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Kiwi Peak challenge

TOURISM New Zealand & Air New Zealand have launched a new game called "Kiwi Peak Pro" offering agents a chance to learn about NZ's ski mountains.

The game provides educational challenges along the way and gives agents a chance to become an expert on New Zealand ski holiday products.

See the **cover page** for more.

Six Senses head

SIX Senses Hotels Resorts Spas has appointed Karen Morris to the role of Regional Director of Sales and Marketing for Australia and New Zealand.

She has been with the company for three years and will be charged with driving the high-level strategy for the local market and will collaborate closely with property directors across the group's portfolio.

For more appointments, see **page seven** of today's issue.

Travel rich list fluctuates

THE wealth of the travel industry's richest members has fluctuated over the past year, according to US business magazine *Forbes'* latest list of billionaires.

Among those that prospered over the past year were husband and wife team Gianluigi & Rafaela Aponte, owners of MSC Cruises who saw their fortune rise by US\$1.5 billion to reach a staggering US\$10.8 billion.

Other people who saw their wealth soar include Michael Kadoorie, Chair of Hong Kong & Shanghai Hotels, which includes

the luxury Shangri-La brand.

Kadoorie pocketed an additional US\$1.4 billion to see his wealth climb to US\$8.7 billion.

Expedia Chairman Barry Diller saw an increase to US\$3.6b, while Arne Wilhelmsen, co-founder of Royal Caribbean increased to US\$3.4b and Torstein Hagen, founder of Viking Cruises reached new heights of US\$2.4b.

Those who saw their wealth decline include Micky Arison, Chairman of Carnival Corporation, who lost US\$800m, reducing his wealth to US\$8.9 billion.

Also on the slide was Karen Pritzker of Hyatt Hotels, down to US\$4.9b, Virgin founder Richard Branson, down to US\$4.5b and Globus family of brands' Sergio Mantegazza, dipping to US\$2.5b.

Forbes reported that for the second time in a decade both the number of billionaires and their total wealth shrank, attributed to weaker stock markets.

Qantas \$60 fee

QANTAS Agency Connect and Qantas Group Travel are reminding agents that from today a fee of up to \$60 will be incurred for some telephone and email services (**TD 06 Feb**).

Service fees do not apply if the Qantas Agency Connect Team is contacted within one business day of departure or Qantas Group Travel within 48 hours of departure.

For more information on Qantas' service fees **CLICK HERE**.

Kokomo celebrates

KOKOMO Private Island Fiji is celebrating its second birthday by offering guests two complimentary nights.

Additionally, the resort is rewarding guests with spa treatments and two scuba dives on all stays of six nights or more.

For more information on the offer see **page nine**.

Today's issue of TD

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

- Kokomo Island
- AA Appointments jobs

Rocky Mountaineer
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Australia widens China net

TOURISM Australia has today launched a campaign aimed at attracting the “emerging and lucrative” Free and Independent Traveller (FIT) from China.

Called “Too Australian for Words”, the push highlights the “action-packed and ‘out-of-the-box’ experiences that can be enjoyed beyond major cities,” such as diving with crocodiles in the Northern Territory or bunking down in a bubble tent in Capertree, New South Wales.

“We must continue to find new ways to appeal to the Chinese market,” said Australia’s Minister for Trade, Tourism and Investment Simon Birmingham.

“This campaign does exactly this whilst at the same time looking to promote regional Australia,” Birmingham added.

The campaign coincides with the release of a new report by Tourism Research Australia that highlights the rapidly growing Chinese FIT market.

The report shows the segment had contributed over 50% of the total growth in Chinese visitors over the last decade, recording an

annual growth rate of 18.8%.

“China is Australia’s largest and most lucrative tourism market, worth more than \$11.5 billion to the Australian economy, but this report shows the type of Chinese traveller is starting to shift,” Birmingham said.

“With rising incomes, greater wealth dispersal and increased consumerism in China, there is significant potential for Australian inbound tourism from China.”

FITs are also more likely to stay over three times longer than those on an organised group tour, according to the research.

