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Thursday 9th June 2011

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QF/AA lodge US submission

QANTAS and American Airlines say their proposed Joint Business Agreement will help them offer consumers a “stronger competitive alternative to the Star and Skyteam alliances.”

In a submission to the US Dept of Transportation lodged earlier this week, the carriers say the pact will help oneworld to further integrate its network - but have stopped short of requesting full antitrust immunity because they don't currently compete directly

Voyager down under

ROYAL Caribbean is continuing its aggressive local push with the announcement that it will deploy its 3840-pax *Voyager of the Seas* in Australasian waters for five months from Nov 2012 (**TD** breaking news yesterday).

The ship, dubbed Australia's first 'mega-liner' will also operate cruises in China earlier in 2012, redeploying from her previously planned European season.

RCCL says it will still have 12 ships in Europe next year, but hasn't yet said which vessel will replace *Voyager* there.

on any routes.

Consumer benefits cited include expansion of connecting services, new fare products and “offering a single, cohesive product to corporate clients and consumers”.

If approved, the JBA will also see the launch of a new “Walkabout Pass” for Australian pax on the AA network in the US, as well as boosting AAVacations' Australian land content.

For more on the US submission see **page five**.

MEANWHILE the Australian Competition and Consumer commission this morning gave interim approval for the pact (**TD** breaking news), which will now be considered for a draft OK by Aug or Sep this year.

The interim approval allows QF and AA to conduct joint marketing.



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

- TMS Asia Pacific
- AA Appointments
- NTIA 2011



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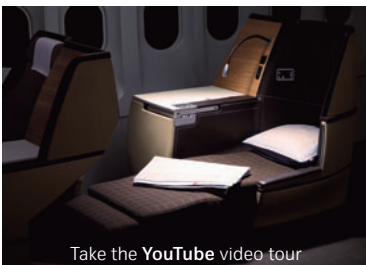
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Koindah to Accor

THE 108-room Koindah Waters Residential Golf and Spa Resort on the NSW Central Coast has been added to Accor's Mercure branded stable of properties under a management deal.

The property, located at Wyong, also consists of 252 residential lots and features an 18 hole golf course, an endota day spa, a 25m indoor pool & 6 conference rooms.

It will be rebadged as Mercure Koindah Waters.

Fresh start for NSW tourism

THE NSW government yesterday announced the winding-up of Tourism NSW, with the body to become a division of a new statutory authority aiming to double tourism expenditure in the state under the 2020 Tourism Industry Potential target.

'Destination NSW' will also take over the functions of other bodies including Events NSW, the Greater Sydney Partnership and the Homebush Motor Racing Authority, with the new organisation responsible for marketing and promoting NSW, events acquisition and for "implementing the strategy developed by the new Visitor Economy Taskforce".

The Tourism NSW division will continue to be headed by Lyndel Gray, with a new ceo to be recruited for Destination NSW, while an interim advisory board including TNSW chairman Les Cassar, Events NSW chair John Conde and public service mandarin Mark Petersen will oversee the transition.

The new body will be supported by an additional \$45m in funding

over the next four years.

The Visitor Economy Taskforce is a separate strategy group aiming to double tourism expenditure over the next decade with "balanced representation from both industry and government" including industry representatives, the NSW Tourism Industry Council, the AHA, regional tourism organisations, airlines and business owners.

SYD airport CEO

KERRIE Mather was today named as the new ceo of Sydney Airport - taking on the role in addition to her responsibilities as head of the airport's 74% shareholder, Macquarie Airports.

She replaces Russell Balding, who is leaving SYD at the end of his five year contract.

Mather said that Sydney Airport has "significant growth potential.

"The business is well positioned to support major shifts in the aviation industry including servicing the needs of low cost carriers as they expand," she said. More appointments on **page 6**.

CNS, ADL, OOL for CZ

CHINA Southern Airlines exec vp He Zongkai yesterday confirmed at the inaugural Australia China Tourism Summit the Guangzhou-based carrier will introduce flights to Cairns within four years.

He also confirmed that the Gold Coast and Adelaide were other cities earmarked to be added to CZ's network by 2015.

The CZ executive was unable to advise a specific start up date for its direct Perth route (**TD 10** May).

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Couran Cove goes into receivership

YEARS of continual losses and difficult trading times have led to the forced closure of South Stradbroke Island's Couran Cove Island Resort on the Gold Coast.

