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~TERMS & CONDITIONS: Promotion is only open to Australian travel agencies which sell products offered by Viva! Holidays. Promotion valid between 12:01am (AEDST) 4 Nov 13 and ends 11:59pm (AEDST) 8 Dec 13. There will be 8 agencies who will win one of two weekly \$500 Westfield Gift Cards awarded to the Eligible Entrants who, during the weekly promotion period between Monday - Sunday, record the highest gross revenue. Stores can only win a weekly prize once. There will be one \$1000 Westfield Gift Card awarded to the Eligible Entrant who, during the entire promotion period, recorded the highest gross revenue. In the case of a tied result, the winner will be the Eligible Entrant who recorded the highest revenue from the highest amount of Eligible Bookings. See [qhv.com.au/agents](http://qhv.com.au/agents) for full promotion terms and conditions. Qantas Holidays Limited ABN trading as Viva! Holidays 24 003 459. Licence No. NSW - 2TA 003 004, VIC - 31288, QLD - TAG 740, SA - TTA 48 116, WA - 9TA 510

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# Travel Daily

First with the news

Tuesday 5th November 2013

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## HAL's Kruse promoted

**HOLLAND** America Line ceo and president Stein Kruse has been appointed as ceo of the Holland America Group, effective 01 Dec.

The expanded position sees him responsible for Princess Cruises & Holland America/Princess Alaska land operations, in addition to his duties for luxury line Seabourn.

Furthermore, Kruse will also take the chairman title of UK firm MANCO (which oversees Carnival Australia) replacing Micky Arison on the board.

### Five pages of news

*Travel Daily* has five pages of news, including a front cover page from **Viva! Holidays**, plus full pages from: (*click*)

- AA Appointments jobs
- inPlace Recruitment jobs
- Sabre Pacific

## US leads Sep departures

**THE USA** was the top destination for outbound Aussie travellers during Sep, eclipsing both Indonesia and New Zealand, which dropped to third place.

According to Australian Bureau of Statistics figures released this morning, just over 110,000 people went to the US in Sep, ahead of Indonesia with 97,600 which in turn just tipped out New Zealand with 97,000 Australian departures.

Overall departures are up 8.1% year-on-year, with strong growth in Aussies going to Italy, up 19.7% followed by the UK, up 13.2%, and then Singapore, up 12.8%.

The only decrease recorded versus Sep 2012 was Thailand, which dropped 0.4% to 58,600.

In terms of arrivals, the debut

of Air India flights in late Aug saw a 17.3% increase in visitors from India, which was in tenth place with 13,500 tourists.

The top inbound destination was New Zealand, with 106,400 visitors, followed by China with 58,600 and then the UK with 38,300 visitors.

As well as India, the strongest growing source markets for visitors to Australia over the last 12 months have been China (up 22%), Hong Kong (up 12%), Malaysia (up 11.5%) and Singapore which rose 9.6%.

Short-term resident departures continue to rise faster than arrivals, which are now 4.9% higher than a year ago.

### Insolvency insurance

**AFTA** has confirmed that the launch of Third Party Insolvency Insurance products for the Australian travel agency market will launch by the end of the year.

AFTA ceo Jayson Westbury has met with senior executives at International Passenger Protection in recent days, and says the insurance offering "will go a very long way towards resolving the challenges travel agents face with credit card charge back when a supplier or airline collapses."

More from Westbury in *TD*'s exclusive AFTA column on **page 4**.

### Tourism Australia fans

**TOURISM** Australia is celebrating after achieving five million Facebook "likes", confirming its status as the "most popular tourism destination page on the planet".

## Viva! summer special

**VIVA!** Holidays has today launched a major incentive for summer bookings, with agencies competing to win 2 x \$500 Westfield gift cards every week for four weeks, plus a major prize of a \$1,000 gift card.

The winning agencies will be those that book and deposit the highest amount of Viva! Holidays gross revenue between 04 Nov and 08 Dec 2013.

See the **front full page**.

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# Travel Daily

First with the news

Tuesday 5th November 2013



## TD Ireland winner

**CONGRATULATIONS** to Michelle Newton from HRG Worldwide, who has been chosen as the winner of last month's fabulous *Travel Daily* competition.

