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First with the news

Monday 21st October 2013

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Jetstar 787 video

JETSTAR hosted a special event for staff and their families in Sydney on the weekend, showcasing its new Boeing 787 Dreamliner.

Jetstar ceo Australia/NZ David Hall highlighted the special features of the "game-changing" aircraft - and **Travel Daily TV** was there too, with an exclusive video report of the event now online at traveldaily.com.au/videos.



Hoffman says helloworld

PHIL Hoffmann says he has decided to sign up with JTG's new *helloworld* operation (**TD** breaking news) because it is "the only group that is realistically considering the future of travel in Australia".

Hoffmann, who operates eight locations in South Australia as well as a business travel division, has been a long-time member of the Travelscene American Express group, although some years ago was reportedly considering leaving TSAX (**TD** 30 May 07) around the time of other high profile departures such as Corporate Travel Management and Andrew Jones Travel.

Today's announcement saw David Padman, JTG Head of Associate Networks, welcoming Hoffmann's commitment to the

group, saying Phil Hoffmann Travel will continue to carry its own name, "building on their reputation for providing value and personalised service".

Padman said the launch of *helloworld* is the "single biggest change in the recent history of the travel industry in Australia," adding that the revamped operation was "set to become hugely competitive across areas of the travel industry".

For his part, Hoffmann said that staying with JTG and the *helloworld* initiative is an "ideal fit for our company."

"It enables us to continue to operate independently while leveraging purchasing power and business and systems support."

"Joining a recognised group of like-minded agents is extremely valuable and important to our business," he added.

Hoffmann said he believed JTG's strategy would deliver long-term sustainability for agents, while Padman said services provided to PHT by *helloworld* would "enhance the future growth of this prestigious company".

Qatar flying to Miami

QATAR Airways is set to shortly announce new direct flights between Doha and Miami in the USA, which will become its sixth destination in the US.

Four weekly 777-200LR flights will operate from 01 Jun 2014.

QR, which next week becomes a full member of the **oneworld** alliance, already flies to Chicago, New York, Houston and Washington and in Apr will add services to Philadelphia.

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Eight pages of news

Travel Daily today has eight pages of news including a full page of photos from last Fri's Magellan conference, plus full pages from: (**click**)

- AA Appointments
- Travel Trade Recruitment

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SQ/TATA green light

SINGAPORE Airlines proposed joint-venture with India's Tata Group (**TD 20 Sep**) will be known as Tata SIA Airlines Limited, after the JV received approval from India's Corporate Affairs Ministry. The brand name of the airline is still to be confirmed. Approval has been sought from aviation regulators for the new carrier to operate both domestic and int'l flights from India, as well as a freight and cargo arm.

Magellan corporate push

THE additions of corporate travel heavyweights Penny Spencer and Carl Buerckner to the Magellan Travel Group board of directors (**TD Fri**) will form part of a push to further develop the group's corporate presence. Magellan chief executive Andrew Macfarlane said the "primarily leisure" group was looking to more evenly balance its profile to a 50/50 level between corporate and leisure, ideally by 2015.

The proclamation was in addition to growing the network to 100+ agents and a combined total transaction value of \$1b in the same period of time (**TD Fri**).

Macfarlane said that a new global partnership with Uniglobe would help develop key tools of value to attract corporate agents to join the group.

Spencer and Buerckner are "very experienced corporate agents who will tell us what they think a TMC looking to join our group would be looking for, and then that's what we'll create," Macfarlane said.

Magellan group co-founder Andrew Jones said that initial

conversations - informal at the time - about Spencer Travel joining the Magellan Group (**TD 20 Sep**) began as long as five years ago.

Macfarlane added that new recruitment in the short term would be slanted towards the corporate market in order to achieve the group's goal of a more even split of TTV between leisure and corporate travel.

The Magellan boss estimated the current mix was still heavily in favour of leisure travel, with only 15 agents among its 85 members listed as corporate focused.

"We do want to get to that point of more balance".

Despite this, Macfarlane stressed that the Magellan Group was by no means a "closed shop" for leisure agents, a statement backed by group founder Andrew Jones, who said the group would never knock back a quality agent that was a good fit for the group.

