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Travel Daily
First with the news

Thursday 1st September 2011

Office Manager - Corporate Travel, Perth

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- Report to Managing Director in Sydney
- Manage team of 6 experienced consultants

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New TD competitions

TODAY we launch another great monthly competition, which this time offers a fabulously luxurious weekend for two at the Wolgan Valley Resort & Spa, courtesy of Bunnik Tours - see **page six**.

We'll announce the winner of our Aug Mauritius comp in the coming days - and see tomorrow's **TD** for the official launch of our new Rugby World Cup tipping comp, with amazing prizes incl a trip to South America.

FC counters 'threat of net'

FLIGHT Centre has told analysts that its results are clear evidence against arguments that the rise of the internet will erode margins, market share and profit.

In a presentation on Tue ceo Graham Turner said that over the last decade the company's pretax profit had risen to \$245m, despite the emergence of the web.

He also said there were unique opportunities to blend FC's online offering with its 2200-strong shop network across the globe.

Future opportunities for the company include growth in the USA, where the Corporate Traveller brand was launched on 01 Jul to target the SME market.

Other niche brands including Ci Events, Campus Travel and Stage & Screen may also be rolled out to other markets, while there are "obvious opportunities to grow organically" in some countries

where Flight Centre's share of the leisure market is less than here.

Flight Centre typically issues up to 85,000 air tickets a week in Australia, while the company expects its "direct hotel contract" (leisure) TTV to grow from \$1b in 2009/10 to \$1.5b in 2011/12.

Key projects for the company going forward include further work on air and land margins, a "keep it in the family" partner network campaign and the launch of the Flight Centre Global Product direct contracting model in Asia.

MEANWHILE FC has also launched a new partnership with The Wiggles, which will see the creation of special packages to "encourage families to take more holidays together, both in Australia and overseas".

Upton joins CTM

ETM group director Jan Upton has joined fellow directors Leon Burman and David Hummerston, confirming she will stay with the firm when it is acquired by Corporate Travel Management effective 01 Oct (**TD** 03 Aug).

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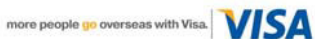
Lonely Planet and VISA have joined forces to create a comprehensive online resource for Australian travellers:
www.lonelyplanet.com/campaigns/visa-know-before-you-go

Every day this week, VISA and **TD** are giving readers the chance to win a \$50 Visa Prepaid Card. Every entry will be in the running for our major prize - a \$250 Visa Prepaid Card and The Lonely Planet - Travel Book: *A journey through every country in the world!*

For your chance to win, email visa@traveldaily.com.au with the answer to today's question.

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Six pages of news
Travel Daily today has six pages of news, plus full pages:

- TMS Asia Pacific
- AA Appointments

empowered
with James Tobin



This month we look at how intuitive Sabre's new graphical view in the Sabre Red Workspace is - **in a time trial**

Watch now

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Travel Daily

First with the news

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Albrecht to Austrian

STAR Alliance ceo Jaan Albrecht is set to become Chairman and ceo of Austrian Airlines on 01 Nov after being nominated for the role by the Lufthansa board.

Albrecht has led the Star Alliance since 2001, with his departure seeing the organisation launch a search for a new ceo.

More appointments on **p5**.

Sailing bargains

SUNSAIL has released new yacht charter specials valid until 31 Mar 2012, with savings worth up to 28.5% for bookings deposited by 30 Sep - more info 1800 803 988.

New VX Mexico route

VIRGIN America has announced the launch of a new route between San Francisco and the Mexican city of Puerto Vallarta.

Flights will operate up to five times a week to the Pacific coast resort destination.

Holland America office open

THE new Holland America office and call centre in Sydney was officially launched last night, in the lead-up to going live this morning for the first time ever.

Carnival Australia chief Ann Sherry told **TD** that with ever more Carnival vessels heading to Australia "it just made sense" to have the brand operating under the head office umbrella.

"There's a whole segment of the market that loves these ships," she said.

The HAL operation is headed up by Tony Archbold, who said that after 25 years under gsa Travel The World "it was time to step up and take on the role ourselves".

22 staff will work in the new extended-hours call centre - plus four state-based reps - while the change will also see HAL product bookable via POLAR Online.

Archbold said the team aimed to provide the same premium service as onboard HAL ships.

"There's nothing like selling people's dreams, and at HAL we can fulfil that," he said.