AAT Day Tours brox

FIVE new Day Tour brochures have been released by AAT Kings, covering the Top End, Red Centre, Adelaide, Sydney and Melbourne.

The brochures feature full and half day tours, included four new full day trips.

The new additions visit the Yarra Valley for gourmet food and wine, the Great Ocean Road and the Twelve Apostles, the Blue Mountains and feature foodie experiences in the Hunter Valley.

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Women's Day support

THE industry has thrown its weight behind International Women's Day tomorrow, with a swathe of travel brands moving to show their support for the annual occasion.

Tomorrow *Travel Daily* will be covering the JITO Connected International Woman's Day event, which will see over 30 speakers in two venues and five workshops held in Sydney.

Companies showing support include Intrepid, who has launched four women-only tours in Kenya, Nepal, India and Turkey.

The trips include experiences that can only be accessed by women, such as swimming at a female-only beach & offer women the chance to learn about the

everyday lives and challenges of other females around the world.

Intrepid Global Product Manager Jenny Gray said the tours "allow travellers to enter private spaces and foster conversations that would be impossible in mixed gender groups".

Additionally, Crooked Compass has released a new agent and companion rate to mark the day.

The women's Remarkable Rwanda small group tour departing in Oct is discounted to a special agent price of \$7,076ppts, or a companion price of \$7,500ppts.

The tour includes access to Dian Fossey's Gorilla Doctors and observation of the endangered primates.

MEANWHILE, tomorrow in Melbourne over 300 guests are set to join FCM Travel Solutions and Corporate Traveller to celebrate the social, economic, cultural and political achievements of females.

"As both companies boast a workforce that is approximately 75% female, we are committed to supporting female development within our organisations and across industries," said Melissa Elf, GM of FCM Australia.

"For FCM and the broader Flight Centre Travel Group, there is a lot of work underway to strengthen our support networks, career development and mentoring opportunities to help women achieve their goals."

IASC decisions

THE IASC has released a series of decisions regarding Qantas' applications on routes to Japan and New Zealand.

From 31 Mar, Qantas' codeshare partner Finnair will be able to market flights between Australia and Japan operated by Jetstar.

IASC also decided to allow Finnair to codeshare and market flights operated by Qantas between Australia and NZ.

MEANWHILE, Qantas has applied for additional capacity between Australia and Indonesia.

The carrier plans to add one more weekly service on the route, to be operated by Qantas or a wholly owned subsidiary.

AirAsia X KL-SYD

AIRASIA X (D7) has filed changes to its flights between Kuala Lumpur and Sydney.

D7 will reduce flights from 11 per week to seven between 04 Mar-30 Jun and 03 Aug-01 Oct, but will up them to 14 weekly between 01 Jul-02 Aug.

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FIND OUT MORE

Discover where to get away from the tourist crowd in Thailand in the March issue of *travelBulletin*.

CLICK to read
travelBulletin



Wyndham rebrands

GOLD Coast cruise operator Wyndham Cruises has announced a rebrand to Sea World Cruises as part of a push to link more closely with the popular theme park.

"We are excited to operate under the Sea World brand... it's such an iconic name in the tourism market and we look forward to integrating our cruises with the Sea World product," said Sea World Cruises General Manager Anthony Arden.

The cruise company also revealed it has launched a new ferry service transporting passengers from Surfers Paradise to Sea World.

"The ferry service will officially commence on Mon from Appel Park in Surfers Paradise," Arden said.

"We will have the capacity to move 600 people per day with our current vessels," he added.

Call 07 5539 9299 for more booking information.

Silversea culinary

SILVERSEA Cruises has announced a new culinary enrichment program called S.A.L.T. - an acronym for "Sea and Land Taste".

The new program, due to launch in 2020, will be tailored according to the region its ships are sailing, and incorporates ship-based and shoreside enrichments such as market trips, winery visits, and regional dining experiences, food lectures and cooking classes.

S.A.L.T. was designed in collaboration with Adam Sachs, journalist and former Editor in Chief at *Saveur* magazine.

"I'm excited to join Silversea to help the cruise line deliver on its pledge to 'travel deeper' by creating meaningful connections between our guests and the tastes and culinary traditions of the places we go," Sachs said.