Canberra will play host to Magellan's 2014 conference, due to take place from 29-31 Oct.

More from Magellan's Noosa conference on **page 7** of today's *Travel Daily*.

New Seabourn vessel

LUXURY cruise line Seabourn has commissioned construction of a brand new vessel with Italian shipyard Fincantieri.

Delivery of the new cruiser is set for the second half of 2016.

Un-named at present, the ship is the first step toward replacing three ships sold to Windstar Cruises earlier this year, which will be progressively transferred over the next two years - more info in tomorrow's *Cruise Weekly*.




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Suite Dreams
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River cruise BOGOF

TEMPO Holidays is offering a buy-one-get-one-free special on selected departures of a Rhine river luxury cruise aboard the *Amadeus Princess*.

The move is to celebrate the launch of Tempo's new European river cruise range, with the seven night Classical Rhine trip starting at just \$2033 per couple when booked by 15 Nov - 1300 362 844.

VN/QF codeshare change

QANTAS frequent flyer members will no longer be able to use points to book award flights operated by Vietnam Airlines between Australia and Ho Chi Minh City, under an amended codeshare agreement between the carriers which becomes effective next week.

From 27 Oct, Qantas will

continue to sell the same flights operated by Vietnam Airlines, with no change to the QF flight numbers or schedule.

Additionally, from 01 Nov Qantas codeshare flights with a QF flight number operated by Vietnam Airlines will also no longer be available within the **oneworld** Global Explorer fare.

New pricing and fare conditions will also take effect for the sectors.

Qantas flights booked on/before 24 Oct will be transitioned by Qantas to a temporary "holding flight," and they will then be moved to a Qantas flight number under the new codeshare pact.

There will be a small window between 25 and 26 Oct when the flights won't be able to be booked.

All customers will remain on the same Qantas flight number as originally booked and in the same booking class, but a UN/TK message will be generated to the GDS schedule change queue.

This change requires travel agents to update the segment status to HK manually.

QFFF members will still be able to earn points on the flights.



Window Seat

RUSSIAN carrier Transaero looks set to lead the world in terms of squishy seats, with plans for its new Airbus A380s to have capacity for 652 pax.

The three class configuration includes 12 "Imperial Class" suites, 24 Business Class seats and a whopping 616 in Economy.

That would have been beaten by Air Austral which previously planned an 840-seat A380 but is now in "protracted talks" with Airbus about the order.

THE latest move to boost airport revenue has come from Indianapolis International Airport in the USA, with analysts flagging a proposal for wireless gambling technology.

The plan, which has not yet been embraced by airport officials, would see the creation of special lounges in which passengers aged over 21 could gamble using handheld devices.

Revenue raised would help subsidise new routes to the city.



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Accor-ns pack into Homebush



TWO hundred Accor hotels staff from around Australia descended on Sydney Olympic Park last week to compete in the third 'Race to Survive: Mission Possible' event.

The aim of the 3-day adventure race is to support the homeless through Mission Australia during Anti Poverty Week, with a target to raise \$500,000.

Fifty teams sprinted around the Sydney Olympic precinct using maps, taking part in physically

and mentally demanding activities and passing through check points.

Activities included archery, disc golf, cryptic puzzles, a high ropes course & a diving board challenge.

Two subsequent days were spent trekking in the Jenolan State Forest in the Blue Mountains, involving hiking, mountain biking, camping and other challenges, followed by a series of DIY events.

The participants are **pictured** at Sydney Olympic Park last Wed.

Japan Aus arrivals dip

THE Japan National Tourism Organisation has reported a 2.4% year-on-year drop in Australian visitor numbers during Aug - the first monthly drop in 2013.

Over all markets, preliminary arrivals were up 21.4% to 6.8m.

Flinders Is campaign

A TWO-WEEK \$25,000 regional advertising blitz will be launched in Victoria next week to promote tourism to Flinders Island.

The TV campaign is supported by Tourism Tasmania, to drive business for Sharp Airlines, the Flinders Island Tourism Assoc, the Flinders Council and Tourism Northern Tasmania.

QF's Cross retires

PATRICIA Cross retired from the role of director at Qantas Airways Limited at the Annual General Meeting on Fri following nine years on the Board, QF has said.

