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# Travel Daily

First with the news

Friday 27th January 2012

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**Recruitment and HR Solutions**

**Emirates to Barcelona**

**EMIRATES** has announced a major expansion of services to Spain, including the debut of Barcelona as its second gateway into the country from 03 Jul.

The move follows “mounting demand” for its Madrid service which launched in Aug 2010, which will also move to a double daily operation from 01 Jul.

The new Barcelona 777 flight will leave Dubai at 0655 daily, while the return service will depart BCN at 1640, with the city being EK’s 30th European port.

**Saffire & qualia join Relais & Chateaux**

**UPMARKET** independent hotel collection Relais & Chateaux have added 45 new members to its 2012 Guide book including the iconic qualia on Hamilton Island and Saffire Freycinet in Tasmania.

The properties, which are both members of the Luxury Lodges of Australia group, join Tower Lodge and Jonah’s at Whale Beach as the only Australian contingent.

Across the ditch, Huka Lodge at Taupo has also joined Relais & Chateaux as its only NZ member.

## ACCC ticks Virgin, Skywest

**THE** Australian Competition and Consumer Commission has issued an interim approval for an alliance between Virgin Australia and Skywest (**TD** breaking news).

The pact will see the two airlines able to jointly contract with corporate customers, offering seamless scheduled and charter services to regional, domestic and international destinations.

The interim approval allows them to begin marketing the combined services immediately, while the ACCC considers formally authorising the deal.

Public comments on the alliance are being accepted by the ACCC until today, with Virgin Australia Group Executive of Commercial, Liz Savage, saying the deal would “improve the airline’s ability to meet the growing demand from the resources and mining

industries”.

As well as coordinated pricing and schedules, the alliance plan proposes extending the Velocity frequent flyer scheme to Skywest charter services, giving joint corporate customers the ability to earn points and status credits as well as access Virgin lounges.

“This alliance is an important part of Virgin Australia’s strategy to increase competition in the Australian corporate travel market,” Savage added.

**MEANWHILE** Skywest Airlines has entered into a deal to acquire two extra ATR72-500 aircraft from Avation PLC, that will be operated under the Australian Regional Airline Network arrangements with Virgin Australia.

“We are delighted to have expanded our portfolio with the opportunistic acquisition of these two new additional aircraft,” Jeff Chatfield, Avation PLC chairman said yesterday.

The new additions are on top of already scheduled firm delivery ATRs coming online for Skywest in the coming few years.

**Six pages of news**

**Travel Daily** today has six pages of news and photos, plus full pages from: (**click**)

- AA Appointments

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## Fiji business as usual

**TOURISM** Fiji has reported the country's tourism industry has returned to 'business as usual' following the recession of flood waters (**TD** Wed) and reopening of all main roads.

The previously cut-off section of road linking the tourist island of Denarau to Nadi and the airport is now completely clear of water.

Pacific Sun and Northern Air flights are fully operational and interisland helicopter transfers are back to normal.

Malolo Cat & Southsea Cruises/Awesome Adventures and Yasawa Flyer's services have restarted and Blue Lagoon Cruises is set to relaunch its three-day cruise from Lautoka tomorrow.

**MEANWHILE**, Qantas has issued a waiver for passengers flying to Nadi with codeshare partner Air Pacific due to the adverse weather conditions.

QF says "some customers may wish to change their travel plans to minimise risk of disruption."

Pax with QF 081 issued tickets operated by Air Pacific departing 25 to 27 Jan can rebook without fee for travel up until 29 Feb.

## DJ closing the gap on QF

**VIRGIN** Australia is narrowing the customer satisfaction margin between itself and rival Qantas after business travellers flying with the flag-carrier have shown less confidence in the airline since its fleet grounding in late Oct.

According to the latest Roy

Morgan Research satisfaction survey on domestic airlines, Qantas Business Customers gave the airline an approval rating of 82% during Dec 2011, down from recent highs of 84% in Oct.

