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# Travel Daily

First with the news

Monday 19th August 2013

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## Seven pages of news

*Travel Daily* today has seven pages of news & photos, a front full page from Singapore Airlines and Virgin Australia plus full pages from: (click)

- AA Appointments
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## Cruising targets 10% share

**CARNIVAL** Australia ceo Ann Sherry has a new goal for the local cruise industry: to achieve more than triple the current market penetration by 2030.

Speaking at the company's partnership summit, held on the weekend aboard P&O's *Pacific Pearl*, she said Australia and NZ had the potential to dominate the

world in terms of market growth.

"We've gone from being at the bottom of the list to second only to the United States – 3% versus their 3.3% - why not 10%?"

"Nobody has ever done it, but nobody has grown as fast as us." Sherry said Australians, as "urbanised sea huggers", were ideally placed to become the world's biggest cruisers.

"Most of us can get on a ship by catching a cab, to see places other people would die to see."

"We have more options for more tonnage and more ports to base ships, and in the next five years, I think we'll see larger things happening."

Referring to her earlier prediction of 1 million cruise pax by 2020, she commented: "When I said that, very few people believed it was possible, but we are on track to achieve it by 2016, four years early."

More from Carnival on **page 3**.

## SQ-VA RTW promo

**TRAVEL** agents are being offered a major prize of two Round the World Business Class tickets in a joint Virgin Australia-Singapore Airlines campaign which is launching today.

From tomorrow, take note of the "Fact of the Day" in **TD** from Mon-Thu and answer all three "Questions of the Week" each Fri.

Other prizes include Virgin Australia domestic tickets - for details, see the **front full page** of today's *Travel Daily*.

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Holidays

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## Tigerair mulls XRH

**RICHMOND** Air Force base in Sydney's west has been flagged as a possible second airport base in the NSW capital for Tigerair.

According to *Fairfax*, "high-level discussions" about the future use by TT of the active RAAF base have already been conducted.

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## United drops Aus capacity

**UNITED** Airlines is set to drop its 747-400 jumbo services on the trans-Pacific route from 30 Mar, replaced by newer 269-seat Boeing 777s (**TD** breaking news).

The Star Alliance member carrier this morning confirmed it will begin operating triple-class 777-200ERs on both the daily Los Angeles-Sydney-Melbourne route & San Francisco-Sydney city pair, effective 01 Apr (eastbound).

UA's 777s feature 40 forward & rear facing BusinessFirst Seats in an eight across configuration, and eight United Global First seats.

At the rear, the 777s offer a total of 221 Economy class seats - 117 of which are in Economy Plus and offer additional legroom & space.

Economy class passengers are the major beneficiaries of the jet switch, with seats equipped with personal on-demand IFE & power outlets - a feature that has long been craved but never offered on UA's flights to Australia - making the carrier more able to compete against the likes of Qantas, Virgin Australia and Delta Air Lines.

Eventually, inflight connectivity will also be available on the 777s.

"The 777 will be the ideal aircraft for our Australia routes in terms of both capacity and customer amenities," said James Mueller, United's vice president Atlantic & Pacific sales.

However the move sees a dramatic decrease in capacity, dropping from 374 seats offered on the jumbo, equating to 1,470 less seats per week on the routes, which has the potential to improve yields for all carriers.

United director Australia and NZ Alison Espley told **TD**: "The strength of the United global network will continue to set us aside from the competition."

"We will have a product that we will better need the needs of all our customers and we will continue to compete vigorously to ensure we receive our fair share of customers on the route," Espley commented.

### Jetstar hotel sale

**JETSTAR** Airways has launched a 12-hr hotel, offering rooms priced from \$99 per night and valid for stays until 30 Sep, when booked by 11:59pm (AEST) tonight.