The 13 year-old 352-unit resort was placed into receivership on 01 Jun, with Ferrier Hodgson named as voluntary liquidators.

Couran Cove Island Resort was owned and controlled by InterPacific Resorts (Australia) PL, InterPacific Group (Australia) PL,

Couran Cove Management PL & Couran Cove Services PL, all divisions of US-based InterPacific Group Inc.

"Following the impact of the global financial crisis, damaging weather and a weakening tourism market, we formed the view that this was no longer sustainable," InterPacific Group Inc said.

158 units are to be sold, ranging from waterfront hotel-style rooms to four bedroom Villas and Eco Lodges, along with 14.5 hectares of development land, 2,168sqm of freehold, waterfront land three waterfront blocks.

The rights for the resort's facilities and features, including a marina, day spa, conference centre and 22kms of "pristine surf beach" are to also be offloaded.

Despite a number of units and land being sold, the liquidators say there's a "unique opportunity in the current market for a new owner to reposition the resort and take advantage of a number of real estate development opportunities."

InterPacific Group says all staff have been paid full entitlements.

CNS chases carriers

CAIRNS Airport GM Stephen Gregg yesterday said the Chinese carrier that commits first to launch scheduled services into the FNQ gateway will receive benefits over rival airlines.

Gregg said there would be "first mover and cost advantages" for whichever airline beds down firm flight schedules into Cairns.

He said all Chinese airlines, whether low or full cost, would be welcomed, as there is demand for "lots of leisure and high yield passengers."

His comments, made at the Australia China Tourism Summit yesterday, come at a time when Chinese visitor numbers to Cairns are up 77% year on year in 2010.

Minder multi-lingual

ONLINE hotel aggregator Site-Minder has introduced a multi-lingual feature "to help its clients reach new international markets."

'TheBookingButton' now enables hotels to promote their property with the function's multi-currency capabilities, providing "a cutting edge booking engine," Duncan Waterman, Partnership mgr said.



A SERIES of mysterious thefts from luggage in Spain have been solved with the confession of a "contortionist" thief, who squeezed into a large suitcase in order to travel with bags in a Barcelona airport bus.

Police in Catalan investigating the case say the miscreant had a partner who would buy a bus ticket and place the big bag in the compartment.

"Once the trip began, he would get out of the suitcase, search for valuable objects and hide them in a smaller bag he carried with him," they said.

Officers discovered the thief curled up when they decided to open the suspicious bag.

TOURISM Minister Martin Ferguson yesterday told guests at the Australia China Tourism Summit in Cairns of the very close ties between the nations.

A clear sign of China's attitude to Australia was seen at last year's Shanghai World Expo, Ferguson said.

Prior to completion of the site's construction, the Chinese President had the opportunity to tour the site, and of the many countries with pavillions, the president visited just two.

"He firstly, and appropriately, visited the Chinese expo centre, but the only other expo centre he visited was the Australian pavillion," Ferguson said.

"That, my friends, is a very important statement about the popularity of brand Australia within the Chinese market."

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China Southern keen on Virgin tie-up

SKYTEAM's China Southern Airlines has acknowledged it's interested in pursuing an alliance with Virgin Australia, so long as DJ's reservation system can be made compatible with its own.

CZ's executive vice president He Zonghai made the comment at an Aviation seminar yesterday at Tourism Australia's first Australia China Tourism Summit in Cairns.

Zonghai was joined on a panel by airline representatives from Air China & China Eastern Airlines, as well as the Centre for Asia Pacific Aviation and Cairns Airport.

Qantas was represented at the seminar by China Eastern.

Responding to a question from **TD** on whether he could confirm if China Southern was another Asian carrier that DJ boss John Borghetti may be planning a pact with, He said: "Yes, I would like to cooperate with them."

"I would like cooperate with any Australian airline, whether that

be Qantas or Virgin Blue (Australia) or others.

"We already have a relationship with them (DJ)," He said, via an interline partnership.

He confirmed that since last year China Southern has had "many discussions" with Virgin Australia, saying that there is just one "small problem", and that's with DJ 's current booking system.

"If Virgin Australia improves its reservation system we'd like to launch business with them."

He added: "We're looking at airlines that can offer more products to our passengers."

Virgin Australia has previously taken steps to make its Navitaire reservation system compatible with that of proposed US partner, Delta, most recently in Apr.

