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Travel Daily
First with the news

Thursday 6th March 2014

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Travel Daily
on location in
Bali, Indonesia


Today's issue of *TD* is coming to you courtesy of Garuda Indonesia, which last night officially joined the SkyTeam airline alliance.

LAST night's official SkyTeam Welcoming Event took place at Bali's five star Mulia Hotel which is on the coast at Nusa Dua.

Featuring 526 rooms and 108 villas, the Mulia also has a lavish spa with 20 treatment rooms.

The luxury property, opened just over a year ago, pulled out all stops for the event, with the signing ceremony taking place in its large conference centre.

For an exclusive *TD* video of the magical moment that GA ceo Emirsyah Satar and SkyTeam md Michael Wisbrun sealed the deal, see traveldaily.com.au/videos.



QF drops dual AOC plan

QANTAS has decided to continue operating with a single Air Operating Certificate across its entire mainline operation, rather than pursuing two separate AOCs for the domestic and international operations.

The move follows last week's half yearly loss announcement (*TD* Thu) and the consequent job, fleet and route cuts.

Despite continuing with a single AOC, the existing separate Domestic and International business structures will continue, led by Lyell Strambi and Simon Hickey respectively.

Lesley Grant continues to head Qantas Loyalty while Jayne Hrdlicka is in charge of Jetstar.

In a communique obtained by *Travel Daily*, group executive Jon Scriven also revealed the appointment of Andrew David to the role of Chief Operating Officer for the whole Qantas business.

David is currently executive

director of Jetstar Japan and was also formerly ceo of Tigerair and COO of Virgin Australia.

He'll be responsible for the AOC for both domestic and international operations along with key regulatory functions shared by both segments, while reporting into the domestic business.

MEANWHILE, QF has also issued a statement following meetings with union leaders yesterday over the job cuts, with the ACTU urging a review of the decision.

Qantas says it has "advised the ACTU that we will not be engaging a third party to look for alternatives to the turnaround plan that we are implementing."

Velocity upgrade

VIRGIN Australia has changed its upgrade policy, making it possible for travellers to use points from its Velocity frequent flyer program to upgrade from Saver fares to Business Class.

The change applies to domestic Virgin Australia flights, with 10,000 points required for an upgrade to business class on sectors up to 600 miles; 17500 for 601-1200; 30,000 for 1201-2400; and 35,000 for 2401-3600 miles.

Upgrades from Saver fares are subject to availability and must be requested by calling 13 18 75 from the time of booking up to three hours prior to departure.

Seven pages of news

Travel Daily has seven pages of news & full page from: *(click)*

- AA Appointments jobs
- *Travel Daily* footy tipping

Evergreen 'Star-Ships'

EVERGREEN Tours has today revealed British style icon Twiggy will be the godmother of the brand new *Emerald Sky* and *Emerald Star* river cruise vessels.

Dubbed "Star-Ships" - and closely related to parent firm Scenic Tours' 'Space-Ships' - the new vessels will be christened in Amsterdam on 09 Apr 2014.

MD Angus Crichton says the 'Star Ships' will revolutionise the European river cruising scene.

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New Brisbane Rydges

CBRE has revealed construction for a new four-star Rydges Hotel will begin this month at Brisbane Showground, expected to open ahead of Ekka 2015.

The property will feature 208 rooms, a restaurant and bar.

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SkyTeam to lift Indonesia

THE addition of Garuda Indonesia to the SkyTeam airline alliance will help to put Indonesia "firmly on the map of world-wide air travel," according to the carrier's ceo Emirsyah Satar.

Garuda officially became SkyTeam's 20th member last night during a signing ceremony in Bali, with the move seen as a matter of considerable national pride for Indonesia.

As well as connecting SkyTeam to one of the biggest economies in South East Asia, acceptance into the alliance is a "giant leap" for Garuda as it continues its huge transformation program.