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First with the news

Monday 19th August 2013



## New Princess chief

**STUART** Allison has been appointed as the new vice president for Princess Cruises Australia.

Taking over from Alan Stuart, who left the company last month after less than a year as commercial director, Allison brings 15 years of cruising experience to the role.

Allison joined P&O/Princess in the UK in 1998 and relocated to Australia 10 years ago, most recently working as director of market planning and revenue management for P&O Cruises Australia.

The announcement was made at the Carnival Australia Partnership Summit on the weekend by Jan Swartz, the line's US-based executive vice president of sales and marketing, who presented details of Princess Cruises' new Asia program.

The summit on board *Pacific Pearl* was attended by almost 300 travel agents and partners.

## P&O online advertising tool

**P&O** Cruises has announced a new "web marketing program" which allows travel agents to create their own online advertising campaigns.

The 'First Mate' program was unveiled at Carnival Australia's Partnership Summit on the weekend by P&O Cruises senior vice president Tammy Marshall.

She said the online tool would allow agents to choose an ad format and specify their target demographic, as well as their campaign length and budget.

There's also a "branded flyer wizard" and a new trackable Electronic Direct Mail (EDM) developer tool, along with an online financial reporting tool.

Marshall said travel agents could use the system to build their share of the growing cruise market, as well as leverage P&O Cruises' campaigns within a defined geographical area.

"While cruising is booming,

clearly the market potential is still enormous," she said.

"We estimate that about one million 'new to cruise' Australian passengers have taken to the seas over the past five years, and we predict that number will double over the next five years".

The program will roll out from Oct and will be free for agents.

More from the Partnership Summit in this week's issues of **Cruise Weekly** - sign up [HERE](#).

## Oprah returns to Aus?

**NEWS Limited** has confirmed Qantas is in talks with US talk-show queen Oprah Winfrey over a possible second round of live TV shows in Australia this year.

"Qantas is regularly in talks around opportunities to work with celebrity friends to promote Australia," QF told *News.com.au*.

Oprah's *Down Under Adventure* in 2010 was beamed across over 250 networks in the United States and internationally.

**TD** understands that Tourism Australia, which was heavily behind Oprah's last visit, is not involved in the latest discussions.



## Window Seat

**ANY** publicity is good publicity.

Queensland's luxury Lizard Island Resort has been voted as the best place in Oceania for a steamy getaway by cougars, according to a poll from mature dating site Cougarlife.com.

For those unaware, the cougar term loosely refers to mature women seeking a younger man.

The survey of 1,909 "seasoned" (their word, not ours) travellers found 21.6% would choose the idyllic island resort for a hook-up or luxury holiday.

Next on the list was the Crown Metropolis in Perth, followed by Blanket Bay in New Zealand and the Louise Lodge in Marananga.

Respondents said they sought destinations with plenty of local activities, highlighted by the fact that more than half of those surveyed said they planned on "pouncing" on hotel or activity staff members whilst away.

The Byron at Byron Bay, Pinnacles Resort, Airlie Beach and Qualia in the Whitsundays also featured on the list.

travel counsellors



We are pleased to announce our Australian State Conferences will be held this September and we'd love for you to join us.

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09.00 – 12.30  
MELBOURNE

Thursday 5th Sept 2013  
09.00 – 12.30  
BRISBANE

Friday 6th Sept 2013  
09.00 – 12.30  
SYDNEY

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Monday 19th August 2013

## GraysEscape stops haggling

**ACCOMMODATION** bartering website GraysEscape.com has ceased to offer its unique "haggling" content for bookings and has revealed a new home page and site features.

Last year GraysOnline acquired Ubid4rooms.com from former owner Gary Berman as a means to enter the accom sector (**TD** 30 Apr 2012), rebranding the business as GraysEscape.

In an email blast to subscribers last week, GraysEscape revealed a number of "changes" have been made after partnering with a new accommodation provider meaning, "there's no need to wait for haggling confirmation."

