



LEGISLATIVE ASSEMBLY
FOR THE AUSTRALIAN CAPITAL TERRITORY

QON No. 3

STANDING COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM
JEREMY HANSON MLA (CHAIR), DEEPAK-RAJ GUPTA MLA, MICHAEL PETTERSSON MLA

Inquiry into referred 2018–19 Annual and Financial Reports
ANSWER TO QUESTION ON NOTICE

Asked by Andrew Wall MLA -

In relation to the appointment of an officer in Singapore to support the growth from key international markets:

1. What was the selection process for this appointment?
2. When was this appointment made and when did the officer commence in the role?
3. What is the annual salary for this role?
4. Is there a budget for this office?
 - a. What is the total budget?
 - b. What does this budget fund?
5. What are the key priorities for this role and how is success measured?
6. How does this role interact with the Commissioner for international engagement?

Yvette Berry MLA: The answer to the Member's question is as follows:—

1. What was the selection process for this appointment?

The tourism position was advertised in Singapore and filled by a Singapore resident. The process for the recruitment of the in-market resource was developed in partnership with Tourism Australia under a shared resources model consistent with Tourism Australia's approach with other state partners.

Under the shared resources model, Tourism Australia employs one full time staff member who is located in Tourism Australia's Singapore office. The recruitment and selection of the position was jointly managed by Tourism Australia and VisitCanberra. The Secondment Agreement with Tourism Australia outlines the responsibilities each party including the recruitment, contracting, overall and day to day management of employee, travel policy, IT requirements, leave management, work health & safety, and KPIs in-line with annual operating plans.

2. When was this appointment made and when did the officer commence in the role?

The officer commenced in the role in January 2019. The appointment was made December 2018.



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3. What is the annual salary for this role?

Costs for the tourism in-market representative in Singapore Dollars:

Item	Cost 18/19	Cost 19/20	Cost 20/21
Salary	\$80,000	\$80,000	\$80,000
On costs (pension fund, Insurance etc.)	\$15,120	\$15,120	\$15,120
Accommodation Fee	\$35,508	\$35,508	\$35,508
Admin Fee	\$13,062	\$13,062	\$13,062
Total	\$143,690	\$143,690	\$143,690

4. Is there a budget for this office?
- What is the total budget?
 - What does this budget fund?

The budget is detailed in the table above. Activities of the officer are funded from VisitCanberra's international programs budget. The budget funds the activity described in question 5.

5. What are the key priorities for this role and how is success measured?

The Business Development Manager (BDM) is responsible for establishing and maintaining key travel industry partnerships and supporting with non-travel industry relationships to drive VisitCanberra's activities in Singapore, Malaysia and India.

The position is a key contact point for all trade and partners in-market, with timely and accurate delivery of updated market trends and insights. A key component of the role is creating and supporting opportunities to develop the range of ACT and Canberra region travel experiences promoted through our partnerships in markets.

Working closely with Singapore, Malaysia and India in-market Tourism Australia teams, and VisitCanberra team members based in Canberra, the BDM is accountable for management of quality partnerships for consumer and trade marketing programs that lead to conversion opportunities for travel to ACT and Canberra.

6. How does this role interact with the Commissioner for International Engagement?

The position reports to the Director, International Programs within VisitCanberra. The position does not directly engage with the Commissioner for International Engagement or the Office for International Engagement.



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Approved for circulation to the Standing Committee on Economic Development and Tourism

Signature:

A large, stylized handwritten signature in black ink, appearing to be "Yvette Berry".

Date: 20/11/19

By the Acting Minister for Tourism and Special Events, Yvette Berry MLA