Sherry said she would also like to get Carnival Cruise Lines product into the fold, but at this stage only the locally-based *Carnival Spirit* will be integrated into the Australian res system.

Velocity points bonus

VIRGIN Australia's *Velocity* loyalty program is offering a 20% bonus on points transferred to the scheme from participating credit cards.

The extra points are valid on Amex, Commonwealth Bank, Westpac, St George, ANZ, BankSA and Bank of Melbourne redemptions through until 31 Oct.

reservation systems analyst (gds)

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Travel Daily
 on location in
Honolulu, Oahu

TD is coming to you today from Honolulu, on the island of Oahu, courtesy of Hawaii Tourism Oceania and Hawaiian Airlines

TRUMP International Hotel Waikiki Beach Walk is one of the newest luxury hotels to open in Honolulu in the past 12 months. The 462-guest room and suites property is located in the trendy Beach Walk area, offering Ocean, Diamond Head, City & Mountain view rooms.

The Deluxe Studio Ocean View rooms feature 1 King or 2 Double sized beds and a private balcony (lanai), kitchenette with sink, stove, microwave, fridge, coffee machine, cookware and dinnerware.

Massive marble bathrooms with full bathtub & double-sink vanities and twin and single seat lounges add to the creature comforts of the 500 square foot room.

Trump is adjacent to the Fort de Russy Park and only a few minutes walk to the beach - more details at www.trumpwaikikihotel.com.

Vail adds pix to mix

US ski giant Vail Resorts has released an updated version of its EpicMIX smart liftpass system (TD 29 Apr) which will allow resort photographers to automatically deliver free pics to guests to share on Facebook and Twitter.

Paper lift tickets are being replaced by durable and reusable "smart" lift passes at all six Vail mountain resorts, with the new photo features to launch in Dec.

Low-res versions of the photos will be sent after scanning a guest's RF-enabled lift ticket or season pass, while better quality images can be bought online.

Tourism Fiji website dedicated to Aussies

TOURISM Fiji has launched a dedicated Australian version of its global 'Fiji Me' website.

Regional director Paresh Pant said the site included an "inbuilt holiday planner" giving access to "literally thousands of travel products and ideas".

There's also a comprehensive listing of the more than 400 'Matai' specialist travel agents across Australia.

QFF Optus launch

QANTAS and Optus this morning formally kicked off their frequent flyer pact (TD 17 May), with the alliance seeing Optus personal customers earn two QF frequent flyer points for each dollar spent on Optus services.

Small and medium business Optus clients can earn two points per dollar spent on eligible services until 31 Dec, after which they will earn one point per dollar.

Customers who sign up via Optus Rewards are also being offered free QFFF membership.

Jetstar sells doughnuts

JETSTAR is claiming a groundbreaking Australian first with the announcement that it will sell Krispy Kreme 'original glazed' doughnuts on selected flights.

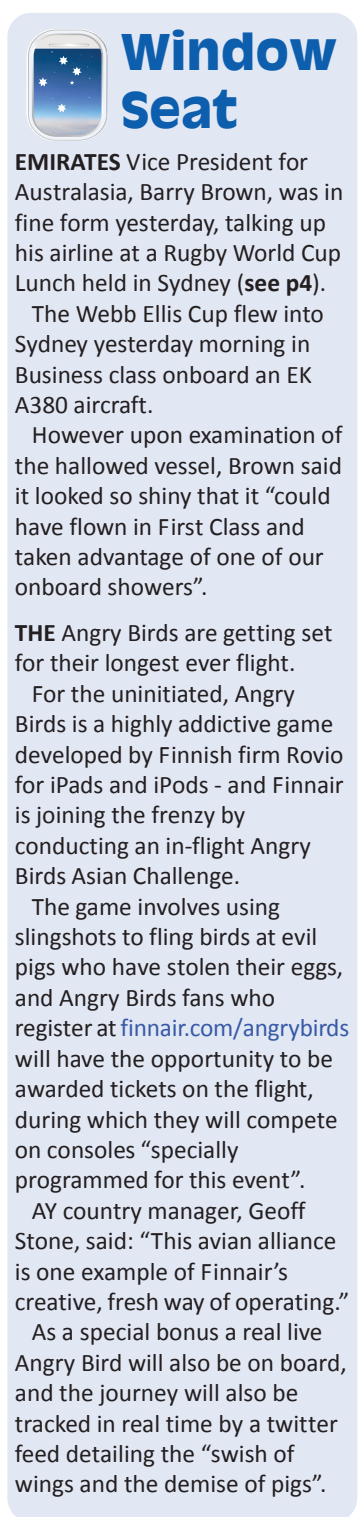
The new offering will be baked fresh in MEL, SYD, BNE and OOL each morning and can be purchased onboard for \$3 each.