NZ 'every day' promo

TOURISM New Zealand has formed a partnership with Flight Centre to be the booking face of the latest 'Every day a different story' campaign in Australia.

The marketing activity draws awareness to the "hidden gems" of the Wellington, Marlborough and Wairarapa regions, and builds on the previous success of the campaign's first rollout for Central and Upper North Island regions.

"By continuing to use the same captivating theme, the messages will continue to gain awareness and momentum in market," TNZ gm Australia Tim Burgess said.

TNZ says the evolution of the campaign aims to build greater awareness & encourage bookings.

Key partners include Positively Wellington Tourism, Destination Marlborough and Destination Wairarapa.

A later phase of the 'Every day' promo will be focused on Queenstown and Christchurch.

oneworld



Australia's finest restaurant in the sky. Now open in Business.

Enjoy restaurant style dining in Business on flights between Perth and Sydney, Melbourne, Brisbane or Canberra with our new menus designed by Neil Perry. Choose how and when you'd like to eat, from small bites to a light meal, or the full 3 course dining experience. You'll also enjoy a choice of more flights between the East and West Coast than any other airline.



Food offerings vary between flights and by time of travel and are subject to availability. Information correct as at 16 October 2013.

Jetstar shows off its new toy



JETSTAR'S shiny new Boeing 787 *Dreamliner* flew from Melbourne to Sydney on Sat and was the star attraction for a Qantas Family & Friends open day at the Qantas Jet Base at Mascot.

More than 2,000 guests enjoyed a first-hand look at the aircraft, peering into the state-of-the-art cockpit, trying out the seats in Business and Economy Class and being shown the in-flight entertainment system that includes seat back screens offering a range of movies, TV shows and games.

Jetstar ceo David Hall told **TD** pax will notice the sense of space

as soon as they board the jet with its raised ceiling, bigger windows, larger overhead luggage bins and LED lighting.

The plane, the first of 14 787s on the way for Jetstar, offers 21 Business Class seats and 314 in Economy Class in a 3-3-3 layout, with a 30-inch seat pitch and a 5-inch recline, but Hall says it's not a tight squeeze.

"What's great about it is that there is a curvature in the floor, so even if you're in the middle of the middle row, with the large windows, every customer will get the feeling of great space.

"It's also a lot quieter and smoother, is 20% more fuel efficient than comparable aircraft, and the way Boeing has worked the humidity, you'll arrive at your destination feeling fresher," Hall added.

Jetstar's first commercial *Dreamliner* flight is scheduled for 13 Nov between Melbourne and the Gold Coast, then Melbourne to Cairns the following day, and Melbourne to Bali shortly after.

Pictured are Jetstar Australia/NZ ceo David Hall with crew members Katherine Ladbrook (left) and Sarah Rider.

MTA boosts resources

MTA Mobile Travel Agents has launched a range of new tools building on its existing Virtual Office technology, enabling members to offer even better service to their clients.

Enhancements include live credit card and eNett supplier payment capability, automatic BPay allocations, an improved invoice and itinerary system and a function allowing itineraries to be exported to Microsoft Word.

There's also an e-travel gift voucher system which can be integrated into client files to make issuing and tracking of personalised vouchers easier, along with a honeymoon gift registry under which friends and family can pay funds directly into a trip file.

JAL lifts fuel levy

JAPAN Airlines has announced an increase in the fuel surcharge applied to international passenger tickets effective 01 Dec.

For flights between Japan and Australia, the one-way levy moves from US\$259 to US\$290.

Slowdown for B747-8

BOEING has revealed that it is reducing the production rate of its 747-8 jumbos due to poor demand for the aircraft type.

A total of 107 B747-8s have been ordered, with 56 delivered and a key customer being Lufthansa with a total order of 19.

The 747-8 carries about 460 passengers in a typical configuration, and Boeing will reduce the production from the current 1.75 a month to 1.5 through until 2015 at which time the company expects demand for the plane to increase again.

Accor Q3 strong

ACCOR has announced "solid third quarter 2013 revenue growth," with global turnover up 4.2% for the first nine months of the year to €8.6 billion.

The three months to 30 Sep also showed a very strong 18.2% increase in revenue from management and franchise fees.