GraysOnline Group marketing manager David Sharp told **Travel Daily** that suspending the haggling direct with hotel procedure was a result of consumer response.

"Following feedback from our existing Grays customer base, we are running a series of tests to expand our accommodation

range. During this phase we won't be offering "haggle" content," Sharp said.

Other changes to be introduced include featuring star-ratings on listings as well as TripAdvisor reviews "to help choose your ultimate accommodation," the email blast stated.

GraysEscape now offers over 160,000 hotels in Australia and internationally.

### Red e-Deal fees rise

**QANTAS** is cranking up the change fee for domestic and QantasLink Red e-Deal fares by about 15% to \$77 (including GST).

Effective for tickets issued on/after 18 Sep, regardless of date of issue of the original ticket, the change fee will rise from the current \$65 charge.

All Flexi Saver and Fully Flexible fares retain the ability to change right up until the day of departure with no change fee applicable.



**Destination NSW**

**Country Manager, Japan**  
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Destination NSW is a NSW Government statutory authority with responsibility for devising and implementing strategies to grow the visitor economy to NSW. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW.

#### About the Role:

The Country Manager, Japan is responsible for leading Destination NSW's operations in Japan to grow tourism and expenditure into NSW and to achieve organisational goals. This role develops and implements growth plans, co-operative marketing partnerships, identifies opportunities for publicity and promotion, provides market intelligence and represents Destination NSW at industry events and forums. Additionally, this position has a key focus in managing the operations and activities of the Japan office including oversight of the day to day requirements.

For further information and to apply for this role please [Click here](#).

**Closing Date:** Monday 26 August 2013

**Enquiries:** Tracy Forsyth (02) 6391 3718 or [tracy.forsyth@industry.nsw.gov.au](mailto:tracy.forsyth@industry.nsw.gov.au)

Applications submitted via email will not be accepted. An eligibility list may be created to fill future permanent, temporary, full time or part time positions as they arise.

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## Scenic Africa brox

**SCENIC** Tours has rolled out its 2014/15 Africa program complete with a new air tour of East Africa.

Namibia has also been added as a new touring destination while new products include the Livingstone Express train journey in Zambia, walking safaris in Kruger National Park in Tinga and Thornybush game reserves.

Go to [www.scenictours.com.au](http://www.scenictours.com.au) for further info on the program.

## Zest gets grounded

**PHILIPPINE** budget carrier Zest Air has been grounded by the country's Civil Aviation Authority due to safety violations.

The airline operated to 10 domestic and 10 int'l routes.

## Slosar new CX chair

**CATHAY** Pacific Airways chief executive John Slosar has been announced as the carrier's next chairman, to take up the position from Mar 2014.

Slosar will succeed Christopher Pratt, who has been chairman for the past eight years.

CX chief operating officer Ivan Chu - who has worked with the company in Hong Kong, China, Taiwan, Thailand and Australia - has been named as Slosar's successor, also effective Mar.

## China invests in Qld

**CHINA** is continuing to show its confidence in the Australian tourism sector, with investor Dr Benny Wu doubling his portfolio of Queensland hotels after purchasing the 150-room Acacia Court Hotel in Cairns.

Dr Wu acquired Double Island, near Palm Cove, earlier this year.

On Fri Qld Tourism Minister Jann Stuckey said: "Dr Wu is similarly optimistic about the potential for growth in Queensland."

## A&K camera offer

**ABERCROMBIE** & Kent is giving away a free Sony Cybershot DSC-TF1 camera to the first 10 clients booking its Classic China journey - phone 1300 551 541 to book.

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Monday 19th August 2013

## CWT thanks its top customers



**CARLSON** Wagonlit Travel last week called on Qantas to help it say a hearty vote of thanks to 100 of its top corporate customers at a special soiree in Sydney.

Guests invited to the recognition

evening heard from hero Qantas pilot Richard De Crespigny, who was the evening's guest speaker.