Michelle has won a trip for two to Ireland courtesy of Tourism Ireland, Etihad Airways, Avis, Ashling Hotel - Dublin, Manor House Hotels & Irish Country Hotels and the Beech Hill Hotel - Derry-Londonderry.

The prize includes return economy EY flights to Dublin, nine nights accommodation with daily breakfast and seven days Avis standard car hire.

Fifteen runners-up who correctly answered all of the daily questions will each receive an Ireland goodie pack.

This month we're giving away a holiday to Jordan - see **page five**.

## QF digi media trials

**QANTAS** has commenced a three month trial of new digital media which can be downloaded to mobile devices such as tablets and smartphones at International Lounges prior to flight.

Newspapers will be available via Pressreader and magazines via Zinio from the QF Singapore Lounge, Auckland First & Business Lounges and Wellington Business Lounge, while Zinio magazines will be offered for pax using QF's First & Business Lounges in both Sydney and Melbourne.

The trials will conclude by Feb.

## QF web booking revamp

**QANTAS** has launched a significant enhancement to its website booking engine, offering the ability to combine cash and award fares in the same booking.

The makeover simplifies frequent flyer redemptions, with logged in users offered 'classic reward' seats alongside other fare types in search results.

Qantas points can also be used to pay for taxes, fees and other charges for both domestic and international flights, on both Qantas and Jetstar plus selected flights on partner airlines.

The site is fully mobile and tablet enabled, and as well as being offered the 'classic award' redemption options, users can

view cash fares in their Qantas Points equivalent for 'any seat' award redemptions.

Classic awards can be combined with any seat/cash fares and the comprehensive upgrade also allows multi-city and oneworld classic award redemption.

Cabin classes can also now be combined in a single booking, and for 'any seat' awards users can select a "Points plus pay" option to top up redemptions with a cash addition.

The upgraded site is being promoted to Qantas Frequent Flyer members, who are being offered a limited opportunity to earn Discount Economy status credits on classic award redemptions.

The offer is valid on bookings with a QF flight number through until 31 Dec this year.

## Bench expansion

**THE** 2014 Bench International Africa program includes more itineraries in Zambia plus a wider choice of Indian Ocean holidays, prompted by demand from travellers adding a beach resort extension to a safari holiday.

Bench has also included the new 16% VAT added by the Kenyan government in its pricing, with agents reminded to bear this in mind when comparing prices with other wholesalers, many of whom went to print before the tax was introduced.

The new VAT applies to accom, transport and park entry fees, adding several hundred dollars to some itineraries.

## Four Seasons Syd gm

**FORMER** general manager of Four Seasons Hangzhou at West Lake China, Rudolf van Dijk has been welcomed as gm at the Four Seasons Sydney - the hotel's fourth general manager.

van Dijk has vast experience with Four Seasons, having spent time at Singapore, Bangkok, New York, Tokyo and Shanghai.

He replaces Vincent Hoogewijs who takes up the role of gm of Four Seasons Hotel Bangkok, after coming to Sydney just under three years ago (*TD* 09 Dec 2010).

## CHC WA campaign

**THE** debut of new Air NZ flights between Perth and Christchurch (*TD* 18 Apr) will see the launch of a new marketing campaign urging WA visitors to visit New Zealand's Canterbury region.

The seasonal twice weekly flights will commence early next month, with Christchurch & Canterbury Tourism ceo Tim Hunter hoping for a strong response to the new direct flights from the "booming West Australian market".

Air NZ gm Australia Leanne Geraghty said the new service further strengthens the network offered in partnership with VA.

The campaign is a joint initiative of Air NZ, Tourism NZ, Christchurch Airport, Tourism Holdings, Positively Wellington Tourism, Destination Marlborough, Interislander Ferries and Kiwi Rail.

## Gap Bluff evaluation

**EVALUATION** criteria for respondents to the Expression of Interest for commercial tourism & hospitality opportunities for the Gap Bluff in Sydney Harbour National Park has been released.

Applicants to the proposal made by the NSW Office of Environment & Heritage (*TD* 25 Oct) must supply: an outline of their proposal, details of the viability of the proposal, record of financial capacity to deliver, past track record and sustainability.

