

TEST YOUR KNOWLEDGE You could win \$250!

ENTER NOW

Travel Daily First with the news Manday 1

Monday 18th June 2018



TNZ Nth Is quiz

TOURISM New Zealand is inviting travel agents to test their knowledge in a quiz covering the North Island.

Participants will go in the draw to win \$250.

For more information, see the cover page.



Adv World to Europe

ADVENTURE World will head to Europe in 2019, with the destination featuring for the first time in its new winter program.

The operator's 2019 winter itineraries extend beyond its regular destinations of Canada and Alaska to include Sweden, Iceland, Finland, Asia & the USA.

Adventure World md Neil Rodgers told Travel Daily the new additions were prompted by requests from travel agents.

He said while FIT travel in Europe during the summer season was "quite a crowded space", the company saw "major opportunity" in winter.

"We wanted to do something quite niche so we've taken Europe - which could be categorised as a more mainstream destination - and found the niche element of it."

In keeping with Adventure World's traditional winter offering, the brochure focuses on non-ski winter activities.

"There's nobody really in the market offering these styles of

Toy Story mega-fam

DISNEY Destinations has teamed up with Virgin Australia and Delta Air Lines to offer agents the chance to win a spot on the six-night "A Very Merry Toy Story Land Christmas Mega-Fam" to Walt Disney World Resort, Florida. For details on how to enter, CLICK HERE.

program in winter," Rodgers said.

"This is for a client that might want to do two or three days ski, but not a full 7-14 day lift pass, but wants a winter experience with wildlife, trekking, hiking, snowshoes & that style of travel."

Adventure World's winter program has seen "exponential" growth year-on-year and the 2019 edition features a total of 34 new itineraries.

Additions in Europe include an eight-day Fat Biking in Finland package, seven-day Arctic Sweden & the Icehotel and five-day Iceland Northern Lights, while in the USA there's a nineday California Winter Expedition and 12-day Utah Wonders and National Parks.

In Asia, a highlight is a nine-day Snow Leopard Expedition in the Indian Himalayas, which includes five days searching for snow leopards and other wildlife.

Adventure World confirmed it would continue its GSA partnerships with Headwater Holidays and Exodus, both operators who offer Europe travel. View the brochure online HERE.

Today's issue of TD

Travel Daily today has six pages of news and photos including a front cover page for Tourism New Zealand plus full pages from:

- One&Only Wolgan Valley
- AA Appointments jobs

Christmas in Jul

EMIRATES One&Only Wolgan Valley is running a Christmas in Jul offer leading in at \$2,175 per villa per night.

Guests will enjoy a Christmasinspired degustation, crackling bonfires and festive treats.

More details on page seven.



SAVE OVER \$3,000

per couple* when you

Pick your Polar Perk!

Applicable on 19/20 Greg Mortimer polar voyages!

Svalbard Odyssey | 11 days

Departing 22 June 2020 and many more itineraries to choose from



Balcony Stateroom from \$9,300pp*

Book with your preferred wholesaler or contact Aurora Expeditions:

P: Freecall 1800 637 688

E: agents@auroraexpeditions.com.au



*Book & deposit before 31 July 18. For more details & T&C's, <u>click here</u>

Greg Mortimer 19/20 Polar Voyages Click here to download or order your copy from TIFS.

→ EOFY BONUS

Earn 50% more Status Credit

when you book and travel on eligible Qantas Flights Register and book by 19 June for travel by 31 August 2018



*Terms & conditions apply.







MORE INFO >



STOPOVER VISA-FREE IN KAZAKHSTAN

Air Astana welcomes you to visa-free* Kazakhstan. Book your Stopover Holidays package in Almaty or Astana starting from just US\$1 on route to Central Asia, Russia

*Up to 30 days stay for Australian passport holders

() 02 8248 0060 www.airastana.com



NZ to charge tourism tax

THE New Zealand Government has outlined plans to hit international visitors with a tourism tax in a bid to reap up to NZ\$80 million (A\$75m) a year to fund new infrastructure.