"My mission in this new role is... to apply an endless curiosity and adventurous appetite," he added.

Dinosaur visits up

BLUE Mountains tourist operator Scenic World has announced the number of visitors to its Dinosaur Valley attraction from 01 Nov to 28 Jan increased by 10.8% on the previous corresponding period.

More than 318,000 people visited the Dinosaur-themed event during the period, with significant gains made among international visitation from China, the US, Hong Kong & Germany.

Sabre adds partners

SABRE Corporation has expanded its Beyond NDC program by adding the new partners of Travel and Transport, Reed & Mackay and AERTICKET.

"We could not be more pleased with the spectrum of voices we are adding to Beyond NDC today and the insights they will contribute," said Kathy Morgan, Sabre's Vice President of NDC.



Window Seat

JAPAN is renowned for its world's best practice when it comes to rail services, however a recent passenger behaviour campaign shows things don't always run so smoothly.

Posters displaying the message "Please refrain from spitting in the face of staff" have been circulated by operator JR East following a number of incidents.

The behaviour is thought to be caused by the incredibly high standards set by rail system, thus heightening frustration when things rarely go wrong.



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For the full prize itinerary and competition details, click here.

AGENT INCENTIVE

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Costsaver \$300 gift

TRAVELLERS who book selected trips under Costsaver's Ready To Go deals will receive an eGift card worth up to \$300.

The Go Flexi eGift card can be spent in over 6,000 shops around Australia, plus top online stores.

Costsaver's Ready to Go deals are for trips across Europe, Great Britain and the United States departing from Apr this year.

The company said it always tries to put customers and agents at the forefront of the business.

CEO of Costsaver, Gavin Tollman said "we are constantly evolving to make it easier for agents to sell and sell well" - more [HERE](#).

Alterra \$181m

CAPITAL improvements of US\$181 million at 14 North American mountain resorts have been announced by Alterra Mountain Company.

The works include new high-speed lifts at Squaw Valley, direct to lift access at Deer Valley, a renovation of the Bobbie Burns lodge at CMH Heli-Skiing & Summer Adventures & an upgrade of the gondola at Steamboat.

Money will also go to customer-friendly technology, state-of-the-art snowmaking, expanded dining facilities and planning efforts to secure potential new terrain and lift expansions.

Rosie time with Rosewood



ROSEWOOD Hotels and Resorts visited a number of Australian cities recently on a sales trip.

Craig Davies, GSA for Rosewood in Australia, along with Rory McCann, Director of Sales Rosewood Hong Kong and Emily Allsopp from Rosewood Las Ventana's al Paraiso together visited over 140 agents and key accounts on the Gold Coast and in Sydney.

The company hosted a number of lunches and a Sydney Harbour cruise (**pictured**) to show its appreciation to partners.

New car from Ignite

IN AN effort to increase sales of Covermore Travel Insurance, Ignite Travel Group will give away a new Mazda 2 with six months registration to the consultant who earns the highest commission in 2019.

Participants will also go into the draw to win a Piaggio Scooter, with one entry for every policy sold across the year.

Both winners will be announced at Ignite's annual Christmas Party in Dec.

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To apply, please send a cover letter and your resume to jobsau@vikingcruises.com. Applications close March 21, 2019. Only successful candidates will be contacted. No agencies.



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Other characteristics that should describe you include:

- Excel in account management, negotiation and closing skills
- High level communication skills with ability to create and conduct proposal presentations and RFP responses
- Flexibility to frequently travel overseas and interstate plus attend out of hours events

Please email your CV and Cover Letter to sarah.constable@aircanada.ca. Applications close by COB 18 March 2019.

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ROCKY MOUNTAINEER

Hotelbeds additions

HOTELBEDS has confirmed it added 10,000 hotels to its platform during the last year.

This increase has been driven by Hotelbeds providing its hotel partners with complementary bookings via its network of 60,000 travel buyers.

Emirates on sale

EMIRATES is offering Aussies reduced fares to over 70 destinations including the UK, Europe, Dubai and the Americas for Business and Economy class flights booked by 22 Mar.