De Crespigny's recently released book on his life, career and the events of the QF32 near-disaster over Singapore in 2010 continue to captivate Australian audiences, with the book still on many of the country's best-seller lists.

Captain De Crespigny is pictured above right with Carlson Wagonlit Travel managing director Peter Brady and Qantas Airways head of industry sales Karen Tsolakakis.

## WIN TICKETS TO SEE STOMP



Every day this week, we are giving readers the chance to win a double pass to **STOMP** at Theatre Royal at 8pm on Wed 11th Sep.

The Broadway, West End and international sensation STOMP is back, and it's better than ever!

Following their acclaimed performance at the Closing Ceremony of the London 2012 Olympics, STOMP returns to Sydney from 10 to 15 September, with new routines, new choreography and new music

Tickets available through [www.ticketmaster.com.au](http://www.ticketmaster.com.au).

To win, simply be the first person to send through the correct answer to the question below to:

[stompcomp@traveldaily.com.au](mailto:stompcomp@traveldaily.com.au).

When does STOMP open in Sydney?

## Langham price bump

**ROOM** rates at The Langham, Sydney will likely increase following next year's renovation, Langham Hospitality Group ceo Brett Butcher has revealed.

Butcher told **TD** in Sydney last week that room revenue at the property had spiked about 10% since Langham took over the former Observatory Hotel from Orient Express 12 months ago.

That figure is more than double the room revenue of most of Sydney's hotels, he claimed.

Renovation work at the hotel is set to commence next year and once complete, gives Langham a chance to lift rates about \$50 per night ahead of its competitors to a price point it once enjoyed.

"We'll be hoping to get back to that price position," Butcher said.

"At the moment our rate is on par with the Four Seasons and Shangri-La, but really, because of its location, uniqueness, boutique style and size, we should be \$50 ahead of them.

"And if we can get that on top it makes a lot of investment sense."

Aside from a refreshed and revamped hard product, Langham will also "re-scope" the food and beverage on offer "to make it more now. It's a little bit old world right now," he told **TD**.

Butcher said the Sydney hotel expects 80% of business will come from the leisure market.

"This hotel deserves to be positioned right at the very top and the city can benefit from that by having a beautiful new hotel - we benefit from that too, so it's a win-win," he commented.

## Aeromexico gets 787s

**BOEING** has delivered the first of nine 787-8 *Dreamliner* aircraft to Aeromexico, fitted with 243-seats in a two class cabin - 32 seats in 'Clase Premier' with lie-flat seats and 211 seats in Economy class.

Aeromexico has leased its fleet of 787-8s from International Lease Finance Corporation, and has ordered 10 787-9 variants directly with Boeing.

# new retail group opens in 3 days

i wonder who it will be?



Rd 21 Results

## CONGRATULATIONS

**Christine Field**

from Jetset Travelworld Network

Christine is the top point scorer for Round 21 of **Travel Daily's** AFL industry footy tipping competition and has won a \$50 Coles/Myer voucher, courtesy of Compass Car Rental.



## Major Prize Sponsors

**1st Prize:** 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



**2nd Prize:** 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort Vanuatu



## Wonderland revival

**AMBITIOUS** plans have been tabled to resurrect the defunct Wonderland Sydney, to be named the Western Sydney Theme Park.

Expressions of Interest are now being taken for the project which, according to a dedicated website, will provide investment opportunities for hotel operators, cinemas and restaurants.

A Master Plan for the proposed new tourism precinct is being developed which will feature a water park and wildlife park.

The project aims to recapture "the huge gap left in the NSW tourism economy by the departure of a previous theme park in the region," the portal says.

"The precinct will fill a large hole in Sydney's tourism industry with a much needed 'hub' of recreation and entertainment."



## Jarvis Intrepid on ice

**FAMED** explorer Tim Jarvis will lead a special ice-walk as part of an 11-day Spitsbergen Explorer voyage departing in Jun next year, on sale through Intrepid Travel.

