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Monday 15th July 2013

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\$2.8m accreditation grant

AFTA will not need to dip into its finances to fund the creation of its voluntary, industry-led Accreditation Scheme after consumer affairs ministers approved a \$2.8m grant from TCF reserves (**TD** breaking news).

The money will pay for the development, implementation and first year of operations of the accreditation scheme, which is being headed up by Gary O'Riordan.

AFTA ceo Jayson Westbury said that although many travel agency owners believe TCF reserves should be returned to them, the reality is that the trust deed which governs the TCF does not allow for that, instead directing the money back to the state and territory governments.

"This grant brings a base funding to the industry to ensure that the accreditation scheme

can be delivered and established properly," Westbury said.

A national roadshow, to be conducted in the coming months will "allow travel agents across the country to be directly involved in the development phase of the scheme," he promised.

"As we go around the country on the roadshows and explain the accreditation scheme and engage in two way communication with agency owners, I am sure everyone will see that our plan is very sound," Westbury added.

Sunlover Qld promo

THE AOT Group's Sunlover Holidays brand has launched a collection of Queensland holiday specials to take advantage of the peak selling month for the state.

Over 30 heavily discounted offers to the Gold Coast, Tropical North Queensland, Queensland Islands, Sunshine Coast and Capricorn Coast form the basis of the four-week promotion.

Free nights and spa treatments, along with food & beverage inclusions and discounts are also on offer during the campaign.

Seven pages of news

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

- AA Appointments
- Travel Trade Recruitment

travel counsellors



Inside the world of travel

by Tracy Parkinson



On 25th July, we are opening the doors to our Head Office in Melbourne to give an insight into what we do for our Travel Counsellors.

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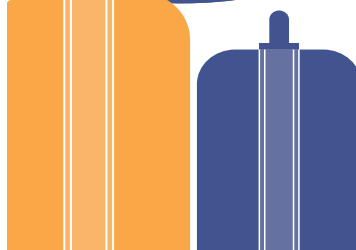
Dixon honours Hogan

ETIHAD Airways ceo James Hogan has won the 'Executive Leadership' category at the annual Airline Strategy Awards in London, with the judging panel including former Qantas ceo Geoff Dixon.

The judges cited Hogan's "influence on the aviation industry outstanding strategic thinking and innovative direction for growth," after analysing EY's increased profitability, growth and unique partnership strategy.

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Virgin reveal airberlin c's

VIRGIN Australia will seek govt approval to begin codesharing with airberlin into two German gateways, today revealing details of a new pact with the oneworld member (**TD** breaking news).

The reciprocal codeshare and frequent flyer agreement will take effect from 01 Aug, and see VA place its code on airberlin's daily direct services from Abu Dhabi to Dusseldorf and Berlin.

airberlin will in turn codeshare on Virgin Australia's thrice weekly Abu Dhabi to Sydney services, as well as its Phuket to Perth service and on 9 domestic Aussie routes.

Subject to regulatory approval, the partnership will also enable Velocity Frequent Flyer members and airberlin's topbonus scheme participants to earn & burn points

or miles on each other's metal.

The agreement, flagged earlier this year (**TD** 03 Apr) when Virgin applied to the IASC to commence commercial cooperation with AB, also means for the first time, Velocity members can earn Points and Status Credits on airberlin codeshare flights, as well as gain access to select AB lounges.

Flights are on sale from today. **MEANWHILE**, fellow European carrier Alitalia has signalled plans to add Australia to its network as part of a three year expansion plan, which would likely come in the form of a codeshare alliance.

SOO Game 3 comp

THIS week's final State of Origin match between NSW and Qld is also the opportunity for **Travel Daily** readers to win two nights at the luxury Pullman Hotel at Sydney Olympic Park.

There have been three questions for each match in the 2013 SOO series, with the prize going to the reader who most accurately answers all nine.

The three questions for State of Origin Game 3 are as follows:

1. Which team do you predict will score the first try in Game 3?
2. Which team do you predict will be leading at half time in Game 3?
3. What do you predict will be the points margin in Game 3?