Accor said business conditions in southern Europe, Australia and China had stabilised during the period "but remain fragile".

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Opera House valued

THE Sydney Opera House adds approx \$775m to the Australian economy each year, a new report from Deloitte has revealed.

Celebrating its 40th birthday yesterday (with an EY fly-by), the report said the iconic centre holds a cultural value of \$4.6 billion.

HA boosts LAX flights

NONSTOP flights between Los Angeles and the islands of Kauai and The Big Island (Hawai'i) will commence next year to satisfy growing summer season demand.

The ports will be serviced four & three times weekly respectively from 26 Jun to 19 Sep next year.

VA launches earlybirds in NZ

VIRGIN Australia this morning released earlybird airfares departing from New Zealand to UK/Europe for the 2014 northern summer season.

Part of the ongoing repositioning of Virgin Australia in the Kiwi market, fully inclusive return fares from NZ's major cities start at \$1635 to Dublin, \$1695 to Paris and \$1869 to London, operated in partnership with Etihad Airways.

VA sales manager for NZ/Pacific Mark Freeman said the pricing makes the airline one of the most competitive for long haul UK/Europe travel in the New Zealand marketplace.

"We are working hard to grow awareness of Virgin Australia's global offering by engaging with our New Zealand trade partners," Freeman said.



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.



French Travel Connection - France 2014

Spread over a colossal 112 pages, the new FTC guide to its namesake land is its largest ever produced and is crammed with a comprehensive guide to the country. Divided into five easy-to-read sections, the brochure includes more offerings in Paris and regional France to battlefield experiences, both as FIT and as escorted tours are included, as well as a boosted lineup of yacht and sailing experiences both on the French rivers and offshore. An expanded selection of walking & cycling tours also features.



Cosmos - Europe 2014

A total of 66 tours across Europe are covered in the latest guide from Cosmos, more than 40 of which are priced under \$2000pp. Itineraries range in duration up to 27 days, with shorter options also available. Three new tours make their debut, with a nine-day France and Spain adventure, an 11-day holiday from Warsaw to Amsterdam and an eight-day trip in Andalucia and Madrid. Highlighted tours include Taste of Scotland, taking in the 2014 Scotland homecoming.



Sales Manager WA – PERTH

Malaysia Airlines Perth Sales Division requires the services of an experienced Sales Manager. Primary responsibilities include; be responsible for the results and activities for WA; manage a team of staff; manage agreements and fare negotiations for state based travel organisations and accounts; develop sales and marketing strategies to achieve sales targets; develop/grow and manage key distribution channels and targeted market segments; source and manage new business opportunities.

Sales Manager VIC/TAS - MEL

Malaysia Airlines Melbourne Sales Division requires the services of an experienced Sales Manager. Primary responsibilities include: be responsible for the results and activities for VIC & TAS, manage a team of staff; manage agreements and fare negotiations for state based travel organisations and accounts; develop sales and marketing strategies to achieve sales targets; develop/grow and manage key distribution channels and targeted market segments; source and manage new business opportunities.

Area Manager NSW/ACT – SYD

Malaysia Airlines Sydney Division requires the services of an experienced Area Manager. Primary responsibilities include: be responsible for the results and activities for NSW & ACT; manage the NSW & ACT Sales Team/Airport Operations/Reservations & Ticketing; responsible for route profit & loss set for NSW & ACT; develop sales & marketing strategies & action plans to achieve target; source and manage new business opportunities.

Please email your application to the HR and Administration Manager sydh@malaysiaairlines.com. Applications close 04 November 2013.

Capacity culling on CX

PASSENGER numbers continued to climb in Sep on Cathay Pacific and Dragonair services, according to official figures from the airlines.

More than 2.3m pax flew on the carriers networks over the month while a capacity drop of 0.4% led to loads climbing 3.2% to 81.4%.

Cathay Pacific said year-to-date passenger loads have spiked 2.9% amidst a capacity cull of 3.3%.

CH gifts keep giving

CREATIVE Holidays has kicked off the Christmas season with a new agent gift card incentive.

To thank agents for their support through the year, \$10 Coles/Myer gift cards will be awarded to all new bookings to all destinations that are more than \$2000 in value and deposited before 04 Nov.