## Aussies shine at Virtuoso week



**A BUSY** week of networking, training & business development wrapped up in Las Vegas over the weekend as 74 leading Australia and New Zealand travel advisors celebrated their participation in the 2013 Virtuoso Travel Week.

The 'by-invitation only' group of luxury travel experts reported a successful week, with many new contacts made, established ones strengthened and positive new sales methods cultivated.

**Pictured** above prior to the week of festivities enjoying a Welcome lunch with the Virtuoso team, from left is

Patrice Willoughby, Virtuoso; David Kolner, Virtuoso; Elizabeth Clarke, Travel Concepts; Karen Jones, Andrew Jones Travel; Penny Spencer, Spencer Travel; Carmen Ford, Travel Concepts; Gilda McManus, Travel Concepts; Julie Denovan, Virtuoso; Nathan Darke, Andrew Jones Travel; Bev Cohen, Wentworth Travel and Tim Cohen, Wentworth Travel.

## TTC suspends Egypt

**THE** Travel Corporation has suspended Egypt operations of all its brands due to the ongoing civil unrest in the country.

Passengers departing on Contiki, Trafalgar, Insight Vacations and Uniworld itineraries in coming weeks have been contacted with reschedule or refund options, with all brands continuing to monitor the situation closely.

## NSW Indigenous plan

**A PLAN** to promote and develop Aboriginal tourism experiences in order to boost the Indigenous industry has been released by NSW Tourism Minister George Souris and Minister for Aboriginal Affairs Victor Dominello.

The three-year plan, created by Destination NSW & stakeholders, will see the first Aboriginal Tour Operators Workshop held and promotion of Australia's largest Indigenous festival, Corroboree, hosted in Sydney in Nov.

Information on Aboriginal Tour Operators and their products will also be boosted on Sydney.com.

## Wyong airport option

**WYONG** Shire Council's plan for a new airport on the Central Coast of NSW (**TD 22 Jan**) "could well fit in to the future economic growth" of the region, Terrigal MP Chris Hartcher said on Fri.

The ambitious project calls for a one-runway airport to bring more tourists to the region.

However Hartcher dismissed any possibility of the airport becoming a second international gateway for Sydney.

## SQ capacity rebounds

**LOAD** factors on South-West Pacific routes flown by Singapore Airlines, which includes Australia, improved by 1.4% in Jul, official results from the carrier reveal.

Overall y-on-y pax numbers and average loads increased 3.9% and 0.3% respectively, with more than 1.6m pax carried network-wide.



## Brochures of the Week

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Bentours - Antarctica 2014/15

Two new voyages have been added to the latest range in Antarctica from Bentours, including a 12-day Antarctic Peninsula voyage and a 22-day Falklands, South Georgia & Antarctica Expedition. Each voyage is hosted by expert & knowledgeable crew. The company operates three vessels in the region - the largest being the *MS Expedition*, followed by the *MS Fram* which offers guests more of a hands-on experience and the newest, the *Sea Explorer*, which combines luxury with adventure.



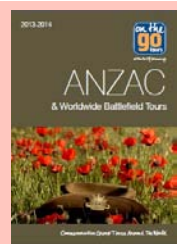
### South America Travel Centre - Tailor Made

Packed with content, this new guide from South America Travel Centre is missing a normal brochure staple in that inside, there are absolutely no prices. The reason is that the point of the guide is to encourage customers to design their own 'tailor-made' itinerary, which means a price can only be applied when quoting. It contains vast quantities of accom, transfers, air options and single/multi-day touring offerings, meaning an SATC specialist can help create the perfect trip.



### Insight Vacations - Europe 2014 Preview

Escorted journeys catering to all preferences of luxury, easy-pace and off-the-beaten-track will feature in the tour operator's full Europe release, coming soon. This new preview guide offers a teaser taste, with details of some of the most popular trips, such as the Edinburgh Military Tattoo featured, allowing advance planners an opportunity to secure their spot. Itineraries covering all corners of Europe are offered, with earlybird special offers and a refund guarantee of price differences if they drop before Sep.