The country's Tourism Minister Kelvin Davis has revealed plans for a fee of NZ\$25-35 (A\$23-33) which would contribute to conservation projects and tourism infrastructure, and has opened a consultation period on its implementation.

Australians appear to be exempt from the proposal, with Davis declaring the tax "will not affect our major short-haul markets, Australia and the Pacific Islands".

"As a Government we need to find a way to provide sustainable

Sharp back at Insight

LORRAINE Sharp has returned to Insight Vacations and Luxury Gold as managing director, covering for Alex O'Connor's parental leave.

Sharp led Insight five years ago and worked with The Travel Corporation across multiple brands for two decades.

funding to invest in both our tourism infrastructure and our conservation estate," Davis said.

"We don't believe that the financial burden should rest purely on the shoulders of New Zealanders - we do believe that visitors should pay their fair share," he said.

To be called the International Visitor Conservation and Tourism Levy (IVL), the tax would be paid when visitors applied for an electronic travel authority or visa.

"Already we've ruled out charging the IVL through tickets or requiring payment at the airport," Davis said.

Evergreen to Egypt

TWO new itineraries have been released with the Evergreen Tours 2019/2020 Egypt and Jordan brochure, both combining Nile cruises with touring.

They include a 10-day Cairo & Ancient Egypt River Cruise from \$5,995pp including flights, and a 15-day Cairo to Amman & Ancient Egypt River Cruise priced from \$8,395pp including flights.

CLICK HERE for the brochure.

VA homeloan bonus

VIRGIN Australia has announced a partnership with Westpac in which the airline will provide up to 500,000 bonus Velocity Frequent Flyer Points to bank customers who take out a home loan

The offer is available to new Westpac Premier Advantage Package home loan customers who apply by 30 Sep and settle by 30 Nov.

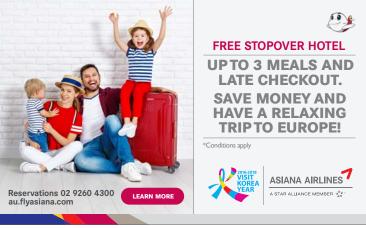
Loans of \$250,000 or more attract 200,000 points, while loans of \$1 million or more earn 500,000 points.

Autopia into WA

GET Lost Travel Group will expand its Autopia Tours operations into Western Australia, having announced a series of new tours from Perth.

The Melbourne-based operator will offer a choice of itineraries of 1-14 days, connecting the WA capital with destinations including Monkey Mia, Exmouth, Karijini National Park and Broome.

Its core product will be a sevenday Exmouth Explorer departing each Tue & Fri to Shark Bay & the Ningaloo Coast, for \$1,295pp.







EARN A \$50 VOUCHER

For every ski booking you make through Skimax Holidays to Banff National Park in the Canadian Rockies.

*Book before 31 July. T&Cs apply.







Travel Daily

on location aboard Oceania Regatta

Today's issue of TD is coming to you from Prince Rupert, British Columbia, which is the final port of call for *Oceania Regatta* on its Panoramic Passages itinerary.

PRINCE Rupert is the hub of British Columbia's North Coast and is located 770km north of Vancouver on Kaien Island, halfway along the Inside Passage.

Regatta's passengers have made the most of stunning weather by taking part in a range of outdoor activities, with Prince Rupert poised on the edge of the Canadian wilderness.

Over the weekend the ship also called at Sitka, Alaska, which was formerly the capital prior to the territory's sale to the USA by Russia in the 186os, offering plenty of wildlife viewing including some exciting bear spotting.

HA-JL seek joint venture

HAWAIIAN Airlines has announced plans to create a joint venture with its codeshare partner Japan Airlines, aiming to boost Hawaii's visitor numbers by up to 350,000 people per year.

The pair have filed an application for antitrust immunity with the US Department of Transportation and Japan's Ministry of Transport in a bid to create America's first airline joint venture not involving one of the big three carriers.

If approved, the venture would

Fiji revamps Tabua

FIJI Airways has made changes to its Tabua Club loyalty program, introducing benefits associated with its new oneworld connect membership (TD 04 Jun).