Eligible bookings can be for travel at any time in 2014.

Account Executive Brisbane based - QLD & WA Territories

We are currently seeking a highly motivated Account Executive with previous travel industry field sales experience to work on a multinational travel account.

This diverse role will suit an energetic individual and will be responsible for calling on travel agents in Queensland and Western Australia. The key responsibilities include developing new, and nurturing existing business relationships, perform product training and attend trade shows. The ideal candidate will have a minimum of 3 years work experience in a similar role.

Discover the World Marketing has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office currently represents nine international travel brands including Expedia TAAP, Caesars Entertainment Resorts & Hotels, Hurtigruten, Variety Cruises, ChinaTours.com and a number of airlines.

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Magellan agents ditch the frocks for the thongs

CURTAINS came down on the Magellan Travel Group's 2013 conference last Fri night, taking place on the Sunshine Coast as attendees packed the Sheraton Noosa for the closing dinner party.

The theme for the night - appropriate considering the Sunshine Coast location - a Hamptons Beach Party, which saw colourful shirts and thongs for the soiree.

The evening also saw the awarding of the Magellan Travel Group's annual awards, with many major suppliers recognising top sellers for 2012/13.

In no particular order, these were:

- *APT - Jenny Kater, Coopers Travel.*
- *Creative Holidays - Brooke Spencer, Northern Beaches Travel.*
- *Globus Family of Brands - Gabrielle Abbott, Andrew Jones Travel.*
- *Insight Vacations - Gina Maitland, Alpha Travel.*
- *Qantas Holidays/Viva! Holidays - Charlotte Harding, Claremont Travel Centre.*
- *Trafalgar - Julie Anne Major, Epping Travel.*

Top consultants were also named, including *Magellan Corporate Travel Agent of the Year - Robert Nangle, Travel Design International*; *Magellan Leisure Travel Agent of the Year - Kristen Cahill, Lewis Bespoke Travel*; and *Magellan Rookie Travel Agent of the Year - Tim Beckensall, Wingsaway Travel & Cruise.*

The evening was emceed by comedian and host of ABC radio program "The Couldabeen Champions", Greg Champion, with the crowd kept in a state of uproarious laughter by hilarious anecdotes and cleverly written song lyrics lampooning the antics of many well-known AFL players and clubs.

Representatives of preferred suppliers were in attendance, taking the opportunity to network with agents in the relaxed atmosphere.

Enjoy this collection of pics from the event - more at traveldaily.com.au.

RIGHT: Tania Verscharen, Armadale Travel; Ann-Marie Chapman, Abercrombie & Kent, Peter Heathcock, National Network Travel & Cruise.



ABOVE: Tony Carter, Amadeus; Ian Strachan, Lexus Travel and Carl Buerckner, Platinum Travel.



ABOVE: The very colourful quartet of Mark Pearman, Cheryl McArthur & Julie Anne Major from Epping Travel with Lynelle Groom from Directions Travel.

RIGHT: Peter and Anne Fuchs from Where2Travel with Sarah Whitty from The Hotel Connection.



ABOVE: Tony Archbold, Holland America Line / Seabourn with Jacqui Horne from McLachlan Experiences.

LEFT: Celebrating the achievements of the night is Jenny Kater from Coopers Travel with Susan Haberle, APT; Damian Borg, Globus Family of Brands and Felicity La Terra from Virgin Australia.



ABOVE: Lillian Daff, Knox Travel; Catherine Stone, Rheom Travel; Cos Matteo, Venture Holidays; Marnie Turner, Rheom Travel; Hema Desai, Rheom Travel, Darryl Laing, The Travel Agent at Caloundra and Anna Roberts from Travel Practice.



ABOVE: The Travel Corporation sponsored the relaxed evening's festivities, with each Aussie brand in attendance. **Pictured** here are Amber Gunther, Contiki; David Gendle, AAT Kings; Vicki Gordon, New Horizons Holidays; Matthew Cameron-Smith, Trafalgar; Sarah Pollard, Creative Holidays; Joost Timmer, Insight Vacations; and John Molinaro, Uniworld.