The period since GA was first flagged as a new SkyTeam member in 2010 has seen huge changes at the carrier including the implementation of

a new reservation system, fleet expansion and the evolution of systems and processes to comply further with global standards.

"This is only the first step on another amazing journey that will undoubtedly lead us to more prospective opportunities," Satar told attendees at the event.

"We feel that joining SkyTeam will accelerate our growth...not only passengers but also cargo".

The move also significantly boosts SkyTeam's access to the Australian market via Garuda's direct flights to Perth, Brisbane, Sydney and Melbourne.

SkyTeam md Michael Wisbrun said Garuda had strengthened the alliance's global footprint, and that with tourism a key part of the Indonesian economy, SkyTeam would play a key role in connecting the country to new markets across the globe.

More from the Garuda SkyTeam event on **page five**.

Register for NRL tips

THE 2014 National Rugby League season kicks off tonight which means today is the last chance to register to participate for every game in **Travel Daily's** exclusive footy tipping comp.

This year's major prize is sponsored by Emirates, who is generously giving away return airfares to Dubai for two.

There is also a holiday for two to Vanuatu including flights with Air Vanuatu and accommodation at the Grand Hotel & Casino.

To register, **CLICK HERE** or see today's **back page**.

APT Burma cruising

EIGHTEEN departures of three itineraries ranging in duration from 18-20 days will make up the inaugural APT river cruise season in Burma, the firm has revealed.

The luxury tour operator late last year announced its entry into the new destination (**CW** 26 Nov), with river cruises to be operated aboard the newly built *AmaPura*.

Featuring 28 suites, the new vessel offers varying types of balconies on each, ranging from French, twin or full step-out.

Fly-free deals, inclusive of taxes, are applicable on two departures, set for 20 Feb and 14 Apr 2015.

Guests will enjoy APT Signature Experiences including visits to a Mahamuni Buddha Temple and to the Leaning Tower of Inwa, pottery making demo, floating market visits and much more.

The new program is available exclusively to the Australian and New Zealand market through APT.

More info on the new program in today's **TD Cruise Update**.

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SmartGate for Singaporeans

SMARTGATE self-processing kiosks are now available to use by incoming Singapore nationals - the first Asian nation to use the state-of-the-art technology.

Minister for Trade & Investment Andrew Robb revealed the move, saying the it gives Singaporeans "a much easier & faster process."

The trial will see the SmartGate facilities available at eight major airports to eligible Singaporeans.

Last year, Australia welcomed more than 385,300 visitors from Singapore, a 12% increase on the previous year and the highest number from any Southeast Asia country.

During the 2012/13 Financial year period, over 4 million people used SmartGates nationwide - up 38% on the corresponding period

the year prior, the Australian High Commission said.

SmartGates are available to Australia, New Zealand and UK citizens on a permanent basis & to US and Swiss citizens with an electronic passport under a trial arrangement.

Customs & Border Protection says over the next 12 months additional countries will also be added to the SmartGate user list, with priority for nations with regular passenger flow here.

Accor F1 hotel spike

HOTEL occupancy at Accor's nine Melbourne CBD properties are at 85% occupancy already for the Sat night (16 Mar) of the 2014 Rolex Australian Grand Prix, the hotelier has revealed.

The Pullman Melbourne Albert Park's occupancy is at 96%.

VP ops for Vic/SA/Tas Adrian Williams says Accor's forecast is for all hotels to be filled during the course of the four-day event.

EY A380 reveal soon

ETIHAD Airways is preparing to reveal further details of its brand new Airbus A380 at the 2014 Arabian Travel Market in May.

EY's superjumbo will enter the Gulf carrier's fleet in the fourth quarter of 2014 and is expected to perform a number of demonstration flights to Australia in Dec of this year.

In Aug, Etihad ceo James Hogan confirmed Melbourne & Sydney were future hubs for its A380.

Ramada Shoal Bay

WYNDHAM Hotel Group is adding an 8th Ramada branded property in Australia at Shoal Bay on the NSW mid-north coast.