Send your answers in by 6.30pm on Wed 17 July by email to soocomp@traveldaily.com.au.

Air India hotel tender

AIR India has reissued a tender for the supply of accommodation for its cockpit and cabin crew in Sydney and Melbourne ahead of the launch of services from Delhi.

According to tender documents filed on Fri, the one-time Star Alliance member elect is seeking 240-rooms at a five- or four-star rated hotel in each city.

Requirements stipulate Air India needs between 32 and 36 rooms every night, with quotes needing to include internet (for cockpit crew only), breakfast, portorage, gym access and return transfers between airport and hotel.

Properties need to be "centrally located".

Applications close on 09 Aug - just three weeks prior to the first planned service arrival on 31 Aug.

Air India previously initiated an accommodation tender in Sydney and Melbourne nearly 12 months ago (**TD** 07 Aug), at which time it had slated a late Oct 2012 launch of an Australian operation.

EK into the Ukraine

EMIRATES will introduce daily flights to Kiev, effective 16 Jan, marking the Dubai-based carrier's first foray into the Ukraine and 35th European commercial route.

Divisional senior vp Commercial Operations West Hubert Frach said the Ukraine's agribusiness, heavy machinery industries, technology & tourism interests represent "strong potential" for future business from Kiev.

Services will be operated using triple-class Airbus A340-500s.

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US stakeholder tick

US AIRWAYS shareholders have overwhelmingly voted in favour of the merger with AMR Corp - the parent of American Airlines.

On Fri, chairman and ceo of US Airways and the incoming ceo of the joint venture, Doug Parker said this latest nod was "a major milestone on our path to completing the merger."

The carriers currently only have overlapping service on 12 routes, with the proposal set to create the world's largest airline.



QF crew with Skroo

ABOVE: Flight Centre's Global Ball in Cancun, Mexico last week had more than 3,500 attendees, with the group's top achievers from across the globe celebrating another great year with key suppliers and senior management.

The theme of this year's Global Ball was 'Rise of the Sun Warriors' with Qantas being one of the event's major sponsors.

Entertainment during the Ball included performances by DJ Roger Sanchez and rapper Pitbull.

The QF team is **pictured** above with Flight Centre md Graham Turner: Sheree Pekovich, Andrew Rattle, Karen Tsolakis, Despina Madden and Darren McDermott.

Next year's Flight Centre Global Ball will take place in Macau.

Starwood recruits

STARWOOD Hotels & Resorts has announced the appointment of David Janz as Account Manager Leisure within the Starwood Sales Organisation team.

Janz will manage wholesale and online travel agent customers in Australia, based from Sydney.

Germany visits climb

AUSTRALIA is one of Germany's stronger inbound visitor markets, with figures for Jan-Apr this year showing Australian overnights up 5.2% year on year.

That compared to 3.9% overall growth, with Apr being a particularly strong month for Aussie visitors, up 10.6%.

Berlin is the most popular city for Australian visitors, but there was also strong growth in Aussie visits to Munich and Cologne.

Aqua Q University

AQUA Hospitality has rolled out a new travel agent training and certification program to aid consultants with their knowledge of the group's 23 properties.

The Hawaiian based company operates its collection of hotels under three brands - Monogram Hotel Collection, Aqua Hotels & Resorts and Lite Hotels.

Dubbed Q University, or QU, the resource not only assists with product knowledge but offers a rewards scheme - register at www.aquatravelagent.com.



Window Seat

THERE are some very red faces in the USA at present, after a San Francisco TV station erroneously broadcast racist joke names for the pilots in the ill-fated Asiana flight which crash-landed at SFO last week.

According to KTVU-TV, the station was acting on confirmation of the names by an unnamed staffer at the National Transportation Safety Board, with the NTSB later saying a "summer intern had acted outside the scope of his authority" when he responded to a query from the TV station about the names.

