new business and servicing our preferred retail, wholesale and incentive clients within Australia. The candidate will have the ability to work under pressure to meet and exceed targets and build excellent relationships.

Proven revenue generation and sales experience (Minimum 5 years' experience) is essential. Existing key Retail/Wholesale relationships is highly regarded. The role is challenging, and you must be a great presenter, have a professional manner, be passionate about dealing with people and have a can do approach. This is an exciting position.

The successful applicant will have:

- Proven revenue generation and sales experience. (Minimum 5 years' experience)
- Relationship management experience within the Travel Industry and experience in decision making and planning (preferred)
- Understanding of airline systems (plus GDS) (preferred)
- Experience in a sales or product development role in a Tour Operator/Wholesale environment
- Excellent presentation skills
- Excellent communication skills
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Apply by email to andrew.denman@worldaviation.com.au no later than COB 6th June. Please include CV and application letter. You must be a Permanent Resident or Australian Citizen to be considered for this role.

Only successful applicants will be contacted.

Accor's Great Race thru Vic

ACCOR held its inaugural 'Accor Great Race' last weekend with nine teams racing around Victoria covering 460km and visiting seven of the group's hotel brands within two days.

The event showcased Accor's regional conferencing products to teams of PCOs from the MCVB, Ultimate Conferences, Strategic Project Partners, the Victorian Chamber of Commerce and Business Events Vic.

Corporate meeting planners and professional conference organisers set out in Holden Cruze vehicles supplied by Europcar, and on the first day visited the Novotel St Kilda, Novotel and Ibis Glen Waverley, Mercure Yarra Valley, Mercure Geelong, Mercure Ballarat & Novotel Forest Resort.

On day two they experienced the Grand Mercure Apartments Caroline Springs.



The participants are pictured above at their first night stop at the Novotel Forest Resort.

New East Africa trips

SAFARI Trails in East Africa has launched a range of new classic wilderness safaris in Kenya and Tanzania for the incentive market.

Aussie based rep., Nemonic Concepts, has launched a 2012 program including customised and special interest itineraries in a range of lodgings and unique cultural experiences, with a number of pre and post tours available - nemonic.com.au.

EK launches Geneva

EMIRATES inaugurated services to Geneva, Switzerland from its Dubai hub yesterday.

EK Middle East fares

EMIRATES has released special economy class fares to Amman, Beirut, Cairo, Dubai and Muscat, priced from \$1790 on sale until 30 Jun and for travel until 31 Aug.



Ever dreamed of being on stage? Well, here's your chance to be...

Queen for a Day

The Tiffany Project

Can you hold tune? Shake your tail feather? Love to perform? Here's your chance to appear on stage in Thailand's famous Tiffany's Show, Pattaya.

Throughout the month of June, **Travel Daily**, **Tourism Authority of Thailand**, **Thai Airways International**, **Siam Hotels and Resorts** and **Tiffany's Show** invite travel consultants to join us for a once in a lifetime "Queen for a Day" experience.

Send your audition video and you could join our group on a special famil trip to Thailand that includes flights with THAI, 5 nights courtesy Siam Hotels & Resorts (two in Bangkok & three in Pattaya) and a makeover, dress up and performance at the famous Tiffany Cabaret Show in Pattaya.

To enter, simply send in an audition to the Tiffany Show as a short video clip of yourself (30sec-1min, .mov or .wmv file) lip syncing to your favourite song. You can use props and/or dress up if you wish.

All the clips will be uploaded to **Travel Daily's** YouTube page. At the end of the month five winners (a representative from NSW, VIC/TAS, WA, QLD/NT and SA) will be chosen by the judging panel..... and one additional....as voted by the industry.

So grab your video camera or mobile phone and release your inner performer!

Send your entries to:

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MasterCard ranks Mel

MELBOURNE has ranked in the top 20 Global Destination Cities in visitor expenditure, according to the MasterCard Index of Global Destination Cities released today.

The Index contains 132 cities with Melbourne coming in 19th for visitor spend (expected to be \$7.64b in 2011) and eighth in the world for predicted growth.

Absolute new portal

BANGKOK-based Absolute Hotel Services Group has unveiled a new website for its Eastin Hotels & Residences brand.

The portal offers a property portfolio and group booking engine, news and events as well as links to the microsite for the Eastin Hotels, Eastin Residences and Eastin Easy brands.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Brisbane – 07 3221 9916 – qldjobs@tmsap.com

Adelaide & Perth – 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
Executive Positions – 02 9231 6444 – sally@tmsap.com

Temp or Contract Executive – Alex and Sharon
– Sally Frape

JOB OF THE WEEK!

Corporate Travel Team Manager - Brisbane

- Global Corporate Travel Brand
- Senior role managing team of 20
- Mon - Fri operation CBD operation

Our client is an international corporate travel brand well known for handling large corporate companies across Australia and the globe. We are seeking someone who understands a team environment and how to lead within a team for their busy corporate client division based in Brisbane. These guys are the best of the best, and manage many hundreds of millions in travel transactions every year. Sabre GDS knowledge required with min 3 yrs TL exp.

Contact Fujio Shibata T: 02 9231 6444 E: fujio@tmsap.com or apply online now!

Domestic Corporate Travel Consultant – Lower North Shore Sydney

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

This is a role responsible for providing end to end domestic travel management for corporations. This is a great opportunity for an experienced retail consultant. 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!