"By contrast the satisfaction rating for Virgin Australia with its quick response in putting on more flights during the Qantas industrial dispute has increased strongly in the past two months," said Roy Morgan Research Int'l Director of Tourism Jane Ianniello.

Since Oct, DJ's satisfaction rate increased from 76% to 78%.

## Beachcomber open

**BEACHCOMBER** Tours md Rod Eather says the firm is open for business and is endeavouring to assist all travel partners "as efficiently as possible" despite being short staffed due to flooding in the Brisbane region.

## Massive Nordic order

**NORWEGIAN** Air Shuttle has placed aircraft orders totalling \$22 billion with Airbus and Boeing for 222 planes.

The largest-ever aircraft sale in Europe consists of 122 Boeing 737 MAX & 100 Airbus A320s, with the first to be delivered in 2016.

The budget carrier may also buy another 50 Airbus A320neo jets.

## EY Air Seychelles stake

**ETIHAD** is continuing to expand its equity investments in airlines around the world, with the recent airberlin deal followed by a new stake in Air Seychelles overnight.

Under the strategic partnership Etihad will own 40% of the Seychelles flag carrier.

Effective immediately the carriers will codeshare on flights between Abu Dhabi and the Seychelles, with a second phase of the agreement seeing both carriers market each other's flights across their networks.

An integrated, reciprocal frequent flyer agreement will be introduced later this year.

Etihad ceo James Hogan said "Although we only recently launched the route, the Seychelles has already proven to be a hugely popular holiday destination among our guests."

Air Seychelles recently revamped its route network, eliminating long haul routes to Europe (**TD** 29 Nov).

## Oceania ship delay

**CONSTRUCTION** delays at the Italian Fincantieri shipyard have forced Oceania Cruises to delay the inaugural voyage of its brand new 66,000-tonne *Riveria* vessel.

*Riveria's* maiden voyage will now sail on 16 May 2012 - a 10-day Aegean cruise - about three weeks later than its originally proposed journey on 24 Apr.

Oceania says all impacted guests will be contacted with a full refund or alternate cruise offered.

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## AirAsia IT glitch blamed for pricing probe

**NO FRILLS** Malaysian carrier AirAsia has cited an "IT issue" as the trigger for an investigation into the carrier's pricing structure by the competition watchdog.

Earlier this month the Australian Competition & Consumer Comm. announced it had started a probe into long-haul subsidiary AirAsia X and its fare pricing on routes from the Gold Coast, Melbourne and Perth to overseas points (**TD Tue**).

"The company takes its legal and everyday commitment to its consumers very seriously and will be carefully reviewing the contents of the ACCC's claims," AirAsia Berhad said last night.

"AirAsia always seeks to conduct its business fairly and in an ethical and proper manner and in full

compliance with all applicable laws," the Kuala Lumpur-based airline said in a statement.

It said the pricing issue "appears to have arisen from an IT issue in Sep 2011" and has since taken corrective action to ensure pax have all relevant info on fares.

"We emphasise that we were not aware of the matter before the ACCC brought its proceedings and as soon as the issue became known to us we have resolved the issue on our website."

AirAsia said it wants to resolve the matter with the ACCC and will address any customer issues.

Fares on the carrier's newest Australian route to Sydney are not under investigation.

## Cas & Jonesy success

**TRAVELSCENE** American Express backed adventurers Cas & Jonesy have made history taking 88 days to complete their mission of skiing unsupported from the edge of Antarctica to the South Pole and return.

The duo will make their way to Buenos Aires today on the last flight out of Antarctica before returning to Sydney in early Feb.

## Etihaad miles for money

**ETIHAD** Airways has announced a new PointsPay system which will allow members of its frequent flyer scheme to exchange Etihad Guest miles for funds on a prepaid Visa card.

The transfers are done via an iPhone App, allowing the creation of a "virtual" PointsPay Visa card number which can be used for online shopping.

The system will be phased in gradually from this month, with plans for the entire Etihad Guest membership to have access by the end of Apr.

"This is a break-through innovation for the airline and loyalty industry, transforming our Etihad Guest miles into a global currency," said chief commercial officer Peter Baumgartner.