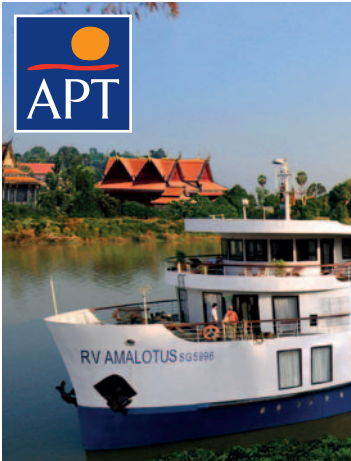
The names included 'Captain Sum Ting Wong' and pilot 'Wi Tu Lo' (below), with the broadcaster later issuing an apology after it "realised the names aired were not accurate".



AMERICAN Airlines is being sued by a flight attendant over allegations that she smuggled pet rats on board a flight.

Louann Giambattista says the claims are "absurd" and "patently false," with her accusers, three AA colleagues, saying she hid the rodents in her underwear and fed them from a bread roll during the trip.

She was blacklisted for over a year over the incident and says it has given her post-traumatic stress disorder.



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TT now "free to fly"

TIGER Airways Holdings, now trading as Tigerair, has blamed "severe & irrational competition" in Australian skies for a SG\$69m loss by its local unit for the FY ended 31 Mar 2013 (**TD** 20 May).

The remark was made in Tiger Group's 2013 Annual Report, released last week, in which the budget carrier cited "over-capacity and yield erosion" for a lack-lustre performance by Tiger Australia.

However, Tiger was upbeat about its Aussie operation, saying it managed to steer its course towards a "measured recovery" following the 2011 grounding.

"By Oct 2012, Tiger Australia had emerged from the long shadow of suspension and regulatory restrictions that fell on it in Jul 2011. It is now completely free to operate where and when it wants domestically," Tiger chair Joseph Yuvaraj Pillay said.

But he admitted Tiger Australia was "yet to justify [its] presence financially" after six years ops, which is why the carrier decided to accept Virgin Australia's offer to acquire a 60% stake.

DC Candle winner

CONGRATS to Stesha Berestov from Flight Centre Gosford who was Fri's winner in our Destination DC comp last week.

Stesha has won a cache of six scented candles.

Manchester United to bring cash to Sydney

POPULAR English football powerhouse Manchester United yesterday touched down in Sydney ahead of its pre-season friendly match this coming weekend against the A-League All-Stars side at ANZ Stadium.

NSW Deputy Premier Andrew Stoner welcomed the team, its staff and entourage, saying the visit had been secured by the NSW Govt as part of its ongoing strategy to secure major events to help boost the state economy.

"It's been 14 years since Manchester United visited Australian shores and I join the entire Australian football community in expressing my delight at their arrival in Sydney.

"The demand for tickets has been extremely high and the match sold out in record time to fans," Stoner added.

FJ "stretch out" seats

FIJI Airways is offering Economy class pax travelling between Nadi and Los Angeles the option to pay to spread out over two extra seats on its 747 jumbo aircraft.

Offered only at the time of check-in and on a space available basis, reserved 'Stretch Out Seats' are located on the upper deck of the aircraft, priced at FJ\$600 per adult one-way ex Nadi and US\$400 from Los Angeles.

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Philippine Airlines

Hook sinks teeth into new line



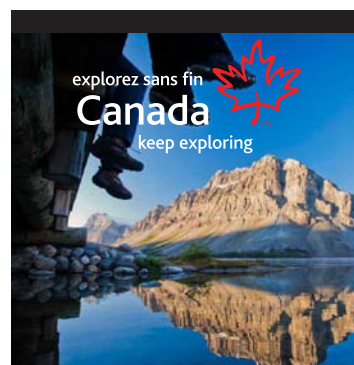
FORMER Accor PR stalwart Peter Hook won't be straying far from the industry, last week launching his new venture in style.

Hook Communications will be aimed at the tourism, hospitality and lifestyle sectors.

The new firm was formally introduced at Sydney's O Bar and Dining - somewhat ironic perhaps as the venue was formerly owned by Accor when they operated at the Summit.