CZ is seeing a strong growth from the Australia market, with passenger figures up 119% during Jan to Apr 2011 compared to the same time last year.

MU ditches 787 order

SHANGHAI-based China Eastern Airlines has abandoned its order of 15 Boeing 787 *Dreamliner* aircraft, a spokesperson for the carrier at the Australia China Tourism Summit yesterday.

MU's Zhang Xiaoxi revealed the airline has axed the long overdue state-of-the-art aircraft, choosing instead a fleet of new Airbus A330-200s with lie-flat beds.

MEANWHILE, Xiaoxi also said China Eastern would this year add Hamburg and Honolulu to its route network.

Faster builds needed

ASSISTING Minister for Tourism Nick Sherry yesterday urged hotel and resort developers to build faster to encourage investors.

"A timeframe of five to seven years for a project development from scratch is not appealing to investors. It needs to be quicker," Sherry said at the Australian China Tourism Summit.

CA to grow SYD,MEL

SYDNEY will be the 'focal point' of Air China's growth in the local market, according to Ma Ling, deputy managing director Int'l Affairs and Cooperation.

The carrier, which has its main hub in Beijing, will boost frequencies to Sydney as part of its Australian strategy, and boost capacity using larger aircraft on flights to Melbourne, Ling said.

Flights to Perth "are not on the agenda," she confirmed.

Ling said Air China is looking at improving connectivity with its codeshare partners to expand and provide greater feed of Chinese travellers to Australia.

China cruise potential

THE number of Chinese tourists travelling to Australia for a cruise holiday, or arriving aboard a ship from China is expected to surge "at the back end of this decade," according to Tourism Australia md Andrew McEvoy.



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UL London fares

SRILANKAN Airlines has nett fares to London priced from \$1,150 plus taxes, on sale until 31 Dec for travel to 31 Mar 2012.

QF to c'share on 105 AA routes

QANTAS will codeshare on over 100 American Airlines US routes, according to the Joint Business Agreement between the carriers currently pending approval by US and Australian authorities (p1).

The 82-page submission to the US Department of Transportation yesterday contains the full text of the already executed agreement - although many commercially sensitive sections are blacked out.

Under the pact QF will codeshare on 29 AA routes out of Los Angeles, 11 from Chicago, 9 from New York, 6 from San Francisco and 56 connecting at Dallas Fort Worth - along with four AA routes from Honolulu.

In return AA will codeshare on 27 Qantas Australian domestic and trans-Pacific routes.

The carriers say the Joint Business Agreement is necessary

because "American's network at present does not extend to Australia and New Zealand at all.

"Without closer coordination, oneworld customers would lack the same opportunity for integrated alliance service between the US and the South Pacific that Star Alliance has with United and Air New Zealand, and that SkyTeam will soon have with Delta and V Australia".

The pact isn't limited to Australasia and the US, with the carriers also foreshadowing the development of fare products for "multi-stop itineraries across a range of destinations in a way not currently facilitated by oneworld's multi-sector products.

"These itineraries could include services between the US and Australia via Asia or Europe," the submission states.



ABOVE: Tour operator Tauck treated this group of Australian agents recently on its *Spirit of the Desert* tour which ventured through the National Parks of the USA's South West.

The tour is choreographed by US storyteller, Ken Burns (TD 03 Mar) & Dayton Duncan, and aim to enrich guests' experience.

The trip was hosted by Travel the World.

Pictured prior to boarding a flight from the Grand Canyon to Las Vegas, **from left** are: Kevin & Gina Maitland, Alpha Travel, Claremont; Andrew Billows, Phil Hoffmann Travel, Glenelg; Helen Eves, Travel the World; Darien Foot, Phil Hoffman Travel, Norwood; Kristen Cahill, Gregor & Lewis Travel, Noosa Heads; and Chelsea Stanley, Beaumaris Travel.

JAM applications

TOURISM Australia is calling on applications for its Japan Australia Mission which is being held in Tokyo from 31 Aug to 02 Sep.

JAM is the premier trade event for Aussie products and services to be showcased.

Applications close on 15 Jun, see tradeevents.australia.com.

Agent office closures

THE Travel Compensation Fund has announced the voluntary withdrawal of West Coast Rail & Coach in Perth (ABN: 51 075 296 865) after it ceased trading.