The beachfront Ramada Resort Shoal Bay & Spa has recently been refurbished and contains over 200 self-contained units, villas and suites, four restaurants, five bars & three swimming pools.

TK, SQ up codeshare

STAR Alliance carriers Singapore Airlines and Turkish Airlines are set for a "major" expansion of their codeshare partnership.

Under the newly broadened arrangement, Turkish Airlines will place the 'TK' code on SQ flights beyond Singapore to points across South East Asia and the South West Pacific - including Australia - effective 01 May and subject to regulatory approval.

Singapore Airlines will also place its code on TK's flights beyond Istanbul to hubs in Africa, Europe, the Middle East & North America, at the same time boosting its own seasonal services between Singapore and the Turkish capital from four to six weekly.

SQ's extra frequencies to IST are expected to begin from 26 May.

"With this co-operation we will have the opportunity to transfer our passengers to destinations in Australia, New Zealand and South East Asia via Singapore by connecting our networks," TK exec Ahmet Bolat said yesterday.

Singapore Airlines executive vp commercial Mak Swee Wah said the "significant expansion" and increase in flights to IST "is in line with ongoing efforts to expand our network reach."

MEANWHILE, Singapore Airlines has released a video tour of its new SilverKris Lounge facility at Sydney Airport (**TD** yesterday) - the first of the new designs launched in Australia.

CLICK HERE to view the video.



Window Seat

BETTER wear the brown-coloured Speedos for this one.

Thrillseeking holidaymakers in the USA are apparently eagerly awaiting the debut of the world's highest waterslide, set to open in late May at the Schlitterbahn water park in Kansas City.

The highly anticipated "Verrückt" ride is 17 storeys high - taller than Niagara Falls!

It requires four brave riders who are strapped into a raft, and after they plummet down the initial slope, they are then blasted uphill on a multistorey "water coaster" to complete the experience (**below**).

Appropriately, Verrückt is German for "insane", with the four-person requirement of the ride said to make it "more fun because someone is screaming in your ear".

To help build excitement, Schlitterbahn has released a cinema-like preview of the jaw-dropping experience - to view the trailer, **CLICK HERE**.



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Free Doha city tour

QATAR Airways passengers transiting in the carrier's Doha hub can now enjoy a three hour city highlight tour for free.

The initiative is a joint venture between Qatar Airways & Qatar Tourism Authority and aims to promote the Emirate as a tourism destination and encourage transit passengers to consider a future longer stay.

Sites and attractions visited include the Museum of Islamic Art, the Corniche, West Bay area, Katara Cultural & Heritage Village, The Pearl Qatar and Souq Waqif.

The tour is available to pax with between 5 & 12 hours connection on a first-come, first-served basis.

An English-speaking guide provides information and insights about Doha during the trip.

Passengers can obtain a space on the tour at the Doha City Tour counter at Doha Int'l Airport.

There are currently four daily tour times to select.

Eels pack down with Tourism NT



MORE than 120 agents from across Sydney last night headed to Tourism NT's annual NT Muster at Luna Park, which featured 23 suppliers across the Territory.

The major sponsor of the event for 2014 was Great Southern Rail.

The event was hosted by former Parramatta Eels NRL Captain Nathan Cayless, representing the club who signed a four-year sponsorship deal with Tourism NT which will see the organisation's logo emblazoned on the chest lapel of the NRL & U-20's teams. Part of the sponsorship will

also see Eels players travel to the Territory to work with Indigenous communities by running rugby league clinics and helping out in raising community awareness.

Tourism NT will also be focusing in coming months on developing tourism opportunities in the Arnhem Land region (**TD** 15 Jan).

Cayless is **pictured** above third from right with Bev Bury, Tourism NT; Renee Cornelissen, Great Southern Rail; Julieta Vallance, Tourism NT; Jessi Greer, Great Southern Rail and Kathleen Finneran from Tourism NT.