Last week's launch also served as a good opportunity for Hook's former Accor colleagues to send him off in style - timely also as the now-Singapore-based director of communications, Gaynor Reid, also happened to be in town.

Hook is pictured above with his former team-mates in Gaynor Reid, Cynthia Dammerer, Rebecca Freestun, Ginni Post and Angela O'Connor, along with Voyages Indigenous Tourism's Karena Noble, who also popped in to offer her best wishes.



ET Dreamliner fire

ETHIOPIAN Airlines has affirmed its confidence in the safety of the Boeing 787 aircraft, despite one of the carrier's jets catching fire at London Heathrow over the weekend.

Images of the aircraft show some fire damage at the top and rear of the aircraft, which began while it was parked at a remote stand, forcing temporary closure of both of Heathrow's runways.

It is unclear how the fire started, with Boeing crew now investigating the incident.

Earlier this year, the *Dreamliner* was grounded by US authorities for several months while Boeing resolved an overheating battery issue, with ET the first airline to relaunch 787 operations in Apr.

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AIR NEW ZEALAND

2013 AA Career Fair celebrations



RUNNING all month long, the 2013 AA Appointments Career Fair is certainly keeping the team at the travel industry recruitment

firm busy.

A huge variety of travel firms around the world feature in advertising for the AA Career Fair, with anyone looking at a change encouraged to get in contact with the team for an appointment.

There was still time for a celebration prior to the start of the Fair, with balloons adorning the office far and wide.

The team, **pictured** above from left, consists of Kate Bouffler, Kate Green-Ornelas, Amy Foltran, Susanna Boyd, Anita Nunnari and Karen Stovell.

Goldie Chinatown

PLANS for a Chinatown zone on the Gold Coast have been revealed by the Gold Coast Council (GCC), expected to debut in Aug next year.

The \$3.5 million Gold Coast Chinatown Precinct will feature cultural designs, street furniture, decorative lighting & public art, developed in partnership with four Gold Coast Sister-Cities, Tainan and Taipei in Taiwan and Zhuhia and Beihai in China.

"Gold Coast Chinatown will be true to the Gold Coast spirit and will represent our new world relationship with the Asia-Pacific region," the GCC said.

The project is planned for Young and Davenport Streets, near the Australia Fair Shopping Centre.

Thredbo agent rates

TRAVEL agents are being reminded of a 40% discount available for personal lift, lessons and rentals offered at Thredbo.

For bookings, contact Thredbo's National Sales Manager by email at chris_hegarty@ahl.com.au.

Mercure addition

ACCOR has today announced the rebranding of the 70-room Rydges North Melbourne to the Mercure North Melbourne, expanding its network of Mercure branded hotels in Victoria to over 10 and more than 40 nationally.

Tweets help Aussie travellers

TRAVEL insurance & emergency aid firm Allianz Global Assistance has released the findings of a study on how Twitter is influencing the travel booking habits of travellers around the world.

The study, known as #HELPME, saw the firm analyse more than 25,000 tweets posted in Mar, finding 65% sought help related to holiday planning and involving tourist activities.

The most frequent tweet sent was to help a traveller in a city find something fun to do, closely followed by posts seeking advice on where to go on holidays.

Other high-ranking tweets were from those seeking help finding a resolution to a travel problem, seeking directions, querying currency exchange rates and asking about whether a visa was needed to visit a certain country.

One third of tweets that formed

part of the research were sent as direct contact messages intended for travel & tourism professionals by users seeking assistance on a travel related query or problem.

It found that although Twitter is not yet considered a mainstream contact channel, travel agents, airlines, hotels and youth-aimed tour operators were encouraged not to ignore the social media platform as a way of directly engaging with consumers.

Around 20% of tweets studied used a hashtag, which indicates the post was of a general nature and not aimed at a particular person or company.