There has also been five recent branch agency closures including RAC Travel in Hay St, Perth and Wanderers Travel.com in Woolloomooloo, NSW.

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IATA for Beijing

NEXT year's IATA agm will be hosted by Air China in Beijing, with the location reflecting "the ever increasing importance of the Chinese airline industry".

High and dry on Norfolk



ABOVE: Travel2, UTC and Norfolk Air hosted this group of agents to an educational to beautiful Norfolk Island last week.

Pictured here, back row from left are: Trudi Adams, Travelscene Caloundra; Lorraine Hirn, HWT

Kawana; Casey Schilling, TravelEdge Redbank and Emma Gardiner, UTC.

Front: Stacey Wheeler, Jetset Gladstone; Corrine Saunders, Suncity Travel Caloundra; Lauren Stuchbury, Travel2 Sales Executive Qld; Kodi McVicker, Travelscene Gympie; Rochelle Byrne, HWT Gympie; Paige Maunsell, HWT Sunnybank Hills and Leah Duggan, HWT Redcliffe.

Amadeus-JTG deal

JETSET Travelworld today announced the signing of a long term agreement with Amadeus IT Pacific, covering JTG's wholesale business as well as its QBT corporate travel division.

CEO Peter Lacaze said "The QBT business is important to JTG and partnering with Amadeus with its proven long term technology investment and unique and robust solutions was a natural choice for us".

Pax numbers up

AUSTRALIAN Infrastructure Fund, which owns stakes in Perth, Melbourne, Gold Coast, Sydney and Darwin Airports, says its weighted passenger numbers were up 6.3% during Apr.

Major contributors to the increase were Perth and Melbourne - while there was a 3.2% downturn in Queensland due to the natural disasters in Qld, New Zealand and Japan.

AIX-weighted numbers at Perth were up 10% for the month.



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.

The International Air Transport Association has appointed former Cathay Pacific head **Tony Tyler** as its new Director-General and CEO. KLM Royal Dutch Airlines ceo **Peter Hartman** has succeeded Federal Express chief David Bronczek as Chairman of the IATA Board of Governors, while Qantas ceo **Alan Joyce** will take up this role next year at the expiry of Hartman's 12 month term. The Board also now includes Etihad chief **James Hogan** - apparently to the considerable chagrin of Qatar Airways chief Akbar al Baker. South African Airways ceo **Siza Mzimela** has also been elected to the IATA board, and becomes the first female director of the 67-year-old organisation.

Sealink Travel Group has appointed **Jeff Davey** as general manager of Townsville-based Sunferries. **Tom Mulraney** has been appointed to the newly created role of Acquisition Accountant with Sealink, while **Hamish Cameron** is the company's Senior IT Manager.

Sharon Stanley has been named as the Head of Key Accounts for **Amadeus IT Pacific**. The company has also appointed former PR consultant **Satu Raunola** as its new Marketing Communications Manager.

Vanuatu-based **Pacific Blue Cruises** has appointed **Travel Representation Services** as its Australian sales office. Pacific Blue operates the *MV Lycianda*, a boutique cruise ship operating in Vanuatu's remote islands. TRS is headed up by Julie Ingles in Sydney and Chris Martin in Brisbane; more info 07 3415 3970.

Peter D. Hunt has been named as the new Senior Vice President and Chief Financial Officer for **Virgin America**. His most recent role was as cfo of US domestic carrier Pinnacle Airlines.

Sunshine Coast Destination Limited has undergone a restructure with the appointment of **David Thompson**, **Ian McNicol**, **Jane Fraser** and **Greg Laverty** as new directors. They join existing board members Barrie Adams, John Hall and Rodger Powell. Powell has also been appointed as the organisation's new chairman.

AirAsia X has appointed **Stuart Myerscough** to the position of Marketing Manager Australia. Myerscough will be based in Brisbane, reporting to the carrier's local Head of Commercial Darren Wright. His previous roles include three years with Virgin Blue managing sponsorships and customer insights.

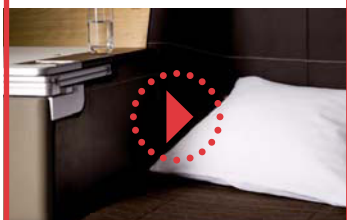
Tourism Australia has appointed **Simon Westaway** as its new General Manager Corporate Affairs and Strategy, reporting to TA md Andrew McEvoy. Westaway will move to TA from his current role as Jetstar's head of corporate affairs in late July. Other Tourism Australia appointments include Anthology ceo **Craig Davidson** as General Manager Destination Development; **Mark Craig** as General Manager Corporate Services; and **Tim Jones** as General Manager International Markets.