The revamp involves a new tier, Tabua Club Plus, allowing lounge access and other benefits when flying with AA, BA, CX and QF.

give Hawaiian access to 34 destinations in Japan including Nagova and Okinawa, as well as 11 Asian points beyond.

In return, Japan Airlines would improve its links among the Hawaiian islands and increase access to Hawaiian's non-stop flights from Honolulu to Tokyo Haneda and Sapporo.

The carriers estimate the plan will contribute between US\$184 million and US\$402 million per year to the Hawaiian economy.

Tas heritage plan

HOBART'S historic Treasury Buildings could be sold for development into a hotel or other tourism venture under plans by the Tasmanian Government.

An expressions of interest process will be held to seek alternative uses for the buildings, which the govt says are no longer suited for use as offices.



Window Seat

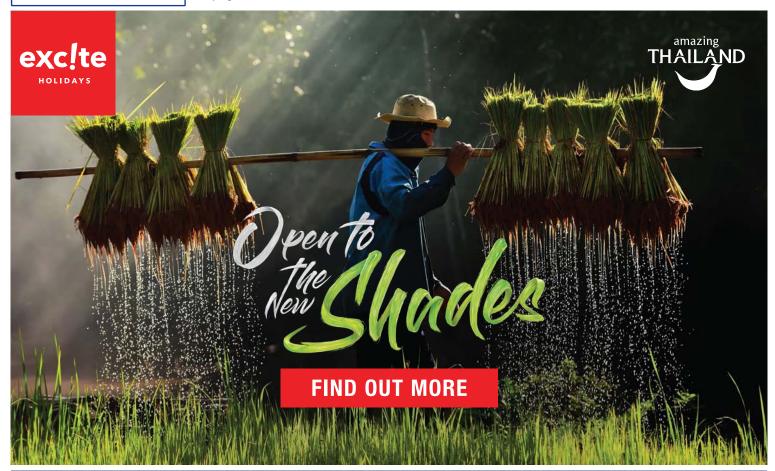
FOR those audacious travellers who grumble at the fact most of the Earth has been well and truly mapped, Intrepid is offering a lifeline via a new oneoff "Uncharted Expedition".

A small group of 10 adventurous daredevils will embark on a 3,500 km trip to the "unknown", featuring towns and villages which can't be found on Google Maps.

Beyond the sheer thrill of venturing into the mysterious abyss, Intrepid says travellers will be granted occasional access to "cold showers" and "fermented mare milk".

The trip departs Jun next year and will cost \$6,545pp.

The itinerary lists top secret locations in Kazakhstan and Mongolia - god speed!





Scenic World win

THE right to operate climbing and other tourism activities on the Sydney Harbour Bridge has been awarded to Hammons Holdings, owner & operator of Scenic World in the Blue Mountains.

The company secured the contract through a competitive tender process and will replace BridgeClimb Sydney from 01 Oct after 20 years of ops (*TD* Fri).

"We will be exploring ways to safely expand access to new areas of the bridge, use innovative technology to bring it to life, and make its history and connectivity a more central part of the experience," said Hammons Holdings ceo David Hammon.



NRL ROUND 15 WINNER

Congratulations

DILLON MARTIN

from Virgin Australia

Dillon is the top point scorer for Round 15 of Travel Daily's NRL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**.

FC agents hit the streets of KL



TO CELEBRATE the relaunch of flights from Brisbane (**TD** 08 Jun), Malaysia Airlines recently hosted a group of Flight Centre agents on an exploration of Kuala Lumpur.

The group stayed at Berjaya Times Square Hotel for two nights and hit the streets of the city to take in some of the tourist sites.

The itinerary included a visit to the Big Apple Restaurant where the agents enjoyed a seasonal buffet spread.

Pictured at the hotel's Central Park swimming pool are Aaron Willis, Robert Caldwell, Chelsea-

Pac Islands growth

INTERNATIONAL tourist arrivals to Pacific Island countries in 2017 grew by 7%, according to South Pacific Tourism Organisation (SPTO) figures.