Bird flu warning

THE Food & Agriculture Org. of the United Nations is preparing for a possible "major resurgence" of the H5N1 avian influenza virus in Asia, following the death of a person in Cambodia from the disease this month.

Mutant strains of the disease found in Vietnam and China are threatening Cambodia, Thailand, Malaysia, parts of Korea & Japan, the organisation said this week.

However newly appointed Australian Chief Medical Officer, Professor Chris Baggoley, downplayed the alert, saying the prevalence of bird flu was well known and didn't pose a significant threat at this time.



Window Seat

EMIRATES Vice President for Australasia, Barry Brown, was in fine form yesterday, talking up his airline at a Rugby World Cup Lunch held in Sydney (see p4).

The Webb Ellis Cup flew into Sydney yesterday morning in Business class onboard an EK A380 aircraft.

However upon examination of the hallowed vessel, Brown said it looked so shiny that it "could have flown in First Class and taken advantage of one of our onboard showers".

THE Angry Birds are getting set for their longest ever flight.

For the uninitiated, Angry Birds is a highly addictive game developed by Finnish firm Rovio for iPads and iPods - and Finnair is joining the frenzy by conducting an in-flight Angry Birds Asian Challenge.

The game involves using slingshots to fling birds at evil pigs who have stolen their eggs, and Angry Birds fans who register at finnair.com/angrybirds will have the opportunity to be awarded tickets on the flight, during which they will compete on consoles "specially programmed for this event".

AY country manager, Geoff Stone, said: "This avian alliance is one example of Finnair's creative, fresh way of operating."

As a special bonus a real live Angry Bird will also be on board, and the journey will also be tracked in real time by a twitter feed detailing the "swish of wings and the demise of pigs".



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QF Down Under deal

QANTAS is offering travellers from the USA the chance to visit Australia and NZ on special "two for the price of one" fares.

The promotional deal permits a stop in NZ on the way to Australia out of LAX, in Business, Premium Economy and Economy class.

Fares start at US\$699 each way plus taxes, valid mostly in Nov.

Million Dollar winner

TOURISM Queensland yesterday announced Indonesian vehicle parts manufacturer MGR Group as the winner of its Million Dollar Memo competition.

TQ says the promotion has so far generated more than \$22.5 million in global publicity.

Solomon Airlines A320

SOLOMON Airlines new A320 aircraft landed in Honiara last week, after undergoing upgrade work in Melbourne since May to have new leather seats installed.

The carrier is still awaiting CASA approval of its application to operate the aircraft to Australia, with hopes that it can commence scheduled Brisbane flights once given the go-ahead.

Solomon Airlines said it was encouraging the country's govt to seek "serious and well meaning investors to generate more resorts and beds" to allow the national carrier to expand.

Studies are also underway to evaluate "route expansion to Papua New Guinea and Fiji," with announcements expected soon.

new opportunity!

business development manager NSW/ACT

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Emirates' cup runneth over

THE precious Webb Ellis Cup officially landed in Sydney yesterday onboard an EK A380 aircraft on the last leg of its journey to Auckland for the 2011 Rugby World Cup which kicks off on Fri week.

The Sydney Rugby Club celebrated the 'Conception of the Rugby Cup' yesterday at a luncheon held at the Marriott Hotel, where attendees were able to get close - but not too close - to the sacred urn.

EK's VP Australasia, Barry Brown, who's pictured above holding one of 20 balls specially signed by ANZAC RWC Captains David Kirk, Nick Farr-Jones and John Eales, highlighted the carrier's Rugby commitment which saw it become an official sponsor in 2007 and a worldwide partner the following year, flying the Cup and an International Rugby Board minder around the world in business class.

The Webb Ellis Cup began its journey in Dublin, Ireland before visiting London and Dubai before landing in Australia and then flying onwards to Auckland in time for the tournament.