EK, QF driving Dubai

THE staggering growth of Australian visitors to Dubai over the last 12 months (**TD** yesterday) is being largely attributed to the partnership between Qantas and Emirates which launched last Apr.

The increased flight volume between Australia and Dubai also saw a lift in targeted marketing efforts by the emirate in Australia, with the Dubai Department of Tourism and Commerce Marketing director-general, Helal Saeed Almarri, saying the number of Australians who stayed in Dubai hotels rose 39% to more than 269,000 during 2013.

NZ also showed a record performance, with a year-on-year increase of 21% year on year, while Australia has now become Dubai's number 11 source market.

The top ten sources of hotel visitors for Dubai last year were Saudi Arabia, India, the UK, USA, Russia, Kuwait, Germany, Oman, Iran and China.

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Quality, not quantity for SkyTeam

SKYTEAM md Michael Wisbrun says the alliance is "not in a phase of announcing any new members," with the grouping instead currently focusing on boosting synergies between its member carriers and lifting customer service for passengers.

Speaking in Bali last night at the official Welcoming Ceremony for Garuda - SkyTeam's 20th member - Wisbrun said that alliances provided the best way for airlines to cooperate while global ownership restrictions inhibit industry consolidation.

He said Skyteam was constantly working to "find synergies on the revenue and cost side," and that while no new members are in the wings at present, there has been significant growth in the networks of existing SkyTeam carriers.

"Member metal is up 7.5% and codeshares between members grew 10% last year - proof that the alliance is alive and kicking," Wisbrun said.

GA to lift Aussie frequencies, not ports

GARUDA Indonesia ceo Emirshyah Satar says the carrier is expecting further growth in the Australian market, but is planning to boost capacity by putting on more flights to existing destinations rather than adding any other cities.

He told **TD** last night that despite a plethora of Indonesian low-cost carriers believed to be eyeing the Australian market, "I still see there will be enough in terms of the pie because we are full service.

"It's a long flight, 5-6 hours, so we still see people who prefer to fly with a full service carrier".

AUH flight review

THE strong presence of Middle Eastern carriers in the SkyTeam alliance is leading Garuda Indonesia to review its existing non-stop services to Abu Dhabi.

GA ceo Emirshyah Satar last night confirmed that the AUH flights, which connect to Etihad's European network via a codeshare pact, are under review.

"We're looking at it and we don't have any answers yet," he said.

Saudi Arabian religious travel is key for GA, with SkyTeam incl Saudia and Middle East Airlines.

SkyTeam lines up for Garuda



THE official Welcoming Ceremony for Garuda into SkyTeam last night included a parade of support from all of the other 19 airlines in the alliance.

The line-up was reminiscent of an APEC conference, with the executives wearing an array of specially created colourful Indonesian-style shirts.

They were flanked by flight attendants from the member carriers, and the centrepiece of

the event featured a line-up of the tails of the airlines.

Senior Indonesian government officials were also in attendance, while media personalities and pop stars entertained the crowd at a gala dinner after the signing ceremony.

Garuda adds about 40 new destinations to the SkyTeam network which now comprises more than 15,700 daily flights to 1064 airports in 178 countries.

SkyTeam md Michael Wisbrun said the alliance also offers passengers access to 564 lounges worldwide - with new additions planned this year in Sydney, Dubai and "hopefully Beijing".

For lots more photos from the Garuda SkyTeam Welcoming Ceremony see our website and facebook.com/traveldaily.

Landmark VAT ruling

UK-BASED accommodation supplier Medhotels has had a major victory over the taxman, with a court finding overnight that it does not have to pay a £7.1 million bill for VAT.

The long-running case against "bed bank" Medhotels has been in progress since 2007, with the issue being whether it was acting as an agent for property's or trading as a principal.

If acting as a principal then the transactions were deemed to have taken place in the UK meaning Value Added Tax was applicable, but the ruling found instead that tax was payable in the European member state where the accom is located.