The figures showed 1.3 billion visitors were recorded in total for the year, the strongest growth exhibited in seven years.

"Growth is well above the sustained and consistent trend of 4% or higher growth since 2010," said SPTO chief executive officer Chris Cocker.

"This means about 83 million more tourists travelled internationally in 2017, compared to the additional 46 million in 2016," he added.

Australia and New Zealand topped the source market ranking, accounting for a total of 50.3% of visitors.

Lee Small, Storm Clark, Jacinta Mullins, Brodie Lewis, Abigail Hubbard, Alicia Laker, Gabrielle Dorman, and Calvin Lim, director business development for the Berjaya Times Square Hotel.

VS UK from \$765

VIRGIN Atlantic is currently offering discounted fares to the United Kingdom starting from \$765 Economy class return.

Premium class return flights lead in at \$2,580pp and bookings must be made by 01 Jul.

For further info **CLICK HERE**.

Viking greets Orion

VIKING Cruises welcomed the fifth ship to its fleet on Fri with a lavish christening ceremony in Livorno, Italy.

Retired NASA astronaut Anna Fisher was appointed the godmother of 930-pax *Viking Orion* and used a broad axe to cut the ribbon that launched a bottle of Norwegian aquavit spirit against the ship's hull.

Orion will visit the Western and Eastern Mediterranean in her maiden seasons this northern summer before heading east to sail itineraries in Asia, Australia and Alaska.

The vessel boasts a gross tonnage of 47,800 and has 465 all-veranda staterooms.

MLTP Exec event

DESTINATION Melbourne is gearing up to run a three-day tourism leadership program called MTLP Executive.

The workshops are scheduled to be held 07 Aug, 21 Aug, & 04 Sep, with spots limited to 20 people & bookings to close by 30 Jun.

The events will explore trends set to shape tourism such as innovations and disruptors and the program is designed to equip attendees with a personal action plan and a communication and engagement strategy.

Facilitators include trainer and coach Mel Neil who specialises in emotional intelligence.

For more info, **CLICK HERE**.



AFL ROUND 13 WINNER

Congratulations

REBECCA CAREY

from helloworld Ballarat

Rebecca is the top point scorer for Round 13 of Travel Daily's AFL footy tipping competition. She's won \$100 travel credit courtesy of Expedia.





The major prize for the 2018 footy tipping competition is return economy class airfares to Dubai flying with

EMIRATES.



MTA agents zip off to Thailand



THE Unique Tourism Collection (UTC) treated a group of MTA agents to a seven-day famil to Thailand earlier this month.

Agents either hadn't ever visited

WIN WITH BREAKAWAY

Breakaway Travelclub,

Australia's
largest and
leading travel
industry
travelclub,
has teamed
up with Luna
Park this week

to give two



lucky *Travel Daily* readers the chance to win a double day unlimited rides pass to Luna Park Sydney.

Luna Park Venues is one of Sydney's most sought-after meeting, exhibition and conference centres.

All you need to do to win is LIKE Breakaway Travelclub's Facebook page and tell us which travel deal featured on their page in the last two weeks you would love to take advantage of and why?

Email your answer by COB on Fri 22nd Jun to lunaparktix@traveldaily.com.au

The two most creative entries will be the winners.





Thailand before or hadn't been for around 20 years and the itinerary included Pimalai Resort & Spa in Koh Lanta, The Library in Koh Samui and COMO Point Yamu in Phuket.

Pictured: Sally Stein, MTA Albury; Amber Halleday, MTA Mount Gambier; Pauline Haldane, MTA Perth; Svetlana Jovanovic, UTC; Debra Johnston, MTA Perth and Julia Campbell, MTA Fiji.

SYD stretch studio

SYDNEY Airport has unveiled a new flexology centre at T1 International terminal.

The initiative is in partnership with Stretch Studio and is designed to enhance mobility and wellbeing of passengers through assisted stretching before boarding.

Tasmanian journeys

THE Hodgman Liberal Government has committed to an investment of \$1.4 million over three years to further grow tourism and create jobs in regional Tasmania.