International Travel Consultants – Brisbane City and Melbourne City

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

This is a role responsible for providing end to end domestic and international travel management. This is a great opportunity for an experienced retail or domestic travel consultant. 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!

Corporate Team Leader – Brisbane City

- Large travel company with fantastic rewards and recognition
- Corporate and High end leisure
- Great earning potential

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for mentoring and supporting international corporate consultants and manage the day-to-day business operational activities. You will need to have proven sales experience, excellent leadership qualities, strong work ethic, be confident and highly motivational.

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

Retail Travel Consultant - Sydney

- Solid base + commission + super
- Fun team, great working environment

This successful and well established travel company is looking for experienced travel consultants who can contribute to their growth. To be considered for the role you must have experience in retail travel, knowledge of a GDS system, ability to work towards sales targets in a busy team environment and extraordinary customer service skills. You will be rewarded with a generous base salary, commission as well as exclusive families and incentives.

Contact Stacy Balderston T: 02 9231 6444 E: sally@tmsap.com or apply online now!

New Sales Executive – Corporate Travel, Sydney

- Global Travel Management Company
- Great career opportunities

Are you seeking a brand new opportunity within a global organisation where your success will be recognised and your career will flourish? Be part of a high performance culture. The Sales Executive will focus on generating new opportunities for corporate travel offerings within and serve as the lead advocate for nominated clients. You will be responsible for identifying opportunities and working with the client throughout the full sales/implementation cycle as appropriate. This is an ideal opportunity for driven, sales focused individuals to work within the dynamic and integrated environment, where you will have access to a broad support structure and subject matter experts who will enable your success.

Contact Stacy Balderston or Sally Frape at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com



BEAT THE EOFYS RUSH AND GET IN NOW FOR THESE GREAT NEW ROLES

ARE YOU SENIOR MANAGEMENT MATERIAL? MANAGING DIRECTOR

OPEN LOCATION – SALARY PACKAGE TO \$185K

If you're capable of providing strategic direction, development and management of a business, ensuring sales targets and overhead budgets are achieved to deliver profits, bring your talents to this large organization and watch your career take flight. If you're an inspirational leader within the travel industry with experience in overseeing all facets of a business please call our Executive team for a confidential discussion about this role.

GET EXCITED – CORPORATE IS BOOMING CORPORATE SALES MANAGERS

** ALL STATES ** – SALARY PACKAGES OTE \$120K++

If you thrive in corporate sales and have a track record of success in finding & winning new business you could be doing it with one of the leading Brands in the industry. We're looking for exceptional talent to join this exceptional organization which is growing. You must be a well presented, dynamic and highly motivated individual who is driven by career development, brand quality, and financial gain.

THE COOLEST CLIENTS IN CORPORATE SENIOR ACCOUNT MANAGERS

SYD / MEL / BNE – SALARY PACKAGES OTE \$100K+

If you have experience in corporate Account Management, with skills in client relations, strategic development, negotiation and data analysis you could be stepping up to manage a prestigious portfolio of VIP clients. Proven results in hitting KPI's for client retention and growth essential. Experience within the corporate market is a must, with the ability to communicate at high levels within mid to large market.

BIG TALENT EQUALS BIG REWARDS GM SALES & MARKETING

SYDNEY – SALARY PACKAGE TO \$85K

This is an excellent opportunity for you to join an active Brand in a key management role focused on Sales & Marketing. You will be leading a highly motivated team to achieve budgeted targets & profits, and keeping the Brand profile strong in the market. Experience in both a B2B (trade) & B2C is an advantage, and you'll have strong business acumen with P&L responsibility. Take your career to the next level.

NEGOTIATE THE BEST DEAL AIRFARE PRODUCT MANAGER

MELBOURNE – SALARY PACKAGE TO \$77k + BONUSES

Are you an airfare whiz? This superb new role has just hit the market working for a boutique operator who is growing in leaps and bounds. You will be responsible for sourcing, negotiating and constructing airfare contracts with the expansion of the business essentially through Asia. Your knowledge of routings and the ability to facilitate and secure great deals is imperative. Frequent travel is required in this role.

A HIGH FLYING PRODUCT ROLE AIRLINE CONTRACTS MANAGER

SYDNEY – SALARY PACKAGE TO \$75K

Fancy yourself a bit of an expert when it comes to product contracting, supplier relationships and driving the best deal in the market place? Your purpose is to generate profitable revenues and deliver a market edge through your highly developed negotiation skills, analytical abilities, and extensive knowledge of the airline industry. You'll be working for a leading Brand in a gorgeous city office.

CAN'T GET ENOUGH OF THE GREAT OUTDOORS BUSINESS DEVELOPMENT MANAGER – RETAIL MARKET

MELBOURNE - SALARY PACKAGE TO \$60k + CAR + BONUS

Searching for a new challenge? Join this large operator and work within this successful VIC based team. You will be able to follow a monthly call cycle and present to agents with your friendly and outgoing personality. With your love on being on the road you will know how to service the retail agency market and provide support to them. This sales focused role is incentivised on reaching targets and achieving sales.

SELL THE AUSTRALIAN EXPERIENCE TRAVEL MANAGER

PERTH – SALARY PACKAGE TO \$65k + BONUS

Join this boutique National company and oversee their large team based in WA which operates selling domestic travel, touring, accommodation and sightseeing aspects to many inbound travellers. This company is looking for a dedicated candidate who has the ability to performance manage teams, make relevant changes and improvements to processes and structures and provide top service.

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

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