LH to stream video

LUFTHANSA has announced a move to streaming video on its European flights, with a system to be deployed on 20 Airbus A321 aircraft operating to Russia, North Africa and the Middle East.

Movies, TV and games will be available on the BoardConnect system, the same as that offered by Virgin Australia.

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2014 Swiss Travel Experience



SWITZERLAND is on a mission around Australia this week to present the 'Switzerland Tourism Experience', visiting all capital cities, with travel agents turning up in Sydney last night to get practical tips on how and where to plan trips to the country.

With a 10% year-on-year rise in Australian arrivals to Switzerland, reps from six major Swiss cities & regions showcased the diversity of Switzerland to the agents, and

to explain the ease of using the Swiss travel system.

"The train is the best way to see Switzerland - we are the home of trains," said Fausto Zaina from the Swiss Travel System.

"If there was a country representing trains, it'd be Switzerland," he told *Travel Daily*.

"When people come to our country they have to feel the tradition, the culture of travelling by train, everything is interconnected, it's smooth, easy, comfortable and punctual, like a Swiss clock," he added.

And it's affordable, noted Zaina.

A Flexi Pass costs only €211 (AU\$320), which gives travellers three days in one month of unlimited travel on every type of train, including all the panoramic trains, such as the famous Glacier Express, he said.

Discounts are also available when purchasing multiple tickets, Zaina commented, saying if two people travel together they get a 10% reduction.

"So instead of paying €211, it's only €189 (AU\$290) per pax."

Pictured at last night's event from left are Rayomand Choksi, Titlis Glacier Mountain and Fausto Zaina, Swiss Travel System with tourism representatives - Daniela Duchs from Jungfrau; Esther Grob, Zurich Tourism; Daniel Egloff, Basel Tourism and Mark Meler, Lucerne Tourism.

HA ditches Taipei

HAWAIIAN Airlines is canning services between Honolulu and Taipei due to low demand.

HA ceo Mark Dunkerley said the carrier plans to swap the A330 aircraft used on the thrice weekly service to the Taiwan capital over to its Seoul Incheon operation.

LH Prem Econ seats

LUFTHANSA has revealed new Premium Economy class seats which will initially be offered on Boeing 747-8 aircraft from Nov.

The new cabin product provides 50% more room than LH's current Economy class seat, achieved by being up to 3cm wider and offering a seat pitch of 38".

Premium Economy pax are provided a luggage allowance of two items (weighing up to 23kgs each) and can access Lufthansa Business Class Lounges for an additional €25 (AU\$38).

Depending on the aircraft, the new cabin will feature between 21 and 52 seats.

Seats will be bookable in May.

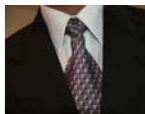
Thursday 6th Mar 2014

Packer eyes Aquis

CASINO operator James Packer is among 20-odd companies that has expressed interest in the casino licence for the multi-billion dollar Cairns resort (*TD* 07 Aug).

Hong Kong businessman Tony Fung was this week given a green light for the massive Aquis Great Barrier Reef Resort and is moving to take over the existing Cairns casino licence from the Reef Casino Trust, *The Australian* says.

Industry Appointments



WELCOME to Industry Appointments, *Travel Daily's* Thursday 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, send us an email at appointments@traveldaily.com.au.

High-end luxury property group **The Leading Hotels of the World** has appointed **Craig Adamson** its new Director for Australia & New Zealand. Adamson will work to develop sales strategies in the local market.

Based in WA, **Asia Escape Holidays** has recruited **Fleur Thornton** as its new Business Development Executive. Thornton brings an extensive retail or wholesale background to her new role in the sales team.

Home-based travel agent network **MTA** has appointed **Sally Gorringer** as its new Business Development Manager for the Queensland, NT and SA markets. Gorringer holds more than 20 years travel industry experience.

Ahead of the rollout of the ATAS Travel Accreditation Scheme, **AFTA** has appointed **David Tooze** as its new Compliance Manager.