Last week's State Budget also confirmed that \$800,000 will be immediately available in 2018-19 for infrastructure and signage to start this process.

The 2022 goal is for 70% of all visitors to Tasmania to stay overnight in a regional area during their trip.



Brochures

WELCOME to Brochures of the Week, *Travel Daily*'s Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Natural Focus Safaris - India & Bhutan 2018/19

Natural Focus Safaris has released its 2018/19 India, Bhutan, Nepal and Sri Lanka brochure, which includes the 18-day Tigers and Southern Delights and 17-day Taj, Temples and Tigers small group tour. There is also a range of sample itineraries ranging from excursions to Rajasthan and the Golden Triangle to explorations of the Himalayan foothills, Buddhist culture in Bhutan, a

safari in Nepal or the cultural treasures of Sri Lanka.



World Expeditions - Africa & Middle East

World Expeditions' new Africa and Middle East brochure features 16 new itineraries, including routes on Mt Kilimanjaro, treks in Uganda, Morocco and Ethiopia, along with itineraries taking in cultural festivals, walking, cycling and wildlife safaris. Other new trips include Festivals of Ethiopia, which visits two of the country's festivals, the Genna and Timket

Festivals; two new trips on the Zambezi River – the Mana Canoe Safari and the Mana Walking Safari, a South Africa Cycling Adventure and a Serengeti Fly-In Safari.



Contiki - USA & Canada 2018-20

Contiki has launched its USA & Canada 2018-2020 brochure, detailing information on Contiki's trips including accommodation, hotels, breakfast and food experiences. The trips include a focus on outdoor activities such as the Hornblower Cruise in Niagara Falls, hot air ballooning over New Mexico, visiting the Grand Canyon and the "Wild West" landscapes of

Monument Valley.



Silversea - ATLAS Voyages Collection 2019

Silversea Cruises has released its 2019 ATLAS Voyages Collection detailing itineraries covering all seven continents and over 900 destinations. The key highlights include a Northeast Passage crossing on Silver Explorer and Silver Muse's inaugural season in Alaska, which offers 10-12 day itineraries. The Europe program visits 40 countries and features overnights,

late departures and a number of new ports, along with the 48-day Grand Voyage of the Mediterranean departs into 39 ports and visiting nine countries.

Vivid switches off

AFTER 23 nights of light, music and ideas, Vivid Sydney has turned off its lights.

Crowd pleasers included the Metamathemagical on the Sydney Opera House, inspired by Australian motifs across science, nature and culture, the 1,000 Cranes in The Rocks, which shared a message of spreading "hope" and Snugglepot and Cuddlepie on the facade of Customs House.

Last year Vivid set a new record with 2.33m visitors and injected over \$143m into NSW's visitor economy and this year's figures will be released at a later date.

GO Hols appoints

SARAH Hunter has been appointed to the position of general manager, GO Holidays in New Zealand.

Hunter was previously in a senior leadership role within dnata's B2C Middle East and India travel business in the UAE.

G Adv Colombia

G ADVENTURES and Planeterra, have partnered with the Lost City of Teyuna's Indigenous Wiwa community to launch a new seven-day Colombia

page 5

Lost City Trekking tour.
 CLICK HERE for details.



Vancouver's C\$9.2b expansion



VANCOUVER International Airport (YVR) has announced it will invest C\$9.2 billion on expansion projects over the next 20 years.

The plan will see 75 major projects completed over the period with construction formally commencing last week.

Some of the projects include terminal expansions, as well as the construction of new parking and car rental facilities.

"As we build the airport of the future, our focus is to move

Oceania savings

OCEANIA Cruises has launched a new PreCruise Savings Program that allows guests already booked on a cruise to access savings up to 30 days prior to their embarkation date.

Discounts include \$1,900 per stateroom, US\$100 shipboard credit and reduced deposits.

Call 1300 355 200 for more.

people and goods efficiently, while continuing to delight people with a wide range of offerings, amenities and outstanding customer service," said Vancouver Airport Authority president & ceo Craig Richmond.