Tournament official Nicholas Shehadie told the exclusive crowd at the lunch there was no trophy in 1983 when the Rugby World Cup was launched "so I just said go out and get one".



WIN a double pass to see the Snow Flower and the Secret Fan



The Peninsula Shanghai in partnership with **Travel Daily** is giving ten subscribers the chance to win a double pass to see *The Snow Flower and the Secret Fan*.

A number of the scenes of this beautifully shot movie were filmed at The Peninsula Shanghai.

All you need to do to win is be one of the first two people to send in the correct answer to the question below to:

snowflower@traveldaily.com.au

Are the Peninsula Shanghai's interiors inspired by Art Deco or Art Nouveau?

Congratulations to yesterday's lucky winners, **Theresa Kwong** of **Travel Managers**, **VIC** and **Esther Lee** from **Flight Centre Wahroonga, NSW**.



ABOVE: All 40 travel agents and wholesalers on the Experience Aloha Famil came together as one group earlier this week in Oahu, and are **pictured** at the Nuuanu Pali Lookout, with their expert escorts - Ashlee Galea & Rebecca Wall from Hawaii Tourism Oceania and Meredith Salotto & Ahyiesha D'Souza from Hawaiian Airlines.

Yesterday the group visited Turtle Bay Resort, the North shore & Polynesian Culture Centre.

Prowse HKG7s package

KEITH Prowse is offering packages to the 2012 Hong Kong Sevens event being held over three days beginning on 22 Mar.

The Sport and Entertainment package is priced from \$1879ppts and includes four nights accom, brekkie, three day match tickets, pre match function and return Cathay Pacific economy class airfares ex SYD, BNE, MEL or PER - see keithprowse.com.au.

i-to-i in Swaziland

VOLUNTEER specialist i-to-i has added Swaziland, South Africa to its portfolio of projects on offer to travellers wanting to help Swazi kids and families in need.

A discount of 12% is being offered on trips booked in Sep.



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new feature for travel consultants.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Today's special offer is from DriveAway Holidays.

Supplier enquiries for notices: advertising@traveldaily.com.au

AAA: Exhibit to boost Canberra occupancy

THE Accommodation Assoc. of Australia says it expects "a direct upsurge" in accom business in Canberra stemming from the National Gallery of Australia's Italian Renaissance exhibition.

The AAA says Canberra won't be the only city to benefit from the exhibition, but international gateway cities too.

"Given this will be the first time any of these works have left Europe, the exhibition is likely to draw tourists from interstate and overseas," said the AAA's chief exec. officer, Richard Munro.

The exhibit will start in Dec and run through to Apr, which is traditionally a quieter time for accom providers due to lower levels of corporate travellers around Christmas and in Jan.

Trip Sep bonuses

QANTAS Holidays and Viva! Holidays' loyalty program Trip has bonus points on offer when booking select Bali packages, Etihad fares to Europe and Star Cruises over specific periods - see qantasholidays.com.au/agents.

United/Avianca pact

UNITED Airlines and Continental Airlines have proposed a new codeshare alliance with Columbia's Avianca covering up to 38 int'l and domestic routes.

Beyond cruise options

BEYOND Travel is now selling cruise packages through Russia and the Ukraine using three-star vessels that provide "comfortable accommodation" in 2012, in double, triple or even quad berth.

Bookings made before 31 Oct will earn clients a \$200 Discover More travel credit voucher - for more info phone 1300 363 554.



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.

BCD Travel has announced **Andy Betterton** as its new Head of Technology and E-Commerce for Australia. **Maite Newell** will also remain with the company as its Director of Technology, Asia Pacific.

Emirates has welcomed **Byran Banston** to the newly created role of National Accounts Manager for Australia. The Former Qantas Commercial Manager for Int'l Sales has also worked as regional gm for North & South America, Head of Alliances & gm Strategic Development.

The **Tiger Airways Holdings** Board has named **Chin Yau Seng** as its new Chief Executive Officer effective 01 Nov following Tony Davis' decision to take up another position outside the company.

Creative Holidays has appointed former Emirates Airline NSW sales rep **Peter Douglas** to the role of Director of Sales, effective 12 Sep.

Darren Burgess has been appointed the newly created position of General Manager Sales and Marketing for **Strategic Airlines**.

Nathalie Weber was welcomed by **Hahn Air** in Frankfurt last week to her newly appointed position of Regional Director for Australia and NZ.