"The #HELPME observatory highlights the new behaviours of certain avant-garde travellers who are probably the precursors of tomorrow's mainstream lifestyles, Allianz Global Assistance ceo and president Rémi Grenier said.

AFL Rd 16 Results

CONGRATULATIONS

Paula Scott

from *Travelworld Parkdale*

Paula is the top point scorer for Round 16 of *Travel Daily's* AFL industry footy tipping competition and has won a High Tea Cruise for two people, courtesy of **Captain Cook Cruises**.



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



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Excite Holidays is a leading online wholesale travel company and a 2012 AFTA Finalist, servicing travel agents in Australia and New Zealand.

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Role will include a fully maintained company vehicle, laptop, iPhone and iPad.

Please forward your CV and salary expectations to careers@exciteholidays.com.

SKAL hear McGeoch

SYDNEY Olympics bid leader Rod McGeoch OAM will serve as the special guest speaker at the chapter's upcoming networking lunch event on 14 Aug.

Wild Fiji ride for Creative agents



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.



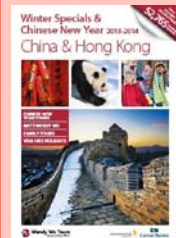
Contiki - USA and Canada 2013-2015

Tour buses carrying youth travellers will reach all of the hottest spots in North America & Mexico, with details on the 24 varying itineraries included in this new guide. Two new winter-themed tours feature allowing skiers to get their fill on some of the best ski fields around. Experiences on offer include staying in a chalet at Bass Lake, taking in the bright lights of Las Vegas, sailing to the edge of Niagara Falls on the Maid of the Mist & ripping traditional rib meat off the bone prior to a authentic Texan rodeo, among many more.



Pandaw River Expeditions by Active Travel 2013/14

The only brochure of its kind in Australia features all of the different Pandaw itineraries operating across Burma, Cambodia and Vietnam on the Mekong, Chindwin, Irrawaddy and other nearby rivers. All of the itineraries are commissionable to agents. Also highlighted is a new 11-day Mekong Expedition which offers access to further points of the river than any other company operates. This new product also includes the Tonle Sap lake crossing to Battambang and Siem Reap.



Wendy Wu Tours - China in Winter

Responding to consumer requests for tours departing during school holidays, Wendy Wu Tours has released the China in Winter brochure offering many family friendly packages and many special deals for the upcoming Year of the Horse in 2014. The guide details two fully inclusive itineraries offering travel at times outside of peak season when crowds are not as heavy. Brochure prices include air travel, accom, meals, sightseeing and other inclusions and are also available as private tours.

Kings Air + Land deal

AAT Kings has combined its most popular New Zealand tours to release two ultimate itineraries as part of an Affordable New Zealand promotion.

Inclusive of transTasman airfares, the 14-day New Zealand Vista tour is priced from \$3,276ppts, while the 17-day New Zealand Contrasts package is priced from \$3,874ppts, both ex Sydney but available from all capital cities.

Both itineraries offer a mix of scenic landscapes, adrenalin pumping experiences & cultural heritage activities.

Bookings for the itineraries are open now, valid for travel dates of 01 Oct 2013 to 30 Sep 2014 - phone 1300 556 100 for details.

New Centara Bangkok

CENTARA Hotels & Resorts has today soft-opened the new 150-room Centara Central Station Bangkok, located on the fringe of the city's Chinatown district.

Qld Maze to be razed

BELLINGHAM Maze on the Sunshine Coast will be removing its original, 20-year old hedge maze attraction at the end of Jul. Park owners say the consistent rains of recent years have forced them to look into an alternate flora source to be planted, which will take 18 months to grow.

The attraction will add a second timber maze to the grounds in order to remain open while the new Lilly Pilly maze is grown.

HAIR was flying everywhere as this group of Creative Holidays agents held on for dear life during a thrilling ride on the Sigatoka River Safari in Fiji during a recent famil to the island country.

Hosted in conjunction with Fiji Airways and Captain Cook Cruises Fiji, the group also enjoyed a four-night Captain Cook Yasawa Island Cruise, which included day trips to local villages and schools as well as kava tasting and all the snorkelling and sunning the group could handle.