YVR welcomed a record 24.2 million passengers in 2017 and is forecast to grow to 32 million pax by 2022.

A rendering of the YVR Pier D expansion is pictured.

Bundaberg first

THE Queensland city of Bundaberg welcomed its first cruise ship over the weekend as Silversea Cruises' Silver Discoverer docked as part of its 15-day itinerary from Port Vila to Cairns.

"This presents a great opportunity for our region... to give a small taste of what Bundaberg has to offer," said **Bundaberg North Burnett Tourism** general manager Katherine Reid.



giving agents the chance to win two tickets to Kuala Lumpur flying with Malaysia Airlines return from ADL/BNE/MEL/PER/SYD.

In celebration of the resumption of Malavsia Airlines new Brisbane to Kuala Lumpur flights commencing Wed June 6, you and a friend will fly Economy Class to KUL with Malaysia Airlines.

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to mhcomp@traveldaily.com.au

010: True or False. MH has won the Skytrax 'world's best cabin staff' award five times? (HINT)



Terms and conditions apply

EU restores Indo

THE European Union has removed all Indonesian carriers from its airline black list, opening the way for Indonesian airlines to apply for services into Europe.

The move acknowledges steps to improve safety standards.

Spirit expansion

SPIRIT Airlines will launch a range of new int'l services from Orlando International Airport to 11 destinations in Latin America and the Caribbean later this year.

The new Latin American routes will be introduced from 04 Oct to destinations including Guatemala City, Panama City, Bogota, San Salvador, and San Jose.

NK also plans new domestic flights from Orlando to Asheville and Greensboro, Nth Carolina, and Myrtle Beach, Sth Carolina.

Musk O'Hare plan

ELON Musk's The Boring Company has been given the go ahead to construct a high-speed rail line connecting downtown Chicago with O'Hare International Airport.

The project will aim to cut travel time between the two destinations to under 20 minutes.

Costing for the rail line is estimated to be under US\$1b with no completion date set.

Turkey DFAT advice

DFAT is advising Aussie travellers to exercise a high degree of caution in Turkey as campaign rallies and demonstrations heighten in the lead up to elections.

Advice for Ankara & Istanbul remains at the highest level due to threats of terrorist attack.

FIND THE RIGHT TRAVEL SUPPLIER FOR YOUR NEEDS IN THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY.



Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994. Travel Daily is Australia's leading travel industry publication EDITORIAL

info@traveldaily.com.au

Editor in Chief and Publisher - Bruce Piper Managing Editor - Jon Murrie

Editor - Jasmine O'Donoghue Contributors - Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, Jenny Piper, Christian Schweitzer

ADVERTISING AND MARKETING Sean Harrigan and Lisa Martin advertising@traveldaily.com.au

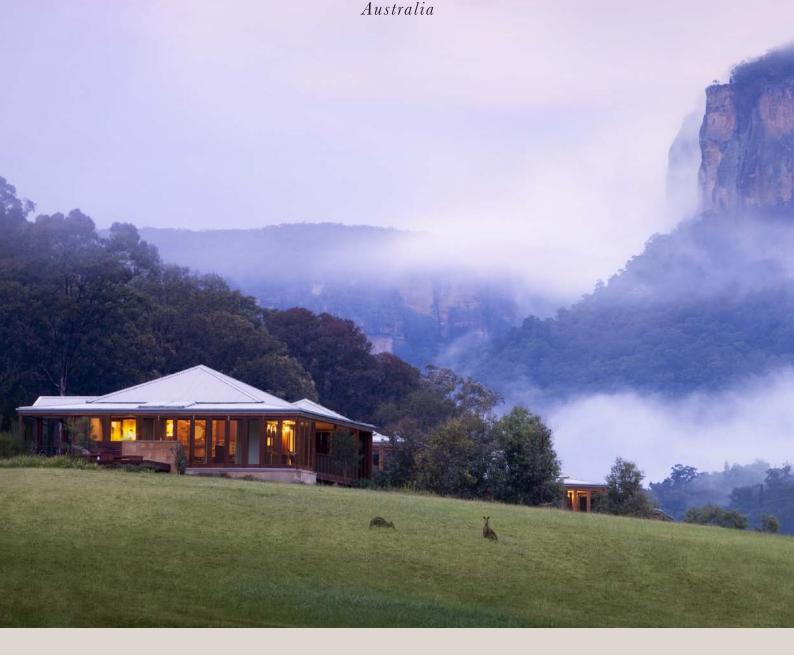
BUSINESS MANAGER Jenny Piper accounts@traveldailv.com.au Suite 1, Level 2, 64 Talavera Rd Macquarie Park NSW 2113 Australia PO Box 1010 Epping NSW 1710 Australia Tel: 1300 799 220 (+61 2 8007 6760)

