



Last day of AIME 2012

THERE have been lots of firsts at AIME 2012, including



Marriott appearing in its own right for the first time.

It was great to catch up with Dominic Sherry, regional vice president and Paul Rushton, who has just been appointed to head up area director group sales, signalling a major focus on the MICE market for Marriott.

I'm looking forward to more catch-ups today. Jill

Honour for Harry

LAST night Tourism Victoria ceo Leigh Harry was recognised as an international leader in business events, receiving the Outstanding Contribution Award in the AIME 2012 awards at the Australian Centre for Contemporary Art.

Harry's illustrious career also includes positions as MCVB ceo, and he's previously been president of both the Joint Meetings Industry Council and the International Congress and Convention Association.

Other winners in the best stand categories included Dockside Group, Tourism Fiji and American Express Meetings and Events.

The Best Environmentally Sustainable Stand award went to Accor Asia Pacific, with its exhibit 100% reusable.

South Africa makes its move

SOUTH Africa's new National Convention Bureau (NCB) is set to see the nation make significant inroads into the global business tourism market, according to SA Tourism ceo Thulani Nzima.

Speaking at AIME in Melbourne yesterday, Nzima said that South Africa had historically been a safari and tourist destination but there was big scope to attract conferences.

The NCB was inaugurated late last year and its Australian launch at AIME 2012 recognises the importance of business tourism.

"If we really want to be successful [in business events] we need to market on a national level - to coordinate our bids and get international conferences," Nzima (pictured right) said.

Also at AIME, South African tourism minister Marthinus van Schalkwyk addressed the thorny issue of the current South African Airways codeshare deal with Qantas, which is the subject of a current government review.

The deal has been renewed only until the end of 2012 and both carriers have lodged submissions



about an extension.

Van Schalkwyk said the South African govt does not believe the codeshare will be terminated.

"It has worked well despite Qantas and South African being part of different alliances," he said.

Three pages today

TODAY'S *Business Events News* has two pages of news and photos plus a full page of industry jobs from MICE specialist recruitment firm AA Appointments - [click here](#).

New convention centre

AUSTRALIA'S newest convention centre was this morning officially launched to the industry, as stage one of the huge 15 year RNA Showgrounds Regeneration Project in Brisbane.

The \$59 million convention and exhibition centre is due to open in March 2013, with the interior designs unveiled in a media conference at AIME.

The centre is perfectly located just 1.6km from the Brisbane CBD.

WIN A 2-NIGHT ULURU ENCOUNTER



To celebrate the \$10million redevelopment of Ayers Rock Resort's Uluru Meeting Place conference centre **Voyages** is offering a great prize to **Business Events News** readers.

The Uluru Meeting Place will feature striking contemporary interiors that reflect the Indigenous heritage of the location. Facilities include a new ballroom that can comfortably seat 420 people as well as a second ballroom that seats over 300. These two rooms combined can create a large area that is ideal for events and trade shows.

The prize includes two return economy airfares to Ayers Rock Resort from the winners nearest Australian capital city, return airport transfers, two nights accommodation in a newly refurbished room at the Sails in the Desert Hotel, dinner at the intimate Tali Wiru fine dining experience and a Desert Awakenings Small Group Sunrise tour.

All you need to do to be in the running to win this great prize, is to email your answer to the below question by COB on Friday 30th March to: voyagescomp@businessesnews.com.au

The most creative answer will win this fantastic prize.

In 25 words or less tell us what Uluru means to you



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From the AIME floor

These are just a small selection of the many photos *BEN* has snapped at AIME this week.

Pictured right are some of the Mirvac team: Ruwan Peiris, Stephen Ricardo and Tim Davis.



And Hawaii Tourism has a big presence at AIME this year too, with the remit of HTO, the local representative, recently expanded to include business events.

HTO chief Helen Williams is pictured hanging loose with Mike Dolan, MC & A.

Lots more pics online at facebook.com/BusEvNews

Preferred RFP system

INDEPENDENT hotel representative Preferred Hotel Group has today announced the launch of a "comprehensive online RFP management system" which connects meetings professionals including corporate sales managers, global sales offices and meeting planners.

Dubbed PHG Meetings, the system allows stakeholders to interact quickly, efficiently and productively by integrating Elite Meetings International's *SpeedRFP* system with more than 600 Preferred Hotel member properties across the globe.

It provides clients with a fast, efficient and seamless way to search for appropriate venues for meetings, selecting by location, hotel name, number of rooms, meeting space or amenities.

See www.PHGMeetings.com.



BEN was lucky enough to spend time with Dubai Tourism at AIME 2012 last night, with a special dinner at Melbourne's fancy MoMo restaurant at the Grand Hyatt Hotel.

And there's lots to celebrate, with figures officially released today showing the Australasian market to Dubai up a very healthy 16% in 2011.

But the big news was the yummy dessert (pictured), prompting the question "one hump or two?"



GETTING TO KNOW: Jumeirah at Etihad Towers in Abu Dhabi

MEETING planners and incentive organisers seeking the next big thing should look no further than the amazing Jumeirah at Etihad Towers Hotel, a new property in Abu Dhabi which opened just last November.

No expense has been spared in creating this stunning property, which features the ultimate in luxury rooms along with incredible conference spaces and facilities to rival any hotel in the world.