The move will allow Etihad points to be effectively redeemed at over 30 million points of sale across the globe.

## More FJ engine woes

**AIR** Pacific yesterday said it had been forced to reschedule the departure of its Los Angeles-Nadi service on 24 Jan, and return LA flight on 26 Jan due to an engine change on one of its aircraft.

FJ's flight to Los Angeles has been pushed back to depart Nadi at 7pm tonight, with an expected arrival time of 10pm the same day.

Late last month an unexpected engine change caused a major disruption on flights to Hong Kong and Melbourne.



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## Port Moresby closed

**THE** airport in Papua New Guinea's capital city, Port Moresby, was closed yesterday with a number of domestic routes suspended by both Air Niugini and Airlines PNG during an attempted military coup.

Flights to Lae, Wewak, Vanimo and Kiunga were cancelled "due to security issues in Port Moresby" amid demands from parts of the military to reinstate Sir Michael Somare as the country's prime minister.

Air Niugini today confirmed that most routes, apart from Wewak, had now been reinstated.

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## Window Seat



**SIZE** clearly does matter when it comes to skyscrapers, with a developer in Azerbaijan revealing a plan to build a "superscraper" more than 1.05km tall.

The building, to be constructed on a new chain of artificial islands in the Caspian Sea, would be 27% taller than the current record-holder, Dubai's Burj Khalifa which is 828m high.

It would also eclipse the planned Kingdom Tower in Jeddah, which has a targeted height of 1000m and will include the world's highest observation deck on the 157th floor.

**QUEENSLAND'S** Moreton Island has launched a creative awareness campaign, urging Aussies to show their support for getting the destination onto TV weather maps.

Backed by Tourism Qld, the move aims to remind travellers that "beautiful and picturesque" Moreton Island is just 75 minutes from Brisbane.

Two weeks in, the so-called Moreton Movement already has 2100 'likes' on Facebook (see MoretonIslandAdventures), and is targeting a whopping 40,000 supporters over by early Mar.

It's hoped this will "convince the powers that be to make some room in the forecast" for the destination.



## Supplier Updates

**WELCOME** to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: [advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

## Air Australia kids sale

**AIR** Australia has launched an Australia Day long weekend sale in which kids under 11 will pay taxes only for flights to Bali, Phuket or Honolulu.

The special went on sale online yesterday at 10am and is valid for bookings until 9am on Sun 29 Jan, and is valid for travel right through until 31 Dec - including school holidays.

See [www.airaustralia.com](http://www.airaustralia.com).

## New AUH terminal

**ABU** Dhabi Council has given a green light to begin development of new terminal facilities at Abu Dhabi International Airport.

The new facility will be capable of handling 27 million passengers a year, expected to be opened in the fourth quarter of 2016.

**MEANWHILE**, the Abu Dhabi government says it's moving ahead with stalled tourism projects on Saadiyat Island, with budgets and opening dates approved for the Louvre ('15), Zayed National ('16) & Guggenheim ('17) museums.

## Record LA visitors

**CLOSE** to 29 million people visited Los Angeles in 2011, a 4% increase on the corresponding year and setting a new record for the Californian gateway.

Those visitors also spent a record amount, up 8% to US\$15.2 billion over the 12 months, LA INC, The Los Angeles Convention & Visitors Bureau reported.

International visits were up 7% to 5.9 million, with their spend nearly \$5.5 billion - a 12% rise.

For the second successive year, Australia was LA's top overseas market, supported by the most seat capacity into the city than any other overseas country.

## Pacific promo success

**TOURISM** operators along the 1000km coastal stretch between Sydney & Brisbane are reporting surges in visitor numbers, attributed to the Legendary Pacific Coast media promotion that launched in Nov.

Project coordinator Kim MacDonald said visitor increases have been between 10% -40% in locations such as the Mid North Coast, Central Coast and Northern Rivers.

An iPhone app promoting the region has also received heightened attention, with downloads up 120%.

The Legendary Pacific Coast campaign runs through until the end of Feb.