More at [www.bit.ly/gapeoieval](http://www.bit.ly/gapeoieval) & [www.tenders.nsw.gov.au/oeh](http://www.tenders.nsw.gov.au/oeh).

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**CLICK HERE for further details**

## Local support needed for Aquis

**THE** proposed \$4.2 billion Aquis Great Barrier Reef Resort near Cairns (**TD** 07 Aug) has lodged a Environmental Impact Statement as it takes a “major step forward” in coming to fruition.

If approved, the fully integrated resort will feature a collection of nine luxury hotels, apartments & villas, a casino, sports stadium, convention & exhibition centre, water park and more.

Aquis ceo Justin Fung said the EIS submission was a “significant milestone” for the project.

Developers say Aquis leverages the beauty of the Great Barrier Reef to draw tourists from Asia

and other parts of the world.

“Subject to approval of the EIS & granting of an appropriate casino licence, the project proponents expect to commence construction in 2014 with an official opening in 2018,” the company said.

Fung stated Aquis would not go ahead without the overwhelming backing of the local government.

“The community consultation is far from over. Members of the public and other stakeholders will have ample opportunity to review the EIS and provide comments once it is released by the Coordinator General,” Mr Fung said in a statement.

## NYC ferris wheel nod

**NEW** York City Council has given a green light for the development of a 190m high ferris wheel for Staten Island (**TD** 29 Jun 12).

Dubbed ‘The New York Wheel’, the US\$320m project will begin construction next year and when completed in 2016, offer views of the Statue of Liberty, New York harbour and Manhattan skyline.

The Wheel is anticipated to attract 3 million visitors annually. Its owners are boldly predicting the ferris wheel will “become one of the City’s - and the world’s - great landmark attractions.”

The New York Wheel was to be the world’s tallest ferris wheel but is likely to be trumped by the 210m high Dubai Eye.

## EY/GOL interline

**ETIHAD** Airways and Brazil’s Gol Intelligent Airlines have adopted an interline e-ticket functionality, effective immediately.

The agreement streamlines the booking and ticketing process for passengers of both airlines, and provides smoother access for EY guests to Gol’s 51 destinations in Brazil & 12 destinations beyond.

## Emirates Paris boost

**EMIRATES** has brought forward the deployment of Airbus A380s on all Dubai-Paris flights, which will have all 20 weekly services operated using the superjumbos effective from 01 Jun 2014.

Currently, Emirates operates 14 weekly A380 and six weekly 777-300 flights to Paris.

## Glasgow’s Clyde jets into Sydney

**GLASGOW** 2014 Commonwealth Games Mascot, Clyde, took time out of his schedule supporting the Queen’s Baton Relay to pay a visit to the office of Emirates

while in Sydney yesterday.

Emirates is the Official Partner of the 2014 Glasgow Games and the Official Airline of the Queen’s Baton Relay.

**Pictured** left looking green with envy that he’s not able to join Clyde on his journey around the Commonwealth during the relay is Tim Harrowell, Emirates NSW/ACT regional manager.



## TTC, AW digital gurus

**THE** Travel Corporation appears to be preparing to elevate the company’s digital brand awareness, posting for two roles for a Digital Marketing Manager and Digital Marketing Manager - Adventure World on its website.

## VA/MI expand c’share

**THE** Indonesian destinations of Bandung, Balikpapan, Lombok, Palembang and Solo have been added as new codeshare hubs of Virgin Australia under an expanded codeshare agreement with Singapore Airlines regional offshoot, SilkAir.

Flights operate via Singapore on Airbus A319 and 320 aircraft.

## Water park opening

**VILLAGE** Roadshow has set a 12 Dec launch date for the Grand Opening of its newest theme park, Wet’n’Wild Sydney.

The attraction has also launched a new Silver Season Pass priced at \$99.99 (complementing the Gold Season Pass of \$124.99) which excludes entry to The Surf Deck and Sydney SkyCoaster.

## Fares training course

**AUSTRALIAN** Pacific Travel & Tourism (APTT) has limited space available for its popular 5-day Industry Fares1 course in Sydney, running from 16-29 Dec 2013.

