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Want your career search handled confidentially? Call the experts!

***NEW* LEAD AND INSPIRE**

**SENIOR PROCUREMENT TEAM LEADER
BRISBANE – UP TO \$137K PACKAGE**

Our client is looking for an inspiring leader with experience in wholesale product procurement. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing supplier relationships & agreements to achieve sales & revenue goals. Strong procurement, leadership, negotiation & strategy skills required. Top salary plus career opportunities, travel benefits and much more. Apply today.

***NEW* ARE YOU A DYNAMIC LEADER?**

**DIRECTOR OF SALES & MARKETING
SUNSHINE COAST – UP TO \$110K + SUPER**

This international hotel chain is now looking for an innovative Director of Sales to join their team. You will be responsible for leading the sales & marketing team, developing strong relationships with key decision makers, design & implement strategies across all markets & forecasting & budgeting. Current experience as DOS within hotels essential along with proven results in sales & marketing. Great package + benefits on offer.

PERTH IS CALLING

**CORPORATE SALES MANAGER (WA)
PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE**

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

GROWING TMC

**CORPORATE ACCOUNT MANAGER
SYDNEY- SALARY UP TO \$100K**

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

INSPIRE OUR YOUNG

**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.

MICE SALES

**BUSINESS DEVELOPMENT MANAGER
SYDNEY- \$100 ++**

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

CORPORATE SALES ROLE

**BUSINESS DEVELOPMENT MANAGER
BRISBANE – \$71K PKG + BONUS**

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

UNIQUE OPPORTUNITY TO GROW YOUR CAREER

**SENIOR BUSINESS DEVELOPMENT MANAGER
SYD- BIG BASE \$100K PLUS BIG BONUSES**

Join this unique travel company in Sydney, you will be responsible for the growth in corporate area, whilst overseeing the operational duties, a strong track record in sales within a TMC and good leadership qualities are the core skills required for this role. Career growth is huge for the right candidate, salary is flexible dependent on the person with a great commission scheme.

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

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