## Arkaba Stay3/Pay 2

**LUXURY** Lodges of Australia member property Arkaba Station is offering a Stay 3/Pay 2 deal for travel until 31 Mar.

Located in the Flinders Ranges Arkaba features just five suites.

The deal is priced at \$1,580ppts and includes accom, all meals & beverages and daily guided activities - phone 1300 790 561.

## Accor A|Club app

**ACCOR** has launched a new application for its loyalty A|Club members that will allow them to earn bonus points via Facebook.

A|Club Places allows members staying at a participating hotel to check in using the app and they can unlock badges that rewards people with points and vouchers.

To download the app see - <http://on.fb.me/AClubPlaces>.

**AND**, A|Club will be rebranded as Le Club Accor Hotels in Mar.

## Skal Int'l Sydney AGM

**SKAL** International Sydney will hold its Annual General Meeting at the ParkRoyal Darling Harbour from 12:30pm on Wed 08 Feb.

RSVP by noon 06 Feb by email to [sydneyskal@bigpond.com](mailto:sydneyskal@bigpond.com).

## AA Miami Manaus

**AMERICAN** Airlines is plotting to launch new daily services from Miami to Manaus, Brazil effective 15 Jun, three additional weekly services than initially proposed.

AA will operate the route using Boeing 737-800 160-seat aircraft.

## Mississippi 2013 cruise

**AMERICAN** Cruise Lines has announced its 2013 season of the new *Queen of the Mississippi* will launch on 09 Feb.

The 150-pax paddlewheeler enters service for the cruise firm out of New Orleans from Aug.

## Aleenta Weddings

**ALEENTA** Resorts has launched the Aleenta Weddings book, showcasing options for couples wishing to tie-the-knot or plan their honeymoon in Thailand.

Aleenta has two properties in Thailand, Phuket-Phang Nga and Hua Hin-Pranburi - more details at <http://bit.ly/alteentawed>.

## Hong Kong Air A320

**HONG** Kong Airlines has taken delivery of its first narrow-body Airbus A320 aircraft which will be used on routes to mainland China and North & South East Asia.

The carrier has also received its first all-premium A330-200 which features seating for only 116 pax.

The A330 will operate non-stop from Hong Kong to London.

## New Opportunity! North Sydney

The Cover More Insurance Group is a specialist travel insurance services business with operations in New Zealand, Australia, & the UK. With 25 years experience we have gained a reputation for providing top quality travel insurance cover, affordable rates, professional service and fair claims handling.

An opportunity has arisen for an Inside Sales professional to join our Sales Support team based in North Sydney. Reporting through to the Sales Support Team Leader, this role is required to maintain favourable contact with Travel Agents, in addition to achieving sales growth and high customer satisfaction.

Ideally you would have previous demonstrated experience in sales, office administration and/or 'outbound' customer service developed within a Travel/Tourism and/or Insurance.

Candidates require the ability to work as part of a team as well working independently and will have strong communication skills (both written and verbal).

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[www.BLT.com.au](http://www.BLT.com.au)

## Hotel rates on the rise

**US-BASED** hotel and travel distributor Pegasus Solutions has reported an 8.3% year on year increase in global leisure hotel rates in 2011.

The corporate market also saw rate gains of 3.2% compared to the corresponding year.

## CZ 2012 Ferrython champions

**CHINA** Southern Airlines had a huge win yesterday by taking out first place in the 36<sup>th</sup> annual Australia Day Ferrython on Sydney Harbour.

CZ entered the race as part of its sponsorship of the Sydney Festival and took it seriously by decking out its ferry, *Friendship*, in colourful China Southern signage (pictured below).

It paid off because the race was shown on 'live' TV and watched by thousands of spectators on the Harbour foreshores.

The win was worth thousands of dollars in free publicity for the Guangzhou based carrier.

"We've wanted to raise our profile in this market, so we're very happy and excited to win the event," He Zongkai, CZ Executive Vice President CZ told **TD** on board the ferry.

"Although we didn't get an actual prize, we're more than happy with the kudos," he said.