Over the course of the trip, the agents stayed at the Shangri-La Fijian as well as the Sofitel and

Radisson properties in Denarau. **Pictured** above at the end of their high-speed ride on the river is the group, which consisted of Alper TJ, Travel Dandenong; James Milne, Creative Holidays; Kaylene Stewart, Harvey World Travel Mornington; Angie, Sigatoka River Safari; KJ Slater, Creative Holidays; Kassie Hunt, Flight Centre Rosebud; Lauren Garrett, HWT Traralgon; Lauren Bishop, Captains Choice; Bianca S, Flight Centre Altona and Jessica Qaun from Jetset Moe.

US also delivers bags

US AIRWAYS has followed in the footsteps of United Airlines and American Airlines, introducing its own luggage delivery service.

Priced from US\$29.95, the service allows for bags to be delivered to a passenger's home or hotel within a 40-mile radius in six hours or less.

Free tkts to the golf

ORGANISERS of the Australian PGA Championship have pledged to give away free tickets to the event if an Aussie is able to win The British Open Championship at Muirfield this weekend.

For details on the promo, see www.pgachampionship.com.au.

BW entice Tasmania

BEST Western has launched a new Bed & Breakfast offer valid at its five Tasmanian properties.

Priced from \$125 per night, the deal is valid for stays until further notice & includes free brekky and wi-fi connectivity - for more details, see www.bit.ly/bwtassie.

WIN a double pass to Blue Man Group



Every day this week **Travel Daily** and **BLUE MAN GROUP** are giving you the chance to win a double pass to one of their wildly popular theatrical productions on 11th Aug at the Sydney Lyric Theatre.

Enjoy the stunning visuals, live band and comedic party atmosphere for an unforgettable night out.

Book at ticketmaster.com.au

To win, be the first person to send in the correct answer to the question below to: blueman@traveldaily.com.au.

Where else has BMG performed around the world?

Comm Games legacy

FOUR community meetings on the Gold Coast and in Brisbane will be held over the next two weeks to give locals a chance to vocalise the benefits they would like to see from the 2018 Commonwealth Games.

The meetings come following an online survey held to ascertain residents attitudes towards the Games in five years time.

Meetings will take place on the Gold Coast on 19, 23 and 26 Jul, and in Brisbane on 24 Jul, with Qld Tourism Minister Jann Stuckey saying she was happy to see locals taking ownership of the prospects the Games can bring.

For more information on where and when the meetings will take place, see www.legacy2018.com.

HA/CA to codeshare

HAWAIIAN Airlines customers will be able to connect to other ports in Taiwan following the signing of a new codeshare agreement with China Airlines.

The pact comes following the start of services last week by Hawaiian to Taipei (**TD Thu**).

Under the agreement, HA will be able to place its code on CA flights to and from Honolulu, services from Taipei to BKK, KUL and SIN as well as services from Brisbane and Sydney to Auckland.

In return, China Airlines codes will go on HA operated services from Honolulu to many of its west-coast mainland US ports as well as inter-island flights.

New GHM properties

HOTEL management firm GHM has signed an agreement with a Taiwanese developer to launch the upscale The Chedi Club, The Chedi and The Serai properties in the Taiwan city of Zhudong, located one hour from Taipei.

Euro holiday homes

A NEW umbrella organisation representing owners of holiday homes across Europe has been formally established.

The European Holiday Home Association (EHHA) was founded as a collaborative effort between Interhome and its counterparts Novasol, Hoseasons & DanCenter.

EHHA aims to act as one voice to give the growing accom sector with better international links and to enhance the industry's international lobbying capabilities.

Hotels by Man United

A NEW venture to develop a series of football-themed hotels has been formed by current and former Manchester United stars Ryan Giggs and Gary Neville.

According to the *Manchester Evening News*, the duo plan to open the first 138-room property, dubbed Hotel Football, right next door to the team's home ground of Old Trafford in Oct next year.