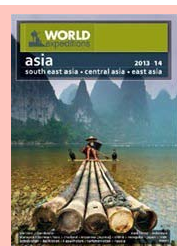
### On The Go Tours - Anzac Battlefields 2013-2014

Commemorative journeys to Gallipoli and the Anzac Peninsula both next year and for the 100th anniversary in 2015 feature in the new Anzac Battlefields brochure from On The Go Tours. In addition, pilgrimages to near and far sites of war sacred to the memory of Australian participation also features, including Borneo, Burma, Vietnam, Russia, Egypt, South Africa and the Western Front. Numerous special departures have been created for ANZAC Day and anniversaries of major Australian military milestones.



### MSC Cruises - Online Brochure 2013-14

Aimed at the Australian market, this new online brochure contains information on the global sailing journeys of MSC Cruises vessels operating worldwide. The company's "On Deck" online newsletter provides insights into the 2014 range of cruises as well as an interview with MSC Yacht Club cruisers. New fly/cruise holiday options as well as special offers incl earlybirds and pre-purchased drinks packages also feature.



### World Expeditions - Asia 2013-14

A wide range of itineraries have been designed for those seeking to explore some of the world's most remote and picturesque locations. Available travel options include seeing Vietnam by bike, exploring on foot and kicking back on long-distance trains such as the Trans-Siberian Railway. Numerous UNESCO Heritage List sites can be visited, as well as isolated villages along the Mekong River, city palaces, animal sanctuaries, marketplaces, festivals, lakeside camps and much more.



## Park City names GTI

UTAH ski destination Park City has named GTI Tourism as its Australian representative responsible for promoting the resort's summer & winter deals.

## WIN A HOLIDAY TO PERU

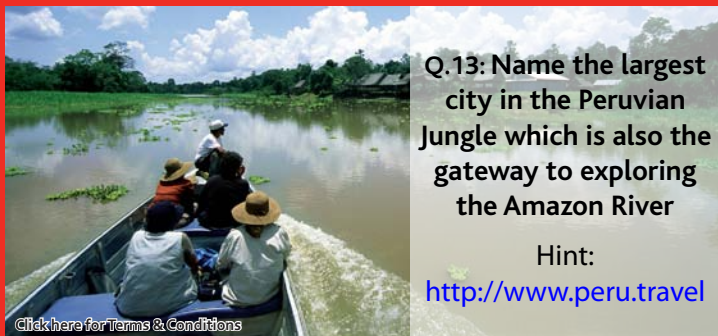


Throughout August *Travel Daily* is giving readers the chance to win a holiday for two people to Peru, courtesy of Aerolíneas Argentinas and Peregrine Adventures.

The prize includes two return economy airfares on Aerolíneas Argentinas between Sydney and Lima via Buenos Aires and Peregrine Amazon & Inca Heartland tour for two people.

Each day *Travel Daily* will ask a Peru-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this amazing holiday to Peru.

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



**Q.13: Name the largest city in the Peruvian Jungle which is also the gateway to exploring the Amazon River**

Hint:

<http://www.peru.travel>

[Click here for Terms & Conditions](#)



## DriveAway car deals

A FREE vehicle upgrade offer on car rental in the US through DriveAway Holidays has been extended for booking until 30 Sep.

Discounts of 10% can also be combined with this deal.

Additionally, travellers heading to Ireland can enjoy free GPS rental if collecting a vehicle in the periods of 03 Nov - 12 Dec and also 29 Dec - 14 May.

For more details or to book, visit [www.driveaway.com.au](http://www.driveaway.com.au).

## ANW pushes Broome

AUSTRALIA'S North West has partnered with Wotif and Tourism Western Australia to launch a new radio campaign promoting Broome as a holiday destination.