Lena Froelich has joined **Complete Travel Marketing** as its new PR, Media and Communications Manager. Froelich was most recently with Aviareps Oceania, promoting Mauritius and Monaco to the local market.

Pan Pacific Hotels Group has named Kim Powley as the new General Manager of the Pan Pacific Perth. Powley returns to the property after more than 30 years in hotels across Asia. Also new is the property's new Executive Chef **Graham Burst**, who brings 30 years culinary experience.

Former explorer leader **Jesus Parrilla** will relocate to San Diego in his new role as vice-president of international business strategy for **Titan SEO**.

Adventure World has recruited **Carole Perrin** as its new Head of Sales. Perrin holds more than 20 years industry experience and joins the TTC wholesaler from Hotelbeds where she held the title of Director of Sales.

Online travel booking and expense management firm **Serko** has hired **Tim Bluett** as its new Chief Financial Officer, based in its Auckland office.

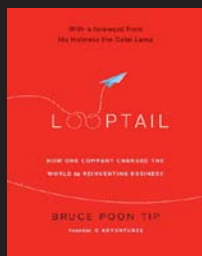
Working with a team of Regional Directors, the **Preferred Hotel Group** has appointed **Anthony Ross** as its new Executive Vice-President for Asia-Pacific, Middle East and Africa. With more than 25 years industry experience, Ross will work to increase market share for member hotels.

Mike Parker-Brown has been named by the **Solomon Islands Visitors Bureau** to manage its local PR & help drive the group's local awareness.

Suellen Whitfield has joined corporate travel firm **CT Connections** as its new Business Development Manager for the NSW market. Whitfield will be tasked with creating sales opportunities with new and existing clients.

WIN 'LOOPTAIL' BY BRUCE POON TIP

Every day this week, *Travel Daily* is giving one lucky reader the chance to win 'Looptail' by Bruce Poon Tip and T-shirt, Courtesy of **G Adventures**.



'Looptail' is the extraordinary true story of Bruce Poon Tip and how, with only two credit cards

and a burning desire to create an authentic travel experience, he created G Adventures, the world's most successful adventure travel company. Bruce reveals his unusual management secrets that allowed him to keep growing his company, his employees fully engaged, and his customers extremely happy.

To win, be the first person to email the correct answer to the question below to:

looptail@traveldaily.com.au

This book has made which top seller list in the US?

Congratulations to yesterday's winner **Deborah Shannon** from **Albert Park Travel**.

Rocky bonus nights

ROCKY Mountaineer is offering one free night accommodation in Vancouver including breakfast and dinner for guests booking a six-night or more Coastal Passage itinerary before 02 May.

The 'Holiday Extra Bonus' is valued at \$750 per couple.

Coastal Passage itineraries operate between Seattle and Vancouver, with guests able to select from either GoldLeaf or SilverLeaf service.

APT, SSO partnership

APT has signed on as the major sponsor of the Sydney Symphony Orchestra and its Master Series under a new two year agreement.

The alliance will see the Sydney Opera House performances marketed as 'APT Master Series.'

India safaris on sale

NATURAL Focus Safaris has slashed the cost of two itineraries in India departing up until 30 Sep.

The 'Golden Triangle' six-day private tour is now \$1,054ppts, a saving of \$290 per couple, and the seven-day Backwaters Cruise is now \$877ppts, a discount of \$240 per couple on 2013 prices.

To book, phone 1300 363 302.

Latin America lands in Australia



BRANDING Latin America is holding road shows in Australia to increase awareness of the South American continent.

They're representing five countries and many hotels across the region, and shows kicked off with a seminar at Sydney's InterContinental Hotel yesterday, the group describing itself as "Missionaries of Latin America."

"We want to spread the word about our fabulous hotels, restaurants and nightlife, every kind of landscape from the beautiful Buenos Aires to the chic Punta del Este," Rodolfo Milesi, founder of Branding Latin America commented.

"We believe there should be more interaction, more air connectivity and more relationships between travellers from Australia to Latin America", Milesi noted.