The course is required for travel agency licensing purposes.

For more details, contact Pam Segal on (02) 8288 8139 or email [info@aptt.edu.au](mailto:info@aptt.edu.au).



## Window Seat

**THERE’S** going to be some serious snow action in Jasper, Canada later this month with the hosting of the 2013 Canadian Rockies Snow Battle.

The rules for the competitive snowball fight are based on the esteemed Japanese ‘Yugigassen’ which is “held in high regard as an official winter sport”.

It costs \$280 to register, with each team having seven players and the comp described as a “combination of Dodgeball and Capture the Flag.”

The Snow Battle takes place on 23-24 Nov - see [canadianrockiessnowbattle.ca](http://canadianrockiessnowbattle.ca).

**THE** best job in the world?

Beer maker Lion has partnered with BMF Advertising in the launch of “Project Froth” which is seeking a “full-time beer-loving reporter and explorer”.

The successful applicant for the ‘Beer Pilgrim’ role will be paid to “travel the world, meet interesting characters and tell the story of beer”.

Details at [projectfroth.com](http://projectfroth.com).

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## QF/EK hold quarter of all pax

**QANTAS** and Emirates together uplifted more than one-quarter of the int'l passenger market in Aug, new data from the Bureau of Infrastructure, Transport and Regional Economics shows.

Combined, the two carriers flew 25.1% of all passengers in and out of Australia on scheduled services, however of this, Qantas' year-on-year share fell 0.5% to 16.6% while EK climbed 1% to 9.1%.

The result saw the carriers take the top two places for share of Australia's int'l traveller market.

Singapore Airlines, Virgin Australia and Air New Zealand

closed out the top five carriers.

Taking Jetstar and Jetstar Asia into consideration saw the Qantas Group's overall passenger share at 24.5%, down 1.5% on Aug 2012.

Total pax numbers for the month closed at 2.647 million, an increase of 9.4% year-on-year, while the average seat utilisation figures for the month was 75.9%.

The appeal of low-cost carriers was flat for the month, with 14.1% of int'l services flown by budget carriers, down from 14.6%.

Ethiad Airways flights from Abu Dhabi were the most full, with 89.7% of seats occupied.



### AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

**IT'S** Melbourne Cup Day and many of you will either be at the Cup or enjoying celebrations in some form or other around the race.

It is truly the day that stops the nation and rather than dropping my tips - which on form have always been pretty good - it occurs to me that you may be reading this a day or so after Melbourne Cup so a winning tip could become a very big frustration. So no tips this year.

International events on the scale and global reach of this horse race are difficult to actually create. Australia is very fortunate to have such an event that gets global coverage.

I am currently in Spain attending two conferences for the WTAAA and have been overwhelmed by the coverage the Melbourne Cup gets and the interest from all sorts of people from around the world. Just another wonderful thing that Australia does well - connects with the world and makes our country even more desirable.

While I have been attending these conferences on the other side of the world, I have managed to meet with the senior people involved at International Passenger Protection (IPP) - the insurance company that AFTA has been working with to bring a range of new commercial solutions to support our new accreditation scheme and provide real solutions for consumers.

I am very pleased to report that we are only a few weeks away from the first product being launched to the market.

Third Party Insolvency insurance is the solution for the majority of supplier collapse and something that Australia has simply not been able to get. IPP will bring this to the market by the end of the year and this will go a very long way resolving the challenges travel agents face with credit card charge back when a supplier or airline collapses.

This new policy to be offered is the first part of the commercial solutions that I have been talking about and I have to say, even though this is insurance, I am really excited as AFTA will have delivered a solution to one of the biggest challenges we faced in the past five years.

So look out travel agents of Australia, the solution to third party charge back is on your door step.

More details to follow in the coming weeks.



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2014 Cruising Europe & Exotic Corners brochure OUT NOW!

## Swagman Wild Dogs support



**SWAGMAN** Tours has teamed with Painted Dog Foundation to raise funds for African Wild Dogs at a series of charity events around the country.

Guest speaker at the events is the world famous 'Lion Whisperer' Kevin Richardson.