North Korea flights

MIAT Mongolian Airlines will this month operate its first ever nonstop 737-800 flights between Ulaanbaatar and Pyongyang in North Korea, it has confirmed.



ON The Go Tours recently hosted a group of Flight Centre agents from across the globe on the operator's eight-day Totally Jordan tour.

The trip sets out from Amman, explores ancient cities and Roman Ruins, Crusader castles and the Dead Sea where they detoxed their bodies in mud baths and mineral rich waters.

A standout experience was a visit to the UNESCO World Heritage Site of the Rose City of Petra, made famous by Indiana Jones and more recently the Transformers.

The group also enjoyed a 4WD experience across the desert

moonscape of Wadi Rum and camped beneath a blanket of stars at this stunning landscape.

Pictured at the Rose City of Petra from left are Lee Smith, Flight Centre (FC) Riccarton, Christchurch; Nicky Moorcraft, FC North Park, SA; Cherise Belle Isle, IMAS New Far, Qld; Kirsty Williams, Escape Travel (ET) Glenelg, SA; Di Bignell, On The Go SA bdm; Ola Ulewicz, FC Hillcrest, Ontario, Canada; Anna Marburg, FC Mt Ommaney, Qld; Kasey Lee, IMAS City Walk, ACT; Rebecca Hall, FC Wimbledon, London, UK; Natalia Curtis, FC Rockingham, WA; Dave Anderton, FC Wendouree, Vic and Caitlin Watson, ET Palmerston, NT.

Norwegian Lapland

HURTIGRUTEN has introduced a new 12-day tour through the Heart of Norwegian Lapland.

The itinerary is comprised of a voyage on *MS Midnatsol* along Norway's fjord coast and a tour into the interior of Finnmark - the northernmost part of Norway and home to Norwegian Sami.

Departing Bergen on 25 Mar, the trip is priced at £1,855ppts - for more info, call 1800 OCEANS.

Travelport addition

TRAVELPORT has announced its first ever distribution agreement with Polish regional carrier Eurolot, which operates flights from Krakow and Gdansk. Eurolot fares and availabilities are now available for all Travelport-connected agencies worldwide, with the carrier focusing on broadening distribution via travel agents

WIN A TRIP FOR TWO TO IRELAND

Throughout October, **Travel Daily** is giving readers the chance to win a fabulous holiday 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 airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day **Travel Daily** will ask a different Ireland-related question - just read the issue and email us your answer. There will be 22 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 fantastic holiday to Ireland.

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

Plus, two runner ups will receive an 'Ireland goodie pack', including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Q.14: The Beech Hill Country House Hotel was the first house to stand on the richly wooded Ardmore site Derry-Londonderry. Tell us when it was built.

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American Samoa joins SPTO

THE South Pacific Tourism Organisation has approved the full membership of American Samoa in the intergovernmental group, with the move announced at the 23rd Council of Ministers of Tourism Meeting held last week in Apia, Samoa.

The meeting also endorsed the SPTO's 2014 budget along with the Regional Tourism Strategy Framework, and acknowledged the support of the European Union in the sustainable development of the South Pacific tourism sector via the Pacific Regional Tourism Capacity Building Program (PRTCBP).

EU emissions revamp

THE European Commission has proposed amendments to its Emissions Trading Scheme so it only covers aircraft carbon emissions for the proportion of flights taking part in European regional airspace.

The changes to the legislation would apply effective 01 Jan 2014, and would see emissions from flights between all airports in the 28 EU member states plus Norway and Iceland still be fully captured as part of the scheme.

A full exemption from the ETS for flights to and from developing countries which emit less than 1% of global aviation emissions would also apply.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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Unique opportunity to join one of the fastest growing travel companies in the industry! As Air Contracts Manager you will be responsible for sourcing, establishing and maintaining strong supplier relationships with key airline partners, negotiating nett fare and route deals, as well as working with the product and pricing departments. Previous airline contracting experience is a must. Interested? Call us!

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This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

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Our client a leading corporate travel company is looking for a talented Technical Systems Analyst to join their management team. You will be responsible for executing an implementation of new systems and upgrades new and existing clients. Determining new solutions that will provide value to existing clients along with being Primary escalation point to support technical queries from existing customers

**BOOMING EVENTS ROLE
CORPORATE EVENTS DIRECTOR
SYDNEY – 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. This is the role everyone wants!