The China Southern ferry was followed by a flotilla of boats with horns blaring and Aussie flags flying, passing the P&O *Pacific Sun* moored mid-harbour, which was dressed with two giant-sized Aussie flags measuring 44 metres by 22 metres unfurled port and starboard side, adding to the spectacle.

Mr He also revealed that



his airline wants to fly the Airbus A380 eventually from Guangzhou to Sydney and discussions have taken place within the airline in the past few days.

"But we need more Business Class pax before we can put the 506-seat plane on the run.

"As well as five A380's on order, we take delivery of our first batch of Boeing 787 Dreamliners in Jul, and that'd be a big selling point for us if we also put it on the route," He said.

CZ says its load factors between Guangzhou and Australia are averaging over 90% in the Oct-Mar high season, with 75% load factors in the Apr-Sep low season.

**Pictured** above yesterday onboard the winning Ferrython ferry are He Zongkai (left) with China Southern Airline's manager corporate affairs, Bill Bryant.



## Old Rail B-Quick fares

**QUEENSLAND** Rail Travel has launched a 'B-Quick' sale promo featuring discounts of up to 49% on regular prices, for sale until 05 Feb, valid for travel between 13 Feb and 29 Mar 2012.

The firm also reported Christmas sales had leapt 46% year on year.

## Warwick Marrakech

**WARWICK** International Hotels Group has signed the Hivernage Hotel & Spa Marrakesh, Morocco to its portfolio of hotels, featuring 78 rooms and seven suites.



## Travel Specials

**WELCOME** to Travel Specials, **Travel Daily's** Fri feature. If your firm has released a travel special you'd like to make the industry aware of send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**BreakFree** on Hindley has launched a Stay 3/Pay 2 special for guests staying before 31 Mar in celebration of its name change to the **BreakFree Adelaide**. For bookings call 132 007 or see [breakfree.com.au](http://breakfree.com.au).

**Emirates** has released special fares to Kuala Lumpur, Singapore and Bangkok priced from \$800, \$802 and \$882 respectively. The deal to BKK is valid from travel up til 15 Dec and KUL and SIN up to 31 May with all sales to be completed by 17 Feb.

**Mercure Clear Mountain Lodge Spa and Vineyard** near Brisbane has launched a Rest, Relax and Restore package priced from \$355 per night. The deal includes accom, a 40-minute couples massage, buffet breakfast, chilled sparkling wine and late check out to 12 noon. For full details call 07 3298 5100 or visit [www.clearmountainlodge.com.au](http://www.clearmountainlodge.com.au).

## Disney back to Europe

**DISNEY** Cruise Line will offer Mediterranean sailings in 2013 on *Disney Magic* after electing to bypass Europe this year.

Based out of Barcelona, *Magic* will operate a series of seven-, 10-, 11- and 12-night itineraries, as well as new four-night voyages during the northern summer to appeal to the Spanish market.

DCL president Karl Holz told US Today that by experimenting with a wide range of options in Europe would enable the cruise line to determine what appeals most to clients over the long term.

## Emirates boosts Perth

**EMIRATES** is bolstering capacity between Dubai and Perth from 25 Mar, with flight EK420/421 aircraft being upgated from 777-200LRs to 777-300ERs, according to travel agent GDS displays.

## Hilton/Harvard pact

**HILTON** Worldwide and Harvard Business Publishing have signed a multi-year agreement to provide Hilton Worldwide University with leadership content and online learning programs.

HWU provides Hilton team members access to online and instructor-led workshops to build their job competence and professional development, via the web or through mobile devices.

## Seadream goes raw

**SEADREAM** Yacht Club has introduced what it's calling the first of its kind at sea, a 'Raw food' (Living Food) option that uses all raw, organic & vegan ingredients.

The new healthy option will not require heating of anything above 118 degrees, and is available onboard its mega motorcruisers *SeaDream I* and *SeaDream II*.



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## RESERVATIONS CONSULTANT (FULL TIME)

Solomon Airlines is seeking to appoint a "Reservations Consultant" to be employed in our National Reservations Office located at Brisbane International Airport.