Melbourne and Perth will be the two major markets targeted through the campaign, which is scheduled to begin 02 Sep, with a variety of special accommodation offers released on Wotif.com and advertised via radio, newspapers, online & on social media outlets.

## EY route map opens for Michael



**CHOOSING** where to go could be a difficult decision, as an open ticket to anywhere on the global Etihad Airways network map was presented to Michael Perrone from Travel Makers in Canberra.

Perrone was the lucky winner of an exclusive sales incentive run by independent agent network Travellers Choice in Jun, in conjunction with Etihad Airways.

In addition to recording the highest level of sold and ticketed revenue for the carrier during the month-long incentive, Travel Makers also achieved the greatest level of year-on-year improvement, which saw them also awarded with a \$250 Red

Balloon gift voucher.

Red Balloon gift vouchers to the same value for strong sales were also bestowed on Travellers Choice member agencies Civic Travel Services, Lea's World Travel and Maria Slater Travel.

Etihad Airways account manager Jamie Bunn is pictured above centre presenting the winner's ticket and \$250 Red Balloon gift voucher to Michael Perrone and Philip Dalley from Travel Makers.

## Albanese rejects plan

**DEPUTY** Prime Minister and Federal Infrastructure & Transport Minister Anthony Albanese has rejected a Major Development Plan submitted by Melbourne's Moorabbin Airport.

The plan called for construction of a major shopping precinct, with Albanese stating he was not satisfied that the impact on the local area & nearby developments had been adequately assessed.

## MH axe MEL addition

**PLANS** to increase services from Kuala Lumpur to Melbourne from 14 to 16 weekly have been dropped by Malaysia Airlines.

According to GDS displays late last week, the carrier's Northern Winter 2013/14 timetable had the two additional weekly flights set to operate between 21 Nov 13 and 16 Jan 14, however these never opened for reservations.

## GTA into eRevMax

A TWO-WAY XML distribution connection has been established between GTA's property portfolio and the eRevMax booking system.

GTA represented properties are now available to subscribers of the eRevMax Channel Ecosystem, with rate & inventory data being transmitted in real-time.

## AKL connects Weibo

**AUCKLAND** Airport will launch a profile promoting the city on a new travel app released by China's largest social media site Sina Weibo, AKL has announced.

Entitled New Zealand Journeys, the profile will market NZ holidays inclusive of flights into Auckland.

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**ARE YOU OPERATIONAL?**

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MELBOURNE – SALARY PACKAGE \$95K+**

Reach for the top spot when you join this Victorian based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be managing all financial responsibilities of the Victorian operation.

**PRODUCT WITH A TWIST!**

**PRODUCT ENGINEER–TRAVEL RELATED  
SYD OR MEL - SALARY PACKAGE \$120K PLUS**

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from travel technology background with strong systems knowledge.

**LOVE BUILDING RELATIONSHIPS?**

**NATIONAL ACCOUNT MANAGER  
MELBOURNE – SALARY PACKAGE OTE \$100K+**

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

**NEVER TAKE NO FOR AN ANSWER?**

**CORPORATE BDM X 5  
BNE, PER & SYD– SALARY PACKAGE OTE \$100K+**

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this award leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar

**AMAZING EVENTS OPPORTUNITY!**

**CORPORATE EVENTS PRODUCER  
BRISB & SYD – SALARY PACKAGE OTE \$90K+**

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. These are the roles everyone wants!

**ARE YOU A BORN LEADER?**

**CORPORATE TRAVEL TEAM LEADER X 2  
SYDNEY SALARY PACKAGE TO \$80K**

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

**CAN YOU BUILD STRONG RELATIONSHIPS?**

**REGIONAL HEAD OF PRODUCT x 3  
BRISB, SYD & MEL BASED: TOP SALARY PACKAGE**

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

**APAC IS CALLING YOU!!**

**CORPORATE TRAVEL PROJECT MANAGER – APAC  
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The Operation / Project Manager is responsible for running and delivering operational projects on a global scale 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.