Alan Porteous is the new general manager of **Romana Resort and Spa Mui Ne** in Vietnam, effective immediately.

Worldhotels Asia Pacific has named **Jason Lin** as its new Director of Sales, Hong Kong and South China. He previously worked with the brand as the Director of Sales at the Royal Garden Hong Kong.

Chris Evans has been welcomed to **New Horizons Holidays** as its new Managing Director, effective 05 Sep. Evans moves across from Best Flights where he has held a commercial role for the last 10 years.

Lisa Krause has taken on the role of General Manager for **Rydges Plaza Cairns**, effective immediately.

Southern Ocean yoga

KANGAROO Island's Southern Island Lodge will hold a yoga retreat over the weekend of 18-20 Nov, with two night all-inclusive packages from \$1,980ppts.

Boeing to revamp 737

BOEING says it's received commitments from five airlines to order close to 500 modified 737s with larger engines, which were given board approval this week.



TICKETING CONSULTANT Brisbane

Fast growing online travel agency seeking a qualified Amadeus ticketing consultant.

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- Ability to work towards deadlines in fast paced environment
- Ability to communicate with travel agents and public
- Ability to work in a team

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jobs@tslogan.com.au

Yellow Fever rules

SOUTH Africa is to enforce new rules requiring proof of Yellow Fever vaccination for all travellers - even in airport transit - who have been in Zambia or other countries where the disease is endemic.

The stricter guidelines, effective 01 Oct, will see pax without an international Yellow Fever certificate refused entry.

Hawaii clarification

AROUND 17% of Australians travelling to Hawaii visit the Big Island (**TD** yesterday), while 20% take in Maui.

Noosa Transit Centre

GREYHOUND Australia has included the new Noosa Junction Transit Centre into all of its services but will continue to also stop at the existing Noosa Parade location into the future.

The \$10m Transit Centre has seven bus bays, drop off/pick up facilities for tourist buses, public toilets, short term car parks and public plazas.

The joint initiative between the State & Federal governments and the Sunshine Coast Regional Council was created to reduce traffic congestion in Hastings Street & cater for future growth.

Rezidor on Trysil

THE Rezidor Hotel Group will open the 369-room Park Inn Trysil Mountain Resort in Norway in Dec.

The property is Rezidor's 25th hotel in Norway.

Europeans line up to listen



ABOVE: The travel industry was out in force yesterday at a European Chambers of Commerce lunch in Sydney where the guest speaker was federal transport minister Anthony Albanese.

The event was sponsored by Emirates, with attendees also including representatives of a number of freight companies who were vocal in their comments about the government's policies surrounding Sydney Airport.

Albanese also discussed the potential of high speed rail in Australia, with estimates that a project could cost up to \$108 billion and the govt aiming to be fully transparent in examining the issue by releasing regular progress reports for discussion.

Pictured above from left are Richard Leonard, Rail Europe; Evelyn Lafone, Switzerland Tourism; and Virgin Atlantic's Belinda Gurd and Luke Fisher.

Pumpkin Is eco award

PUMPKIN Island on the Great Barrier Reef, which consists of five beach cottages, is laying claim to being the first "carbon positive" island in Australia.

Hummock's new reps

MARKETING firm Spice and Soul has taken on the representation of Three Hummock Island, on the coast of North West Tasmania.

The property offers a newly renovated Homestead that sleeps 14 and a Guest Cottage that will hold up to four guests.

Delta SEA Sky Club

DELTA Air Lines has opened a new 8,300 square foot roof-top airport Sky Club lounge located at Seattle-Tacoma Int'l Airport's South Satellite terminal.

Cox & Kings 20% deal

COX & Kings has extended its 20% commission offer on its full range of small group, private and tailor-made journeys, with the bonus now available on new bookings deposited by 30 Sep for travel until 30 Mar 2012.

In order to obtain the 20% rate agents need to refer to the special offer at the time of booking, with business head Antony Giblin saying the move is due to "overwhelming demand".

WIN A LUXURY WEEKEND AT WOLGAN VALLEY



During September, **Travel Daily** is giving travel consultant readers the chance to win a luxury weekend for two at the Emirates Wolgan Valley Resort, courtesy of our friends at **Bunnik Tours**.

Renew yourself at Wolgan Valley Resort & Spa. Feast on the freshest seasonal, regional produce, relax in unsurpassed luxurious comfort, and soak up the breathtaking beauty of this natural sanctuary.