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Applicants must have the right to live and work in Australia with applications closing **Thursday 02 February 2012**.

Email your confidential application including the name and address of three (3) referees to [jvalentak@flysolomons.com](mailto:jvalentak@flysolomons.com)

We regret that only short listed candidates will be notified.

# A380 cracks not from fatigue

AIRBUS says it's found the cause of cracks found in brackets inside the wings of a number of its A380 superjumbos, attributing them to a combination of design and manufacturing faults.

Spokesman Tom Williams, who's Airbus executive vice president of programs, said the cracks were caused by a combination of stresses imposed at two stages during manufacture, as well as the type of aluminium alloy used for particular wing brackets.

Last week the European Aviation Safety Agency issued a directive requiring airlines using about 20 A380s currently in operation to check the brackets over the next

six weeks.

After investigating Airbus has come up with a solution to the cracking, which airlines are expected to implement if they find them during the inspections.

The time-consuming checks take about 24 hours, requiring fuel tanks in the wings to be drained before a visual check.

## United full year profit

UNITED Continental Holdings has reported a US\$840m profit for the year to 31 Dec, with the underlying figure of US\$1.3 billion hit by \$483m in costs, mainly related to the carriers' integration.

## Crystal evening bistro

CRYSTAL Cruises is expanding the hours at The Bistro aboard *Crystal Symphony* and *Crystal Serenity* in Apr and Jun, from its usual daytime operation that ends at 6pm through to midnight.

Guests will be able to enjoy complimentary "small bites", desserts and midnight snacks, as well as premium wines and flavoured coffees.

From 6-8pm The Bistro will offer cured meats, prosciuttos, pates and int'l cheeses paired with wine and champagne, from 8-11pm there'll be an array of artisan cheeses, fresh fruits, desserts and hot beverages, and from 11pm til midnight guests will be able to choose from mini-sandwiches, tandoori chicken and more.

VP food & beverage operations Toni Newmeister says the longer hours will enhance culinary and social options for passengers who spend a full day sightseeing or those who "like to mix up their evening dining."

## Starbucks adds grog

GLOBAL coffee chain and hub for travellers Starbucks Coffee will begin trialling the sale of beer & wine at up to 25 locations across the United States this year, in a bid to lure non-coffee drinkers.

## SWISS J class menus

SWISS International Air Lines is offer Business Class passengers travelling on European services new classis Swiss dining menus using regional ingredients from 22 Feb.

## German tax deal

GERMAN automotive giant Daimler has made a move into the online sphere, purchasing a 15% stake in a firm called MyTaxi.

MyTaxi has developed a smartphone application which allows users to automatically order a taxi from their current location at the click of a button.

Friday 27th Jan 2012

## Vienna visits soar

THE Vienna Tourist Board has reported a 5% growth in visitor overnight stays in 2011 compared to the year prior, setting a new benchmark at 11.4 million.

Bed night rises were seen in 46 of Vienna's 52 recorded markets.

## Le Boat christening

LE BOAT *Vision 4* was christened by Tui Marine chief operating officer Cheryl Powell at the Dusseldorf Boat Show on Tue.

The 1500 series boat will sail the canals of France & Germany.

## Win A Centara Holiday To Thailand

Throughout January, **Travel Daily** and **Centara Hotels & Resorts** offer you a chance every week to win a fantastic holiday for two at two of Thailand's most popular destinations: Phuket and Krabi.

The prize includes four nights accommodation at the Centara Grand Beach Resort Phuket followed by a three night stay at Centara Anda Dhevi Resort & Spa with daily breakfast, return economy flights for two and relevant transportation. In Phuket, you will also enjoy complimentary one-off entrance to the island's most fantastic water park at Centara Grand West Sands Resort & Villas Phuket.

Every week we offer one prize and to enter the competition, simply answer the question of the week.

(Email your answers to: [centaracomp@traveldaily.com.au](mailto:centaracomp@traveldaily.com.au))

## Question of the week

What additional services would you like to experience at a Centara hotel or resort and why?