Additional hotels in Liverpool, Birmingham and Newcastle have also been earmarked.

Oceania rewards a top achiever



OCEANIA Cruises, in conjunction with Emirates Wolgan Valley Resort & Spa, recently joined forces to run a special Triple Treat agent incentive to offer rewards to high selling agents.

After a strong incentive period of sales, a winner was chosen as Grant Blake of Cruise Express,

who will now enjoy a weekend of palatial opulence at the carrier's Blue Mountains retreat.

Blake is **pictured** above centre being presented with his prize by Oceania Cruises key accounts and communications director Craig Owens and Justin MacMillan from Emirates Wolgan Valley Resort.

WIN A RIVER CRUISE FOR TWO IN EUROPE WITH APT



Click here for more info and terms & conditions of the competition

This month **Travel Daily** is giving one lucky reader and their friend the chance to win a 15-day European river cruise, including return flights, courtesy of **APT**.

The prize consists of:

- 15-day 'Magnificent Europe' cruise with APT in a Category E Twin Window Suite, including all accommodation, meals, activities and transfers on tour, as specified in the chosen trip brochure itinerary;
- Return economy flights for two on an airline of APT's choice from the winner's nearest capital city to and from the trip start and end destination.

Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 23 questions in total, which will also be posted on our website.

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 river cruise holiday.

Email your answers to: APTcomp@traveldaily.com.au

Q.11: Name the award-winning cooking author, journalist and television producer/presenter who will guide APT guests on select APT Europe river cruises.



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WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

NEW ROLE

BUSINESS DEVELOPMENT MANAGER PERTH – SALARY PACKAGE TO \$100K

Think all BDM roles are the same? Then think again. This fantastic new BDM role will see you responsible for targeting a niche market away from the direct travel agency trade. You will be responsible for building relationships, presenting proposals and gaining new business to increase this company's profile. Self motivated and hunters wanted! Be quick, this role won't be around for long.

REPRESENT THE BEST

INDUSTRY SALES MANAGERS X 3 SYD & MEL – SALARY PKG TO \$75K

Want to represent a produce that sells itself? We have 3 amazing products for you to choose from with award winning brands. These clients require switched on BDM's capable of jumping right in to service their leading clients and manage allocated territories. You'll be proactive and self motivated and have a personality that will outshine the others allowing you to build strong relationships.

NEVER TAKE NO FOR AN ANSWER? CORPORATE BDM'S X 3

BRIS, PER, SYD, DARWIN – SALARY PKGE \$100K+

Being undervalued in your current role? We can help! Our clients are looking for true sales professionals, competitive "hunters" with demonstrated experience in corporate sales to join their winning teams. Fantastic remuneration packages are on offer with considerable bonuses for your achievements. Work with the confidence of a global travel name behind you!

CALLING ALL FINANCE MANAGERS FINANCE MANAGER

MELBOURNE - SALARY PACKAGE UP TO \$90K

Join a leading company where you will enjoy being part of this number crunching team. You will have excellent skills in financial accounting, an eye for detail and over 2 years experience in a financial managerial position. Preparing financial statements, month-end reconciliation, managerial reports you will be adept at ensuring company compliance is adhered to and profits maximized.

READY TO TAKE THE NEXT STEP? KEY ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE TO \$100K+

Our prestigious client is looking for a talented Account Manager to host an impressive portfolio. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies, but what sets you apart are your creativity and innovative approach to account management. If you're not afraid to look outside the square you'll thrive in this commercially astute team environment.

THE STATE OF THE NATION IS RELYING ON YOU SALES STATE MANAGER

PERTH - GENEROUS SALARY PACKAGE

If you're a proven leader capable of driving a team to achieve retention & growth targets and engage with an industry client base, these positions will allow you to play a critical part in the ongoing success of these high profile organizations. Leading by example, you'll enjoy a hands-on role managing a key account while driving the importance of customer engagement with your team.