Passengers can enjoy Economy class fares from \$1,179 to Dubai, \$1,299 to Dublin, \$1,309 to Porto, and \$1,369 to Edinburgh.

Business class passengers can enjoy fares from \$6,849 to Dubai, \$7,139 to Porto, \$7,349 to Athens, and \$7,669 to Edinburgh.

New Cal marketing

NEW Caledonia has launched a new microsite showcasing adventure, cultural and foodie experiences on offer across the South Pacific archipelago.

Now live, the site features recommended activities such as the Zen collection, while the Thrills collection covers skydiving over the UNESCO World Heritage-listed lagoon.

View the new website [HERE](#).

Travelodge Hurstville

TFE Hotels has revealed construction is about to begin on a newbuild hotel, the Travelodge Hurstville, as part of a redevelopment project in Sydney's southern suburbs.

The 124-room Travelodge property will feature guest rooms with twin or king beds as well as triple and quad configuration, along with outlets and bars, including a rooftop restaurant.

HKTB & Cathay's Perth update



THE Hong Kong Tourism Board (HKTB) and Cathay Pacific touched down in Perth recently to present a product update to 50 retail travel consultants at The Westin Perth.

Attendees were updated on new hotel openings and infrastructure developments and Cathay Pacific informed agents about its introduction of Airbus A350 aircraft on the Perth to Hong Kong route.

HKTB's Trade Marketing and Business Tourism Manager, Lisa Lee said "HKTB was excited to

partner with Cathay Pacific to update Perth travel consultants about Hong Kong's latest happenings including the Hong Kong - Zhuhai - Macao Bridge and the High Speed Railway to Mainland China".

The big winner of the night was Karen Duffus from British Travel, who took home two Economy return airfares to Hong Kong flying Cathay Pacific.

Duffus is pictured centre with Melanie Thompson, Cathay Pacific and Adam Rodriguez, Hong Kong Tourism Board.

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Quest St Kilda Road opens



QUEST Apartment Hotels has opened the doors on its latest property, Quest St Kilda Road.

The hotel has opened in time for the Australian Grand Prix and is located just a short walk to Albert Park Lake (where the Grand Prix is held), while also being located close enough to give easy access to the Melbourne CBD.

The property features 104 serviced apartments, available in studio, one- and two-bedroom configurations.

Pictured is a studio room and **inset**, the kitchenette of one of the rooms.

Quest St Kilda Road also offers complimentary wi-fi, a business lounge, gym, wheelchair accessibility, room service by Deliveroo, on-site parking and valet dry cleaning and concierge. It is part of a mixed-use



development which includes the heritage-listed Charsfield Mansion.

Quest Apartment Hotels General Manager - Growth, James Shields, said Quest St Kilda Road was a perfect choice for business and leisure travellers visiting the cultural and business precincts that make up the area.

The apartment hotel will be managed by franchisee Catherine Mapperson, her third for the brand.

Mapperson said she was pleased to see large group and families choosing the property for their stays, along with business travellers.

APPOINTMENTS



WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **Travel Trade Recruitment**.

If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.



Cassie Zuill has been appointed Regional Manager UK for Tourism and Events Queensland. Zuill was most recently the Head of Marketing for Trafalgar and previously worked at Tourism Australia.

Ormina Tours has employed **Sonia Speroni** to be its new Product Manager based in Italy. Speroni has been part of the travel industry for more than 25 years and will help to develop more tailormade travel services, particularly in Italy.

Railway Adventures has announced the appointment of **Lily Fischer-Brown**, who is joining the team as a General Personal Assistant. The company said her employment comes at the start of a period of expansion for the business.

The **Mary Valley Rattler Railway Company** has taken on **David Thompson** as General Manager. Thompson will be in charge of operations at the attraction, which reopened in Oct 2018, and brings with him a wealth of experience in tourism, hospitality and health and safety. Thompson will manage a team comprised of mainly volunteers.