Over 200 guests including trade partners attended the first event in Perth last weekend, with other

functions being held tomorrow night in Melbourne at the Hyatt Hotel, and then Sydney on Thu at Taronga Zoo.

The Sydney show also features celebrity vet Dr Chris Brown as emcee - for more info, email [marketing@swagmantours.com.au](mailto:marketing@swagmantours.com.au).

**Pictured** at the Perth event are author Tony Park, Sue Fessey from Stodarts Travel, Kevin Richardson and Wayne Hamilton, Swagman Tours director.

### Big White famil call

**AGENTS** have less than a month to earn a place on a ski famil to British Columbia planned for Mar.

The promo is being promoted by Skimax Holidays, Big White Ski Resort, Destination British Columbia and Air New Zealand and is offering six agents a chance to experience Big White.

To be in the running, agents need to book Big White packages of a minimum seven-nights during the 2013/14 season - for more info, phone 1300 136 997.

### Insight deadline soon

**DISCOUNTED** Virgin Australia fares to North America offered in conjunction when booking an Insight Vacations tour will expire on Thu 07 Nov.

Fares are priced from \$1,460 ex Melbourne to San Francisco and out of Los Angeles - 1300 727 767.

### Niue Tourism appoints

**NIUE** Island Tourism has named Auckland-based aviation & Pacific island specialist Jo Kennedy as its marketing manager, reporting to the newly appointed director of Tourism Niue Vanessa March.

### Cunard short sailings

**A COLLECTION** of 11 cruises ranging from two- to eight-nights on the local sectors of the 2014 world voyages of *Queen Mary 2*, *Queen Elizabeth* & *Queen Victoria* have been released by Cunard.

### Maui agent experts

**AGENTS** are being encouraged to complete the Maui component of Hawaii's Destination Specialist Program to take advantage of the increasing number of Aussies visiting the island.

As a reward, Hawaii Tourism Oceania is offering agents a Maui Notecard set for those who finish Module 3 by 30 Nov - see [hawaiiitourism.com.au/traveltrade](http://hawaiiitourism.com.au/traveltrade).



## Money

**WELCOME** to *Money Talk*, **TD's** Tue feature on what the Australian dollar is doing.

**\$1AUD = US\$0.95**

**THE** Australian dollar continues its strong run against most other currencies, yesterday moving higher after stronger than expected retail sales figures.

Booming property prices in some capital cities are also feeding positive investor sentiment, with today's Reserve Bank interest rate decision expected to leave rates on hold.

The booming stock market is also good news for the industry, with strong super fund returns making baby-boomers confident to spend money on travel.

*Wholesale rates this morning:*

US	\$0.948
UK	£0.593
NZ	\$1.139
Euro	€0.702
Japan	¥94.38
Singapore	\$1.172
China	¥5.592
South Africa	R9.513
Canada	\$0.984
Crude oil	US\$94.61

## US cops disability fine

**US AIRWAYS** has been penalised US\$1.2m by the US Department of Transportation for "significant number of violations of the requirements for wheelchair assistance during 2011 & 2012."

The fine is one of the largest ever levied by the US regulator & refers to an examination of 300 complaints filed by passengers at Philadelphia & Charlotte Airports.

DOT rules require airlines to provide wheelchair assistance to passengers on request including between gates & to connections.

From the \$1.2m fine, the DOT has allowed US to use \$500,000 to improve its service offerings at both airports by hiring managers to oversee disability services and opening an assistance phone line.

# Travel Daily

First with the news

Tuesday 5th Nov 2013

## MH daily to Auckland

**MALAYSIA** Airlines will convert its seasonal operation between Kuala Lumpur and Auckland to a year-round daily service from 30 Mar, driven by strong demand.

"The services...have been well received and the increased frequency is in line with Malaysia Airlines' continued efforts to position itself as a superior airline across the New Zealand market," regional vp Australia/NZ/SWP Le Poh Kait said yesterday.

The frequency boost from six weekly to daily earned praise from Tourism New Zealand & Auckland Airport, the latter suggesting the new flight was worth at least NZ\$10m per annum to the tourism sector.

Lee lauded industry partners for supporting the **oneworld** carrier.