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## Finding talent within the Australian Travel Industry

### Senior Travel Consultant (Mon-Fri)

**Brisbane - \$40-45K + Commission - Ref 742SJ1**

Escape face-to-face sales and reclaim your weekends with this Mon-Fri office based Senior Travel Consultant role in the Brisbane CBD area. You'll be handling high end and high yield bookings so you should be suitably experienced in this sector of the travel industry, specifically in European touring and luxury hotels. A competitive starting salary, bonus, benefits and travel industry perks are on offer by this much loved travel industry name.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Sales Manager/ Business Development

**Canberra - \$100K + Super + Incentives - Ref 735BP2**

Have you had experience dealing with the Corporate & Government travel Market? An experienced Business Development/ Sales Manager is needed by an leading international airline. If you have sound understanding of corporate travel sales and a proven past sales record, we would love to hear from you. The available position is located in Canberra and an attractive salary package will be offered to the successful candidate

**For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)**

### Travel Manager

**Melbourne - Competitive + Bonus - Ref 744DB2**

Are you an experienced Corporate Travel Consultant looking for a new challenge? This leading travel management company are looking to grow their teams. If you want to work in a dynamic, exciting company and have a great opportunity to progress your career, then this is the place to be! As a Travel Manager you will be servicing mid-large corporate accounts looking after their international & domestic travel, and working with SLA's. If this sounds like you apply now!

**For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)**

### Cruise Travel Consultant

**Adelaide- \$38-40K + Super + Incentives - Ref 3053**

Do you live for cruise? Do you love the high life? We need a dedicated and passionate cruise lover with fantastic travel consulting skills to set up and run this department - make this your baby! Ideally you would be ICCA Accredited and know your expedition cruising from your luxury 5 stars and once in a life time trips! Now is the time to make the move into this independent travel agency. You would join a fantastic team and be well supported by brilliant management!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

### Group Travel Consultant

**Brisbane - \$Competitive - Ref 757SJ1**

A unique role is available in Brisbane for a Group Travel Specialist. Co-ordinate and book long haul group itineraries and tours in an independent niche travel environment. Use your travel industry skills to become an expert in this field! A great base salary is on offer along with bonuses, CBD location and Monday-Friday working hours. Want a travel role with a difference? Then this is what you have been waiting for! Call me today for a confidential discussion.

**For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel - Team Leader

**Sydney CBD - \$70-75K DOE - Ref 702BP5**

Do you have experience leading a corporate travel team? Do you have the ability and desire to manage and guide a team in all corporate travel operations? This successful and well respected corporate travel agency are looking for a motivated, positive and experienced Team Leader to join their family. If you have previous experience as a successful travel manager, and are adept at driving a team to succeed in a fast paced environment we would love to hear from you!

**For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)**

### Administration/Travel Consultant (PT)

**Melbourne - \$Competitive + Bonus - Ref 688DB1**

Are you looking for a work/life balance and a great part-time position with flexible hours? Working for a fabulous global company and a great strong performing team, this opportunity is a fantastic position for the right person. Your duties in this corporate office will range from administrative to travel consulting, assisting the team and dealing with wholesalers and the public. If you want to be part of an impressive, supportive team, then please apply now!

**For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)**

### Corporate Travel Consultant

**Perth - \$50-60K + Super + Benefits - Ref 0716**

We are in need of a fantastic Corporate Travel Consultant, who can hit the ground running within this boutique corporate travel company. Its time to work for a really fantastic team! You will be well rewarded with fantastic benefits. If you love corporate travel and love far flung destinations. Utilise your awesome flight route knowledge and excellent Galileo and Crosscheck skills to the role. We need a team player and travel professional, so what are you waiting for?

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**



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