Enjoy two nights in a Heritage Suite including a bottle of sparkling wine on arrival, gourmet breakfast, lunch and dinner daily, non-alcoholic beverages, a select range of local wines and beer with meals, two on-site nature based activities per day and two 60-minute spa treatments.

In the first three weeks, **Travel Daily** will be featuring a photo of Bunnik's National Sales Manager Craig Owens ('Captain Craig') enjoying a different Bunnik Tour. In the final week readers will be asked to come up with a caption to match the last photo. The subscriber who correctly answers all weekly questions and comes up with the best caption for the final photo will be the winner of this fantastic prize.

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Week 1:
Captain Craig is enjoying a great value Bunnik tour in Europe. Which tour is he on and what is the price of this tour?

Send your answers to: bunnikcomp@traveldaily.com.au

Hint! Visit www.bunniktours.com.au

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Adelaide & Perth
– 02 9231 6444 – sajobs@tmsap.com, wajobs@tmsap.com
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- Galileo and Calypso - 2 weeks
- Galileo and Cross Check – 6 months

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Travel Consultant – Travel Services - Sydney

- Travel consultant - new position
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- Generous Salary Package
- Global Career Progression and Training Provided

Our client is a global powerhouse in the serviced office and professional services space. With over 200 locations worldwide, they are the leaders in providing serviced office solutions, business centre capabilities and advanced integrated teleconferencing facilities. We are currently seeking two full time sales manager roles based in Sydney and Auckland. You will be responsible for targeting, attraction and securing of clients in the corporate sector for the provision of these services. An ideal background would involve sales experience in hospitality, real estate or procurement of corporate services or office products. The ideal candidate must be a positive-minded individual who can sell a solution to a wide range of discerning clients; from PAs to CEOs you can't have any fear in cold calling or networking to build your portfolio.

Contact Emmie T: +612 9231 6444 E: emmie@tmsap.com

Business Development Managers - Corporate Travel SYD CBR

- Great earning potential
- Large travel company with fantastic management and support

This company has a wide portfolio of clients including top blue-chip corporations and major global brand names. You will be responsible for developing and implementing sales strategies within the travel industry and identifying new business opportunities across MICE sectors. You will need to have proven sales experience, strong work ethic, be confident and highly self motivated.

Contact Brendan Grant T: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Corporate Travel Consultant - Western Suburbs - Hills District

- 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 a experienced corporate 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: +612 9231 6444 E: brendan@tmsap.com or apply online now!

Ticketing Consultant - Perth

- Back office role
- Competitive salary and supportive working environment

On behalf of our client we are now recruiting for a Ticketing role. Our client - a respected Consolidator - is currently looking for a talented new member to join their busy team. The duties will include ticketing airfares to ensure ticket deadlines are met, assistance with air related enquires coming to Ticketing Department, actioning of queues through Galileo, Sabre & Amadeus to ensure all bookings are updated in a timely manner. Also submitting BSP on a weekly basis, actioning refunds and re-issues, issuing ACM/ADMs and checking of air quotes completed by Customer Service staff. The successful candidate will have experience in a similar role, knowledge of a GDS, ability to work towards deadlines in fast paced environment, ability to communicate with travel agents and public. Tourism and Travel qualifications are highly desirable. Ability to work in a team is a must. In return for your hard work, our client offers attractive salary package and ongoing training.

Contact Anna Wachowiak T: +612 9231 6444 E: annaw@tmsap.com or apply online now!

Wholesale Reservations Consultant

- Sydney CBD Location
- Exciting international product

Come and join this leader in wholesale travel and be part of this dynamic reservations team. This company is renowned for its funky culture and "family" feel. With a large array of destinations and tours to sell, this company is constantly evolving and expanding to meet client demands. A rare opportunity exists for an experienced wholesale reservations consultant to be part of this winning team. On a daily basis you will be liaising with travel agents and direct passengers on all aspects of promotion of this product. You will utilise your strong customer service skills and outgoing personality to convert quotes into bookings and build long standing relationships internally with staff and externally with clients. To be considered for this role, please bring your previous CRS experience and Wholesale Reservations background; outgoing personality and friendly nature; strong customer service skills and self motivation and commitment. Competitive salary and exciting travel benefits are on offer for the right candidate.