He said Latin America offers much for the tourist, and recommends Ecuador for its archeology and history, Argentina and Uruguay for lifestyle, Chile for wine and Brazil for its exotic flavour.

"But don't forget, Latin America isn't just South America, it's also Central America and Mexico," added Milesi.

Pictured from left are Tim Allen, Daniela Penno & Rodolfo Milesi, Branding Latin America Group.

WIN A MAGICAL WINTER ESCAPE TO NEW ZEALAND 100% PURE NEW ZEALAND



Throughout March, **Travel Daily** is giving readers the chance to win a five night holiday to Queenstown for two valued at over \$3,500, courtesy of **Tourism New Zealand** and **Air New Zealand**.

The prize includes two return economy class airfares from capital cities in Australia to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawarau Bridge Tandem bungee tickets from AJ Hackett.

Every day this month **Travel Daily** will ask a different NZ-related question. The subscriber with the most correct entries and the most creative response to the final question will win this magical holiday.

Q.4: What is the Air New Zealand agent website address?

Email your answers to: newzealandcomp@traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

TRAVEL INDUSTRY TRAINING MANAGER SYDNEY - SALARY PACKAGE \$\$

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

UNIQUE OPPORTUNITY IN THE WEST!

STATE CORPORATE OPERATIONS MANAGER PERTH – EXECUTIVE SALARY PACKAGE

Reach for the top spot when you join this Western Australia based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be a team player with strong leadership skills and the ability to motivate.

BREAK AWAY FROM THE EVERY DAY SALES ROLE INDUSTRY BUSINESS DEVELOPMENT MANAGER MEL & SYD – EXCELLENT SALARY PACKAGE

Get the equation that's right for you! These superb products and well known brand name are looking for a Sales Executive who will have the ability to deliver and exceed expectations. With a professional brand name behind you and your strong presentation skills you will have the ability to influence others and increase sales for these companies while managing your time effectively in this sensational role.

BE THE LEADER OF THE PACK!

INVENTORY TEAM LEADER SYDNEY – SALARY PACKAGE \$75K ++

Are you tired of working within a hostile team environment? Move your career to the next level and see your career go further. Coming on board as the Team Leader you will be driven, motivated and have a maturity to be able to handle this role running the operational requirements of the Inventory team. Strong inventory experience is essential for this role along with previous supervisory knowledge.

SHARP OPERATOR WANTED!

CORPORATE TRAVEL – TEAM LEADER SYDNEY – SALARY PACKAGE \$80K+

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

YOUR CAREER WILL REACH NEW HEIGHTS

NATIONAL ACCOUNT MANAGER SYDNEY – SALARY PACKAGE TO \$100K+

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

CALLING ALL CORPORATE BDM'S

CORPORATE BDM SYDNEY – GENEROUS SALARY PACKAGE

If you have experience in cold calling and building a local network, then apply that experience in a Sales role that will see you working with a dynamic travel company and with a highly motivated team of people. Your energy and success will keep this corporate agency growing and your rewards will increase through commissions & bonuses. Control your own destiny and prove your selling skills.

IMPLEMENT THIS!

IMPLEMENTATION SPECIALIST SYD & MEL – SALARY PACKAGE \$\$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com

Go to rugby.traveldaily.com.au to register for *Travel Daily's*
Super 15 Rugby footy tipping competition



First prize:
Two economy flight tickets to Dubai with Emirates

Go to afl.traveldaily.com.au to register for *Travel Daily's* **AFL** footy tipping competition

First prize:
Two economy flight tickets to Dubai with Emirates



Second prize:
Holiday to Vanuatu courtesy of Air Vanuatu and Hideaway Island Resort

Go to nrl.traveldaily.com.au to register for *Travel Daily's* **NRL** footy tipping competition

First prize:
Two economy flight tickets to Dubai with Emirates



Second prize:
Holiday to Vanuatu courtesy of Air Vanuatu and The Grand Hotel & Casino