**GO WEST!
CORPORATE OPERATIONS MANAGER
PERTH – GENEROUS SALARY PACKAGE**

Are you a talented corporate travel manager looking to work for an organization that puts their staff first? Want to mentor a team that is looking for a leader? Then we have the role for you. This award winning corporate TMC is looking for an experienced operations manager to take the reigns of the Perth office. Excellent staff benefits and career advancement is just a start of what you will enjoy.

**PLAY WITH GLOBAL PRODUCT
REGIONAL HEAD OF PRODUCT
SYDNEY - 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 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.

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Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

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Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

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Finding talent within the Australian Travel Industry

Air Product Manager

Gold Coast - Up To \$80K - Ref 834PS1

Do you have 5+ years airline contracting experience on both domestic & international routes with fare loading and revenue management experience? This award winning travel company are recruiting and offering a rare job opportunity based on the Gold Coast. If you have strong commercial contracting and senior relationship management skills this could be your chance to secure a locally based position with significant scope and opportunity

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

Japan Travel Consultant

Sydney - \$Competitive + Super - Ref 825SJ

A specialist Japanese Travel Consultant is required to work for an extremely reputable and well established, travel agency located in the Sydney area. If you love everything Japan, know this destination inside out and have travel industry experience, then this is the role for you! Joining this team based in Sydney, your main areas of responsibility in this Travel Consultant position will focus around selling a wide range of travel products and itineraries. Apply today!

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

Online Travel Reservations

Melbourne - \$Competitive + Commission - Ref 589DB1

Are you an enthusiastic Travel Consultant? Want to step away from face-to-face sales and work for a well-respected online travel provider? If yes then this is a great opportunity for you! This leading online travel company is currently seeking an experienced Travel Consultant to join their team in a Melbourne CBD location. As Travel Reservations Consultant, you can expect to be dealing with a variety holiday requests from airfares, accommodation, cruise and ancillary products.

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

Cruise Travel Consultant

Adelaide - \$DOE - Ref 3051NC1

Do you want to run your own department? Do you live for cruise? Do you have outstanding customer service, passion for sales and extensive travel industry experience? Now is time to make the move into this amazing boutique travel company. Bring your amazing cruise knowledge to this fantastic niche role! This is a rare opportunity to a fantastic cruise accredited Travel Consultant. Be part of the team and make this role your own! Don't delay - make the move today!

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

Worldwide Travel Consultant

Gold Coast - \$DOE + Commission - Ref 813PS1

Feeling underpaid and under valued? Are you well travelled? One of Australia fastest growing travel companies is expanding and recruiting a new team. If you're already working as a Travel Consultant with at least 1yrs experience using a GDS and have excellent worldwide destination knowledge, then I'd love to hear from you! Call Centre environment with 7 day shift rota, one weekend per month! Excellent salary package plus uncapped commission and educational offered.

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

Corporate Leisure Travel Consultant

Sydney - \$50 + Super + Incentives - Ref 352KF1

An experienced Corporate Travel Consultant required by a leading independent travel management company. This is a great opportunity for a Consultant to work closer to home in a flexible, relaxed environment, booking all aspects of travel from point-to-point airfares and detailed itineraries for the business travellers leisure needs. An exciting opportunity for the right person to take ownership of role whilst growing this part of our business.

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

Corporate Travel Consultant

Melbourne - \$30-40K - Ref 824DB

Are you looking for your next travel move? Are you a super strong Retail Consultant looking to get into the corporate world? Or already a Corporate Consultant looking for a new move? This fantastic global company are looking for Corporate Consultants to join their team. This global company offer great career paths with potential to broaden your horizons overseas. A great company which offers you more than just job! Don't delay, apply today!

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

Accountant

Perth- \$DOE + Super + Benefits - Ref 0829NC1

This is a rare opportunity for a fantastic Accountant who will take full ownership and work with the management. This is a rare role for a candidate who has worked within the travel industry accounts department. If you can hit the ground running, this is the role for you! You would be the go-to-person who can assist anyone with any accounting issues. Three years experience and past travel industry accounting experience would be highly desirable.

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



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