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Travel Daily has teamed up with SWISS to give a SWATCH —every day this week, to each of the two daily lucky winners.

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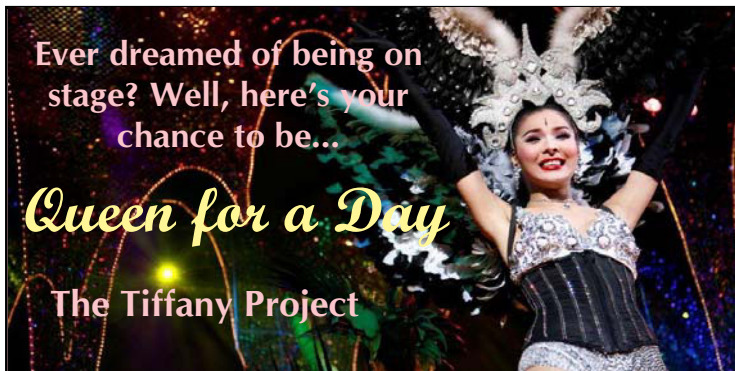
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Fantasea tour change

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Queen for a Day

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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:

tiffanysaudition@traveldaily.com.au

Click here for more information



Concur acquisition

TRAVEL expense management company Concur has announced the purchase of rival UK firm Global Expense.

Concur ceo Steve Singh said the deal "reflects Concur's commitment to continue growing our investment and presence to serve the large untapped travel and expense management market in Europe".

Durban-LGW flight

SOUTH African airline Comair has announced plans to operate direct flights between Durban and London Gatwick airport.

The carrier is British Airways' franchise operation in South Africa, but it's not clear at the moment whether the new route will operate under the BA Comair brand or under that of its low-cost Kulula offshoot.

Kicking back in Broome



ABOVE: Travel Associates Australia held its annual staff conference at Cable Beach Resort in Broome late last month.

The event was sponsored by Broome and Kimberley Holidays, Travelscene Holidays and Cover-More Insurance.

Some of the attendees are pictured above enjoying lunch at Matso's Brewery in Broome: Pia Lazarich, Massimo Perotti, Teena Hall, Colleen Rice, Rhea Barnard, Connie White and Michele Philips.

C&K web-marketing

COX & Kings has started marketing a collection of escorted small group tours via its website.

Tours include the nine-day Argentina & Brazil - Wonders of the New World itinerary which travels to Buenos Aires, Iguazu Falls and Rio de Janeiro, with visits to Corcovado Mountain and Christ the Redeemer.

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If you are seeking a career development opportunity that is challenging and rewarding, please [click here](#) to view a position outline.



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New Careers cleared for take-off

Get on board with TMS today!



Hot Jobs (Australia) - June 2011

Sydney - 02 9231 6444 - nswjobs@tmsap.com
Melbourne - 03 9602 1809 - vicjobs@tmsap.com
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 Frappe

JOB OF THE WEEK!

Online Travel Sales Executive, Sydney

- Exciting and newly created online travel company
- Salary base to \$90k + commission

Our client, a newly created online travel company with Global backing is currently seeking an experienced sales executive to join their sales team in Sydney. You will be joining a team of dedicated sales executives and have the freedom and autonomy to run your own region. This company provides the best of travel, media, internet and the group buying model. You will represent and sell media and advertising products to the Australia market. You will be proactively prospecting and qualifying existing and potential new advertising accounts. Pitch for new partnerships and the creative, execution and review of campaigns aimed at growing transactions and media sales. To be successful in this role you will need at least 3 to 5 yrs relevant experience in media, travel or advertising sales.



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

Corporate Travel Consultant, Eastern Suburbs

- Boutique Corporate Travel Company
- Salary to \$60k
- Buzzing Eastern Suburbs location

Our client a leading Corporate Travel Management Company, is currently seeking an experienced corporate consultant. You will manage your own portfolio of VIP corporate accounts and have an opportunity to work amongst a great team of experienced consultants along with a strong support structure. This is a wonderful opportunity for an experienced consultant to join a fabulous travel company who really know how to look after their staff. They do offer 4 weeks annual leave + 1 week paid educational leave.