Virgin Atlantic has named **Michelle Chu** as its new Commercial Manager Hong Kong and Southern China. Chu will be based in Hong Kong and lead the sales team overseeing Hong Kong, Southern China, Singapore and Taiwan.

U themed cruises

U BY Uniworld (U) has revealed two new themed cruises departing this year.

Held on board *The A*, the two cruises called *Tattoo on U* and *U in Drag*, will be operated as modified versions of the eight-day Germany's Finest itinerary.

U in Drag, departing 06 Jul 2019, will be hosted by three drag queens from *RuPaul's Drag Race* who will perform throughout the trip, as well as hosting a karaoke night, drag makeup lessons and a bar crawl.

On *Tattoo on U*, travellers will sail with a number of celebrity tattoo artists and experts.

They will have the opportunity to be inked by the famous faces along with participating in tattoo parlour crawls and Q&As.

CLICK HERE for more info.

Family long w/ends

STAYZ has released the results of research into family booking patterns, showing Australians are favouring shorter, but more frequent holidays.

According to the study, Australians are expected to increase the number of long weekend getaways they take with their families this year by 50% compared to 2018.

The research also showed 77% of parents believed pre-booking long weekend getaways improved their outlook on day-to-day life and saw these kinds of holidays as ideal for spending quality time with family, as well as escaping daily life.

Millennial families lead the trend, with 59% planning on taking three short domestic trips this year.



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Mak Mak in the sky

AIR Macau's newest aircraft has a colourful addition to its livery, with the mascot of Macao, Mak Mak, being painted on the aircraft.

Mak Mak is a black-faced spoonbill, native to the former Portuguese territory.

The mascot was created by local Tou Chon Wai.

Macao Government Tourism Office (MGTO) Director Maria Helena de Senna Fernandes said this was the first time Mak Mak had appeared on an aircraft to promote Macao tourism.

Accor marks record

ACCOR has posted a record year of property development for 2018, signing on an additional 480 hotels and resulting in 70,000 new rooms.

The hotel chain also formally opened 587 hotels for the year, representing an extra 100,000 supply of rooms.

"Once again this year, the group has proved its capacity to push its own limits...never in its history had Accor opened as many hotels as in 2018," said Accor Chief Development Officer Gaurav Bhushan.

The company's global portfolio currently consist of almost 4,800 hotels and 704,000 rooms in over 100 countries.

Aurora additions

AURORA Expeditions has launched two new itineraries exploring Greenland and Iceland on the back of client demand.

Part of the company's 2020/21 program, the 11-day Iceland Circumnavigation adventure explores the country's volcanic topography, fjords, black sand beaches and offers the chance to spot whales.

The 11-day West Greenland Explorer trip includes attractions such the territory's capital Nuuk - for more info call 1800 637 688.

Qatar 2019 routes

QATAR Airways will launch direct services to Lisbon, Portugal; Malta; Rabat, Morocco; Langkawi, Malaysia; Davao, Philippines; Izmir, Turkey and Mogadishu, Somalia in 2019.

The airline also revealed a new Economy class experience featuring more leg room, faster broadband, & new food options.

Niseko opening

THE 79-room Hinode Hills Niseko Village hotel is scheduled to open its doors from 01 Dec.

The property is located at the base of Japan's Mount Niseko Annupuri and features multiple dining venues, a retail hub, and access to ski facilities.



JINGLE YOUR WAY TO LA

Delta Air Lines has partnered with *Travel Daily* to give agents the chance to win flights from Sydney to LAX in Delta's Premium Select cabin.

Delta launches the refurbished B777 in April on the daily Sydney–Los Angeles route. Help them sell the new Delta One and Delta Premium Select cabins – and you could win return tickets to LA!

To enter, come up with a jingle (max 200 words) about the new cabins and the Delta experience. You must include the following words; 'suite', 'daily', 'bed' and 'WiFi'.

Get creative for your chance to experience the Delta Premium Select cabin. **CLICK HERE** for some more information about Delta's new cabins. Send entries to delta@traveldaily.com.au

Viking discounts

VIKING Cruises is currently offering reduced Standard (E) and Standard (F) stateroom fares on select European river sailings.