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldailv.com.au.



Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of Travel Daily no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.





CHRISTMAS IN JULY

Celebrate the very best of Yulefest during weekends in the month of July and experience a spectacular Winter Wonderland with crackling bonfires, delicious festive treats and a traditional Christmas feast.

Retreat to the Greater Blue Mountains this winter and enjoy an indulgent Christmas in July offer starting from \$2,175 per villa per evening for two. Magnificently secluded private villas each with their own shimmering pool, a Christmas-inspired degustation dinner and breathtaking beauty await. What's more, daily gourmet dining, selected beverages, cheese and wine tasting, Yuletide Bonfire, selected nature activities and complimentary in-villa snack bar are all included.

*Offer is subject to availability and valid for travel in July 2018. Travel dates must include stay over a Saturday evening in the month of July 2018. Minimum two-night stay and other terms and conditions apply.

reservations@oneandonlywolganvalley.com +61 2 9199 1811 oneandonlywolganvalley.com



www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

NEW KEY ROLE AVAILABLE

GENERAL MANAGER SALES BRISBANE – EXECUTIVE PKG ON OFFER

We are looking for a senior executive with extensive experience in leading global sales teams. You will be responsible for the successful cultural, commercial and financial performance of the business. Executive package on offer for the right candidate. Experience in global touring, strategies, sales, marketing and business operations required along with a track record within a global environment leading and developing teams.

NEW PREMIUM BRAND BUSINESS DEVELOPMENT MANGER SYDNEY STRONG BASE PLUS CAR AND BONUSES

This premium product is on the lookout in Sydney for a highly motivated, experienced sales manager to assist growing their amazing brand and presence in the region. You will have strong presenting skills, with sound negotiating skills, and have a strong business acumen. A strong package including a car and quarterly bonuses that are actually paid!! Famils and the chance to work for one of the best in the industry.

PASSIONATE ABOUT PRODUCT?

SENIOR PRODUCT MANAGER/ASSISTANT TEAM LEADER BRISBANE – UP TO \$120K PKG

Are you an experienced Product Manager looking for a new challenge? You will be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Assist the TL in developing & implementing strategy, enhancing supplier relationships & agreements & developing the team. Top salary on offer DOE. Previous Product Management experience in a wholesale environment essential.

MANAGE & DELIVER

SALES MANAGER

MELBOURNE/PERTH - SALARY \$70-\$90K DOE

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

EDUCATIONAL ACCOUNT MANAGER

ACCOUNT MANAGER/BDM NSW – SALARY \$70K PLUS UNCAPPED COMMS

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

NEWPRODUCT SPECIALIST PRODUCT MANAGER

BRISBANE – UP TO \$94K PKG

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

ARE YOU CREATIVE

MARKETING MANAGER MELBOURNE – UP TO \$90k PLUS SUPER

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

IT SALES

BDM/AM- INDUSTRY SUPPLIER SYD/MEL – UP TO \$120K PLUS BONUS PLUS SUPER

We are looking for a talented business development manager who is ready for their next move, you would ideally come from an IT sales role or Corporate TMC and have a proven background in sales. This role will see you looking after 70/30 spilt sales and account management. Included in the package is a great base salary plus a strong bonus scheme and many other benefits. Please send your CV with a cover letter.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600