Five star really doesn't do this hotel justice, with *BEN* overwhelmed by the sumptuous property during a recent visit to Abu Dhabi. The hotel has everything a conference needs under one roof, including a host of upmarket restaurants, large meeting and banquet rooms and a real wow factor.

It's located on its own beach just across the way from the Emirates Palace Hotel, occupying one of five iconic towers and providing 382 rooms and suites, 199 serviced residences and a fabulous spa and gym.

What's particularly striking is the attention to detail, ranging from the lift lobby on the ground floor which is crafted in stone from a petrified forest imported from the Seychelles, right through to the bathroom amenities which are created in the same form as the development's five towers.

Middle Eastern hospitality and service also abounds, with guests provided with signature touches such as exclusive Jumeirah chocolates and dates and even delightful toy turtles in their rooms - and the breakfast buffet really has to be seen to be believed.

There are 13 meeting rooms arrayed around a stunning pre-function area, and the Mezzoon Ballroom has a maximum capacity of 1000 for dinner or 1400 in a conference - but the fully flexible space can easily be divided into four separate spaces for smaller gatherings.

To seal the deal, the Abu Dhabi Tourism Authority is also offering a range of benefits and incentives for groups holding meetings in the city.

The Jumeirah at Etihad Towers Hotel is represented in Australia and New Zealand by local Director of Global Sales, Teree George who can be contacted on +61 409 616 046 or at teree.george@jumeirah.com.





WHEN IT COMES TO LANDING A TOP MICE ROLE - AA CAN HELP!

THE PEAK OF EVENT MANAGEMENT

**BUSINESS LEADER – CONFERENCE & INCENTIVE
SYDNEY - SALARY PACKAGE OTE \$100K+**

Join a leading international Event Management company producing compelling corporate events for a range of prestigious clients. You'll be an experienced business leader who can manage a team of experienced Event Managers in driving performance, profitability, and customer experience. You must have extensive experience in both on & off shore events and strong financial skills. Proven leadership experience is essential, and you'll have the ability to build team cohesion as well as developing talent, all with the ultimate focus on profitability and improving margins.

A FLAIR FOR MAKING THE IMPOSSIBLE, POSSIBLE!

**OPERATIONS MANAGER – CONFERENCE & INCENTIVE
MELBOURNE – SALARY PACKAGE \$120k +**

This role has a focus on driving customer service and unique experiences for their clientele. You will possess a strong background working in the international & domestic conference & incentive market and have the ability to oversee all management responsibilities across the program team including systems, procedures, and workflow and program inception. Put your talents to good use here and join a company that is highly valued by its clients and who is on the road to bigger and better things ahead. With you heading up the team imagine what you could achieve!

MICE SALES FOR THE TRUE HUNTER IN YOU

**BUSINESS DEVELOPMENT MANAGER – EVENTS
SYDNEY & MELBOURNE - SALARY PACKAGES OTE \$100K +**

Calling all "hunters & collectors" – if you have a track record of success hunting and winning new business from the MICE market and have extensive networks across the corporate sector, come and join a leading international organization that specializes in high-end events, from conferences & product launches through to large-scale incentive groups to the most exotic locations. You must have a good understanding of this market in order to create and deliver outstanding pitches to get you over the line. Bring your high motivation and love of achieving targets to a business that truly appreciates it.

REFUEL YOUR CAREER IN HOTEL SALES

**CORPORATE GROUPS SALES EXECUTIVE
MELBOURNE - SALARY PACKAGE OTE \$60K+**

Our client, one of Australia's most successful hotel groups, is searching for an experienced and enthusiastic Conference Sales Manager to join their talented sales team. Working within a fast paced and motivated team you'll be conducting site inspections, networking, negotiating packages for corporate, government and social functions and securing business for this busy city hotel. You will need previous experience in a similar role within the hospitality industry. You'll receive amazing staff benefits including career progression within the group nationally and internationally.

THE BEST IN THE WEST

**EVENTS SALES MANAGER
PERTH - SALARY PACKAGE TO \$65K + benefits**

We are searching for an experienced, talented and successful Events Sales Manager to join one of Australia's most successful hotel groups. Leading a talented and professional events sales team you will be responsible for maintaining current business relationships as well as expanding market share and securing new clientele. You'll need previous experience within a similar role in a 4/5 star hotel, strong leadership skills and knowledge of F&B. A generous salary package and ongoing career opportunities with a great Brand are on offer for you now so please send your CV through.

FOCUS ON BEING A GROUPIE

**CORPORATE GROUPS TRAVEL CONSULTANT
SYDNEY – SALARY PACKAGE TO \$65K + benefits**

Join a global TMC in a new Corporate Groups department. You will be responsible for handling all group enquiries from the extensive client list, both international and domestic. This also involves meeting the clients face to face to promote the Corporate Groups services. Having a minimum 2-3 years in corporate or retail travel and experience in handling group bookings will prepare you for this exciting and challenging opportunity. You will have outstanding CRS and international airfare skills and you will be confident in liaising directly with industry suppliers & clients, being well presented & friendly.

CONTACT AUSTRALIA'S MOST EXPERIENCED RECRUITMENT TEAM

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