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**CRUISE**  
WEEKLY

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## TRUST AA EXECUTIVE WITH YOUR NEXT CAREER MOVE – CALL NOW

### MINING & RESOURCE SECTOR

**SENIOR CORPORATE BUSINESS DEVELOPMENT MANAGER**  
WA & QLD BASED – SALARY PACKAGE OTE \$100k +  
FLEXIBILITY TO BE REGIONALLY OR CITY BASED

Do you possess strong mining connections? This leading travel provider is looking to secure new BDM's into their teams across WA & QLD. You will have strong connections within the mining and resource sector having full understandings of these operations and key markets. You will possess strong influencing skills with the ability to open doors and win new business.

**A HOT CAREER MOVE FOR A SENIOR ACCT MGR**  
**REGIONAL SALES MANAGER**  
CANBERRA – SALARY PACKAGE OTE \$140K+

This executive role is now available within a leading TMC based in CBR. Responsible for the management and strategic development of the regional client base, you'll be managing a team and driving the delivery of service excellence to an extremely VIP client base including Government. You will also hold the key relationship with the largest client requiring exceptional communication & leadership skills.

### GAIN BACK MORE "ME" TIME

**ACCOUNT MANAGER (PART TIME)**  
MELBOURNE - SALARY PACKAGE \$85k OTE (PRO RATA)

Reduce your hours and join a sensational TMC where you'll manage around 4 clients. This part-time role is a superb opportunity for you to do what you love at the same time as gaining back more "ME" time. You will be adept in client relations with strong analytical ability to identify trends and review expenditure reports. This role comes with additional bonuses and a great team environment.

### A JOURNEY WITH A DIFFERENCE

**GROUP MARKET SALES EXECUTIVE**  
MELBOURNE & SYDNEY - SALARY TO \$55k + CAR

This unique and exciting role is here for the taking with interviews commencing in FEB. You will need to be a strong sales executive with experience selling to direct groups – markets such as student or youth travel would be advantageous. You will also be travelling both nationally and internationally with this role so flexibility is required to be away for extended periods. There's no other sales role like it.

### CALLING ALL CLEVER ACCOUNT MANAGERS

**CORPORATE ACCOUNT MANAGERS**  
SYDNEY & BRISBANE – SALARY PACKAGES OTE \$100K  
Join a highly specialized corporate travel brand with a portfolio of interesting clients that travel globally. You will be a talented AM with the proven experience to manage multi-faceted relationships with the analytical skills required to add value to their travel spend. Advanced communication and presentation skills are essential along with a solid background in corporate travel. This company offers a top salary packages + benefits.

### BE PROUD OF WHAT'S BEHIND YOU

**CORPORATE BDM**  
SYDNEY – SALARY PACKAGE OTE \$80K+  
If you have achieved great results as a BDM in the corporate market bring your skills to an award-winning independent TMC who is ready to embark on an exciting period of growth. As their BDM you'll be focused on winning new business from the SME market and you'll play an integral part in their ongoing success. There's a great team environment, attractive incentives, and a bright future ahead of you.

### A TRULY GLOBAL ONLINE OPERATOR

**ACCOUNT MANAGER**  
SYDNEY – SALARY PACKAGE OTE \$85K  
Bring your account management skills to this growing OTA and watch your career flourish. You'll be managing a portfolio of clients (hotels) across an assigned territory, travelling across that territory to drive revenue and ensure that excellent customer service is being provided. With a focus on growth and business development, you'll be a self-motivated person who is happy out on the road as well as within a team. No looking back.

### HIT THE ROAD JACK

**INDUSTRY SALES / BDM**  
SYDNEY – SALARY PACKAGES TO \$85K OTE  
Time to refresh and upgrade your product, or simply a change of territory to spice up your life on the road. If you are an experienced BDM who loves being out managing their call cycle, driving revenue from your travel agents, hosting educational trips, training on product updates and keeping up the pace to stay ahead of the competitors, these roles are available NOW with leading operators. Not to be missed.

## CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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