Save up to \$8,000 per couple when bookings are made by 31 Mar, unless sold out prior.

Applicable cruises include Viking's eight-day Rhine Getaway from Amsterdam to Basel sailing, an eight-day Romantic Danube from Budapest to Nuremberg, and 10-day Portugal's River of Gold from Lisbon to Porto.

Airfares are not included.

Call Viking on 138 747 for further information.

Banyan into Japan

BANYAN Tree Hotels & Resorts and RICHESSE Management have announced the signing of an agreement to operate a Banyan Tree hotel in Japan.

The project will see the Ryozen Higashiyama-ku hotel in Kyoto redeveloped & opened by 2022.

Features of the 60-room luxury resort will include a specialty restaurant, bar, library, gymnasium, & Banyan Tree Spa.

The move marks the first time a Banyan Tree hotel will operate in Japan, with the company now boasting 49 hotels in its international portfolio.

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HOTEL BUSINESS DEVELOPMENT MANAGER - MICE
BRISBANE – UP TO \$80K PKG

Love the thrill of the chase? An expert in the MICE sector? Then this new sales role is for you. We are currently looking for a sales orientated and driven BDM to join this leading five star property in Brisbane. Working closely with the sales team you will be responsible for generating leads, increasing sales, entertaining top clients and facilitating hotel inspections. A strong salary package along with long term career progression on offer. Call to find out more.

IT AND CHANGE MANAGEMENT SAVVY

SYSTEMS CHANGE CONSULTANT
SYDNEY OR BRISBANE – \$68K PKG

Fancy yourself system savvy? We currently have a superb opportunity available for a motivated consultant who is experienced in system testing, release management and system support to join a global leader. In addition to holding the role of system change management consultant you'll work closely with the Team Leader to motivate and support other team members. Rarely does such a role consider external applicants –apply now to be in the running.

INSPIRING ROLE

BUSINESS DEVELOPMENT MANAGER
NSW – STRONG SALARY PACKAGE

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 and bring in new business. Strong salary + commissions on offer. If you have an interest in sporting, music or culture this could be the role for you, based in the western suburbs.

MOVE TO A BOUTIQUE AGENCY

ACCOUNT MANAGER
SYDNEY - SALARY DOE

This award winning boutique agency are on the hunt for an account manager to join their very successful team based in Sydney. This is a company that has seen continued success and growth over the years and truly values their employees. They have a warm supportive environment where there is always an open door policy. Reporting directly to the Managing Director you will be working with one of the best in the business.

TAKE CHARGE

RETAIL TRAVEL TEAM LEADER
BRISBANE – \$85K PKG + BONUSSES

Come and lead this small retail travel team. As a hands on manager you'll know the secrets of closing a sale and be able to motivate and inspire your team to achieve strong results. Working for a reputable and highly respected travel brand you'll enjoy a strong base salary + commission, ongoing career development opportunities, access to five star famils and more. Previous travel management experience is a must.

MOVE UP IN YOUR SALES CAREER

REGIONAL SALES MANAGER
MELBOURNE- STRONG PACKAGE \$85K BASE PLUS PLUS

Are you looking for a step up this year? We have a rare opportunity based in Melbourne for an experienced sales manager that is looking to manage across multiple states. You will have three BDM's reporting into you across Australia. This is a reputable brand that you will love to represent. A strong base salary up to \$85K plus a very strong bonus scheme, fully maintained vehicle and all tools of trade are included.

FARMERS NEEDED

CORPORATE ACCOUNT MANAGER
ADELAIDE – \$80K ++

Are you well connected within the SA corporate market and looking to be part of a forward thinking company? As part of the Account Management team you will be responsible for day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. A strong salary package along with career opportunities are on offer.
Call today to find out more

SHOWCASE YOUR STRATEGIC SKILLS

CORPORATE BDM
MELBOURNE - STRONG PACKAGE ON OFFER

These roles rarely come up so if you are a true sales professional from ideally a corporate background we want to hear from you. Positioned in Melbourne you will have a solid sales background with a TMC, enjoy a great base salary up to \$100k plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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