## Club Med Body & Soul

**CLUB** Med will expand its Body & Soul health and wellness retreat at its Bali resort next year due to popular demand of the inaugural program run this year.

Retreat offerings including Batik painting, aromatherapy & fitness classes will be made available at the resort from 11 Mar-07 Apr.

## Grape grazing returns

**VICTORIA'S** Yarra Valley will reinvent its annual Grape Grazing Festival in 2014 following a five year hiatus due to the Black Saturday bushfires of 2009.

The revamped three-day event has received a \$30,000 injection from the Vic Coalition govt and will showcase the region's food producers, restaurants, cider, beer and ale producers, as well as accom and attraction providers.

The festival will be held in the Yarra Valley from 14 to 16 Feb.

## ADS seeks new name

**SYDNEY-BASED** domestic supplier proponent group Australian Domestic Symposium will merge with its Melbourne and Adelaide counterparts, known as IPTKD "It Pays To Know Domestic".

The state-based groups work with retail travel consultants to promote Australia's unique range of destinations and attractions.

Now united, the group has launched a competition to come up with a new collective name, with a Christmas hamper up for grabs to the best entry received before the 25 Nov deadline.

For more details, **CLICK HERE**.

## PAL Heathrow launch

**PHILIPPINE** Airlines has marked its return to Europe after more than a decade, recommencing five times weekly services from Manila to London Heathrow.

The relaunch has been five years in the making, according to the UK airport, with the carrier hoping to move to a daily service subject to slot availability.

## Getaway floated out

**NORWEGIAN** Cruise Lines' 2nd Breakaway class ship, *Norwegian Getaway* has been floated out at Meyer Werft in Germany.

# WIN A HOLIDAY TO JORDAN



This month *Travel Daily* is giving readers the chance to win a holiday to Jordan, courtesy of **Jordan Tourism Board, Greece and Mediterranean Travel Centre** and **Royal Jordanian Airlines**.

The prize includes:

- Two Economy Class return airfares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day *Travel Daily* will ask a Jordan-related question – just read the issue and email us your answer. There will be 21 questions in total. 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 incredible Jordan holiday.

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

Click here for terms & conditions of the competition.

## Q.3: Where does Greece and Mediterranean Jordan Discovery tours go to?



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HIGH END LESIURE TRAVEL CONSULTANT  
MELBOURNE (INNER) – SALARY PACKAGE TO \$55K (DOE)**

If you have been dreaming of moving away from the time wasters and brochure collectors then we can help you. Stop wasting your talents on the time wasters and move into this boutique well established office! This new role will see you working Monday – Friday hours only and will see you booking luxury worldwide holidays for your loyal clients. This exciting role could be yours if you have a minimum 5 years experience in the travel industry and a good understanding of high end products. Call us today to find out more.

**WE HAVE YOUR NEXT GROUPS ROLE COVERED!  
MICE CONSULTANT  
MELBOURNE - SALARY PACKAGE TO \$78K (DOE)**

We have a rare opportunity for an experienced MICE consultant to join this well known organization. You will be responsible for booking large groups from 200 – 2000 pax to international destinations for conferences, incentives and events. Working in a growing team, you will be offered Monday – Friday hours and the best salary in town of up to \$78k. This role can be yours if you have current large groups experience (up to 2000 pax) and knowledge of a GDS. Don’t delay roles like this are rare in Melbourne! Call us today!

**HIT THE ROAD JACK...  
HIGH END LEISURE CONSULTANT/ BDM  
MELBOURNE – SALARY PACKAGE \$65K (OTE)**

Are you an experienced consultant who is bored of the same old day to day duties? We have a sensational NEW position that will see you working in a varied and exciting role! This well known travel organization now requires a senior consultant to join their team and assist with Business development for the office as well as consulting. You will work M-F hours only and be paid a competitive salary. This is your chance to get on the road while still keeping your skills current with consulting. Min 5 years + experience required.

**VARIETY IS THE SPICE OF LIFE  
TRAVEL CONSULTANTS X 4  
ADELAIDE (VARIOUS) - SALARY PACKAGES TO \$55K**

Adelaide! We have some sensational travel related roles that will see you moving into a better work life balance and being paid your highest salary yet! With roles located across Adelaide we are sure to have something that will tickle your fancy! We have roles in retail, corporate and back office beauties such as BSP and Ticketing! One of these exciting roles could be yours if you have a minimum 18 months travel industry experience and can do attitude! Stop wasting your talents in your dead end role and call us today!