NEVER WORK A MONDAY AGAIN!! CORPORATE BDM - 3 DAYS A WEEK

SYD OR MELB – LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work.

CALLING ALL PRODUCT MANAGERS REGIONAL HEAD OF PRODUCT x 2

SYD & BNE - SALARY PACKAGE UP TO \$100K+

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 manage 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.

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Finding talent within the Australian Travel Industry

Senior Travel Reservations Consultant

Sunshine Coast - \$40-45K + Super - Ref 233SJ1

Would you like to specialise in high end, off the beaten track itineraries and spend the time needed to piece together lucrative bookings? A niche travel agency is looking for a Senior Travel Consultant to join their experienced team in the Sunshine Coast. You will ideally have 5+ years in the industry and be extremely well travelled in order to provide the skills & experience necessary to flourish in this position. Call for a confidential discussion today!

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

Cruise Specialist Travel Consultant

Sydney - \$Excellent Base - Ref 671LB1

All aboard! Set sail into a brand new exciting career move with a fantastic cruise company in a time of expansion! As you will know with your cruise industry background, cruise has gone BOOM in Sydney! Join this market leading agency in this lucrative role as a cruise specialist and every day at work will be a breeze. No face-to-face sales and a Mon-Fri role. Friendly team orientated offices with a view to long term career potential. Ready to love your job?

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

Travel Consultant/Outbound Tour Operator

Melbourne CBD - \$Competitive - Ref 539PCA4

Urgently required Japanese Speaking Outbound Travel/ Tour Operator for this busy retail/ wholesale store located in the Melbourne CBD. This rare opportunity to join a market leading company selling luxury tours & tailor made packages to Japan. This is your dream role if you are a Japanese speaker who has an understanding of the Japanese market and culture. To be successful in this role you will be self-motivated and a great team player with 5* customer service skills.

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

Luxury Travel Consultant

Adelaide - \$DOE - Ref 505NC4

Do you like the finer things in life? These clients do! So, if you have amazing product knowledge, deliver fantastic customer service and go the extra mile to seek satisfaction, this is the role for you! We are seeking an experienced Travel Consultant who is looking to join the crème of the crop in this Monday to Friday role. If you have at least 3 years experience, know your fares and love the travel industry, what are you waiting for - make the move today!

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

Ski Travel Specialist

Brisbane - \$Competitive + Bonus - Ref 562SJ1

If you want to combine your two loves of travel and the snow, then this is the role for you! Sell ski packages and tailor made ski itineraries every day. If you have a travel background, are an avid skier and enjoy uncapped earning potential, this is the perfect role for you. In a CBD location with a fantastic team, this rare opportunity is sure to be snapped up soon. Show your interest now and apply with your CV outlining your passion for ski.

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

Corporate Travel Consultant

Sydney CBD - \$DOE - Ref 669BP1

Attention experienced Corporate Travel Consultants who are looking for a new and challenging role! A savvy Corporate Consultant is required, who knows how to use initiative, multi task and maintain & build good relationships with our corporate clients, staff & suppliers. Join this successful and reputable corporate travel agency who have strong company values and offer a positive & supportive environment for you to progress your travel career. If this sounds like you, apply now!

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

Homeworking Travel Consultant

Melbourne CBD - \$Competitive - Ref 643DB1

Experienced Travel Consultants needed! Are you a highly motivated individual with experience in domestic and international travel? Do you have a client basis? If so, read on. This position will see you taking ownership of your own client base and building upon this, as well as providing the very best in customer service. This company offers flexible hours from the offices, or the option to work independently from home, whilst earning up to 100% commission.

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

Senior Travel Consultant

Perth - \$50-55K+ - Ref 470NC1

This is a fantastic role! Reclaim your work life balance in this well established travel agency. If you are a fantastic multi-skilled Travel Consultant we need to hear from you. This is a role that would combine corporate, leisure and group bookings! If you can deliver excellent customer service, have brilliant product knowledge and can self ticket, this is a great role for you! We are in need of a mature team player to join this well established team. Interested?

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



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