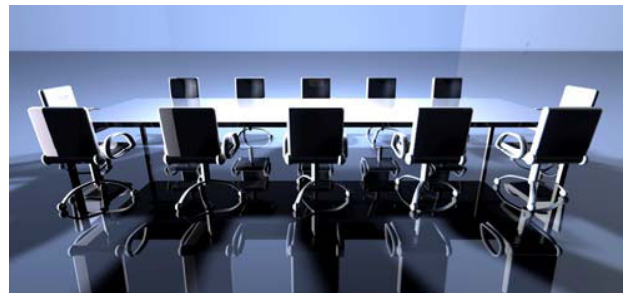
Contact Anna Wachowiak T: +612 9231 6444 E: annaw@tmsap.com or apply online now!



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HIT THE SKIES WITH AN INTERNATIONAL AIRLINE COUNTRY MANAGER

SYDNEY – EXECUTIVE SALARY PACKAGE NEGOTIABLE

Be accountable for managing the country station in its entirety, maximizing revenue and profit generation via all distribution channels through your proven experience in similar role – airline background is essential. You'll hold high level industry relationships and have a thorough understanding of airline operations, sales & marketing and all regulatory requirements. Bring your leadership and innovation to this global airline.

LOVE THE LIMELIGHT OF NATIONAL SALES NATIONAL SALES MANAGER

SYDNEY – SALARY PACKAGE OTE \$140K

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, and manage key high level relationships this leading global organization has an exciting opportunity for you within their Australian business. The NSM will be commercially savvy, highly motivated and have proven record of identifying and winning new business. This high profile national role requires experience in a similar role.

LOSE THE PRESSURE OF COMMISSION TARGETS

RETAIL TRAVEL MANAGER

SYDNEY – SALARY PACKAGE OTE \$70K + EXTRAS

If you have fantastic sales skills and love booking travel for discerning, high-spend clientele whilst leading an experienced team to achieve their goals, bring your talents to this fantastic travel agency in the CBD. The Manager will consult to repeat VIP clientele, carry out day-to-day management duties while also being involved in marketing activities to really mix it up. If you're over cost-of-seat you really should move here.

GOOD WITH NUMBERS?

TRAVEL ACCOUNTANT

PERTH - SALARY PACKAGE OTE \$80k

Join a company where you will enjoy being part of a larger operator responsible for preparing monthly accounting requirements within the office. Your skills will need to include completion of a business/commerce degree with excellent skills in financial accounting and an eye for detail. Preparing month-end reconciliations you will be adept at ensuring company compliance is adhered to and profits maximized.

SHARP OPERATOR WANTED!

**CORPORATE TEAM OPERATIONS & ACCOUNT MANAGEMENT
PERTH – SALARY PACKAGE TO \$80K**

Do you have the ability to carve out a productive team who can work cohesively while also delivering to agreed service levels?

This is your chance to take the leadership role within this growing corporate agency and manage this team to effectively perform. You will be a strong communicator with the ability to gain the best from people and have strong supervisory experience. Join this leading company and make a difference.

2 CRITICAL PRODUCTS, 2 GREAT SALES ROLES

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGES OTE \$80K+

If you're a BDM with one of these great organizations, you'll not only be providing your clients with essential products & services but developing your career at the same time. Both offer great leadership & training, a defined territory for you to manage, and the opportunity of leveraging your strong travel industry relationships to gain more business, which ultimately equals more money in your pocket. Please apply now.

THE "CRUISEST" I.T. ROLE IN THE WORLD

I.T. SYSTEM ADMINISTRATOR

SYDNEY – SALARY PACKAGE TO \$75K

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) this beautiful cruise office has a place for you.

You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be marketing savvy ideally with some SEO skills, Microsoft certified and degree qualified preferred.

UNIQUE SALES ROLE – NORTH AND SOUTH

BUSINESS DEVELOPMENT MANAGER

MELBOURNE - SALARY PACKAGE \$55k + CAR

This unique opportunity will see you developing relationships for this company within a niche market. You will be responsible for expanding sales across Victoria & Queensland being available to travel interstate and regionally throughout each month. Strong presentation skills and an ability to build rapport with your clients will be required in this role. Previous territory management experience required.

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

Toni Francis
NSW & ACT
Ph: 02 9231 2825

Kathryn Heberton
VIC, SA, WA, QLD
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