**\*NEW\* GLOBAL LEADER IN CORPORATE  
CORPORATE CONSULTANT  
BRISBANE – SALARY PACKAGE UP TO \$60K + BONUS**

This is a great opportunity to work for one of the global leaders in corporate travel. Being a global company there is a great opportunity for career progression and personal growth. Great offices located in the CBD. You will be responsible for working across a wide range of accounts and managing daily corporate travel needs of the individual client. If you have 2 years corporate travel experience, strong airfare knowledge and GDS skills. Apply for this great opportunity today.

**\*NEW\* WORK IN LARGE NUMBERS  
GROUP CONSULTANT  
BRISBANE – SALARY PACKAGE UP TO \$65K**

Make the move away from retail travel consulting and work for a boutique/unique travel company that specialises in group tours and travel. Based in the Northern Suburbs of Brisbane, avoid the long commute into the CBD. This is a great opportunity to take your travel career to the next level. From school groups, charity events, sporting groups and Schoolies tours the variety in your day will be endless. If you have 3 years experience in the travel industry, a passion for group travel and strong GDS skills. Apply today.



# Do you need talented people for your business?

Ask us who's on the move



Ben Carnegie

## Business Development Manager - MICE

- ▶ Agency covering all MICE markets
- ▶ Career growth upon your success
- ▶ Salary from \$70K + super + comms

This well established events agency has been growing year on year for well over a decade now. It is a full service agency that can produce anything from conferences and meetings to exhibitions or incentives and even special events. With a highly qualified team of event managers, this would be a great company to join.

They are looking for an experienced business development professional to join the team and take the business even further by adding event programs to the existing portfolio and managing the tender process for large accounts. Naturally to be successful in this role you will have a strong existing network in the MICE industry and love the thrill of the chase.

A great opportunity with a clearly defined career path awaits you. Located in Sydney. Apply now!

Call Ben or [click here](#) for more details

## Business Development Manager - Sydney

- ▶ Popular niche product range
- ▶ Territory covering Northern New South Wales
- ▶ Good base with potential earnings over \$80K

Join this award winning travel wholesaler and manage their extensive portfolio of agencies across northern NSW. This company takes pride in developing their staff.

Call or [email](#) Ben for more details

## Conference Sales Manager - Sydney

- ▶ 5 star hotel - part of an international hotel group
- ▶ Extensive conference and event space
- ▶ Mice and corporate markets

Join this international hotel group and utilise your previous industry experience and expertise to mentor your sales team to maintain existing accounts and expand your client portfolio.

Call or [email](#) Peter for more details

## Retail Travel Consultant - Sydney North Shore

- ▶ Service your clients - not high pressure sales!
- ▶ Reduced hours or 5 or 4 days a week
- ▶ Salary up to \$40K + super

Do you love travel consulting but hate the pressure of sales? Maybe you would prefer more of a sales supporting travel consulting role? Work in a lovely small village atmosphere.

Call Sandra or [click here](#) for more details

## Online Travel Customer Service - Sydney

- ▶ 7 evenings ON, 7 eventing OFF! - Jan 2014 start
- ▶ Highly sought after online travel customer service role
- ▶ Reservations experience and good PC skills required

Work with an expanding Online company, servicing clients direct - no face to face. Work half the year with 7 evening shifts Monday to Sunday on then have the next 7 off!

Call Kristi or [click here](#) for more details

## International Groups Consultants Needed

- ▶ Multiple roles in Australia and New Zealand
- ▶ MICE market, not travel groups
- ▶ Sal. from \$50K, GDS & event software exp required.

This is not your average group consulting role. You will be working in a MICE company arranging group movements specific to event programs. Travel background in Events ess.

Call or [email](#) Ben for more details



# Travel Innovation & Technology Trends 2013 and Beyond

**LIVE** **WEBINAR**

**12 NOV 2013 · 10-11AM AEDT**

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