Contact Sally Frappe at TMS Asia Pacific T: 02 9231 6444 E: sally@tmsap.com

New Business Sales Executive, Sydney

- Global Travel Management Company
- Excellent salary + commission structure
- 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 Manager 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 Frappe T: 02 9231 6444 E: sally@tmsap.com

Product Support Advisor - Sydney

- Great Location and office - Sydney CBD
- Huge Global Travel Technology Company
- Full time and 3-4 days part time roles

This role will suit a person who has used travel accounting backoffice systems like SAM or Tramada and is looking for a role with variety. You must be a good problem solver and investigator.

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

CorpoCorporate Account Manager - North Sydney

- Global Travel Company
- Corporate experience essential
- Great rewards and benefits

The successful candidate will be responsible for developing and implementing strategies to nurture and grow the business. Ideally you will be from an account management background and have superior customer service.

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



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NOW IS A GREAT TIME TO CONSIDER YOUR CAREER OPTIONS

REGIONAL MANAGEMENT OPPORTUNITIES

GENERAL MANAGEMENT / DIRECTOR LEVEL ROLES
SINGAPORE / HONG KONG – LOCAL SALARY PACKAGES

Where is your career taking you? It could be taking you to the hub of Asia if you're an ambitious Executive with proven experience within a large organization, and the ability to relocate. Skills currently in demand include high level Sales, corporate travel management, corporate account management and online distribution. By joining a global Brand you'll be putting yourself in line for ongoing career opportunities.

AN INSPIRATIONAL LEADER REQUIRED

GENERAL MANAGER – CONTRACTING
BRISBANE - SALARY PACKAGE TO \$95k +

This integral part of the business will see you involved in all contracting functions including negotiation of allotments, rates, setting pricing strategies and implementing campaigns for exclusive deals within the market at certain times of the year. You will be an inspirational leader who can demonstrate a sound knowledge of wholesale contracting particularly in the domestic market.

SENIOR MANAGERS PLEASE STAND UP

MANAGING DIRECTOR

OPEN LOCATION (Australia) – 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.

THE BEST IN ACCOUNT MANAGEMENT

SENIOR ACCOUNT MANAGERS

SYDNEY & MELBOURNE – 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 in mid to large market.

USE YOUR WINNING WAYS TO DRIVE GROWTH

BUSINESS DEVELOPMENT MANAGER –MICE MARKET
SYDNEY & MELBOURNE - SALARY PACKAGE OTE \$90k ++

Do you know how to hit the ground running and make your mark on securing new Event business? These fantastic new roles are a great opportunity for a sales-focused person to get ahead with their career with an industry-leading organization. Your experience in the corporate market, developing leads, building relationships and converting new business will stand you in good stead to be a superstar at this winning company.

ARE YOU LOOKING FOR CAREER PROGRESSION?

SALES EXECUTIVE - INDUSTRY
SYDNEY – SALARY PACKAGE OTE \$90K

If you fit the profile of a "hunter" and love working in sales developing new relationships and winning new business, you'll love this new sales role working with one of the biggest providers of technology solutions to the industry worldwide. If you're looking for direction and progression in your career this organization will offer you long term options, along with fantastic remuneration and incentives.

A TANTALISING JOURNEY AWAITS

PRODUCT MANAGER – LATIN AMERICA
MELBOURNE - SALARY PACKAGE TO \$65k + BENEFITS

This fabulous operator is on the search for a highly qualified product manager who dreams of working with an exciting and diverse product. You will be able to manage a busy workload sourcing, constructing and contracting new suppliers to include in the yearly brochure. Part of this role will see you involved in the layout and content of brochures along with training, so you'll be able to show your creative flair.

YOUR CAREER IS CLEAR FOR TAKE OFF

SALES EXECUTIVE – CORPORATE MARKET
MELBOURNE - SALARY PKG TO \$60k + CAR ALLOWANCE

We're on the look-out for a Travel Industry focused individual who knows how to drive sales and dreams of servicing a great product. Your ability to build relationships within the corporate sector will be paramount along with your winning attitude. With your strong communication and presentation skills you'll be providing top quality service for this popular airline. Spread your wings and see where this role takes you.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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MANAGING DIRECTOR

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NSW & ACT

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OLD & NT

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Kathryn Heberton
VIC, SA, WA

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

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