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Global Managing Director
AAT Kings



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Tempo 2014 all out

TEMPO Holidays has released its full brochure range for 2014, including programs for Britain & Ireland, Dubai & Egypt, France & Spain, Greece & Turkey, India & Sri Lanka, Italy, Latin America and the popular Apartments brochure.

The products also include free two night Dubai stopovers with 24-hour check-in, along with the first time addition of a range of European river cruising products. For details, see the **last page**.

JTG set for name change

JETSET Travelworld Group is planning to officially change its name to Helloworld Limited, under a special resolution to be voted on at the company's annual general meeting next month.

The notice of the meeting, issued last night, details the proposal which will be implemented if approved by at least 75% of the votes cast by shareholders at the meeting.

The move would see the company's name aligned with its new *helloworld* brand, "which existing members and franchisees

have the opportunity to adopt to create an extensive network of over 1,000 travel agents," according to the document.

The AGM will also vote on a special incentive for ceo Rob Gurney in relation to the transformation of the business.

Directors have proposed granting Gurney 2.5 million performance rights (a notional value of \$1 million based on 40c per share) as a special incentive, to be paid based on a targeted increase in profit.

The document details the bonus is in recognition of the key role that Gurney will be playing in the firm's transformation program over the next two years which "should result in the company having a strong position in the Australian travel agency market and improved financial performance".

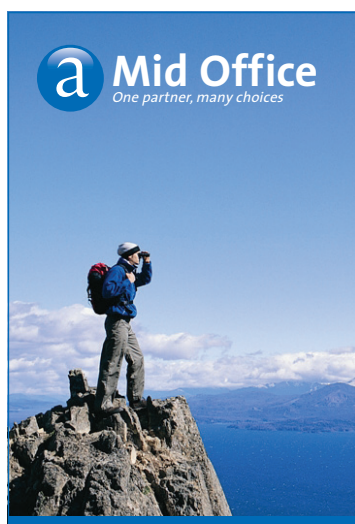
The meeting will take place in Sydney at 11.30am on Fri 22 Nov.

What an issue!

TD has eight pages of news today, with a front cover page from **AAT Kings**, a page of photos from **APT** plus full pages from: (**click**)

- AA Appointments jobs
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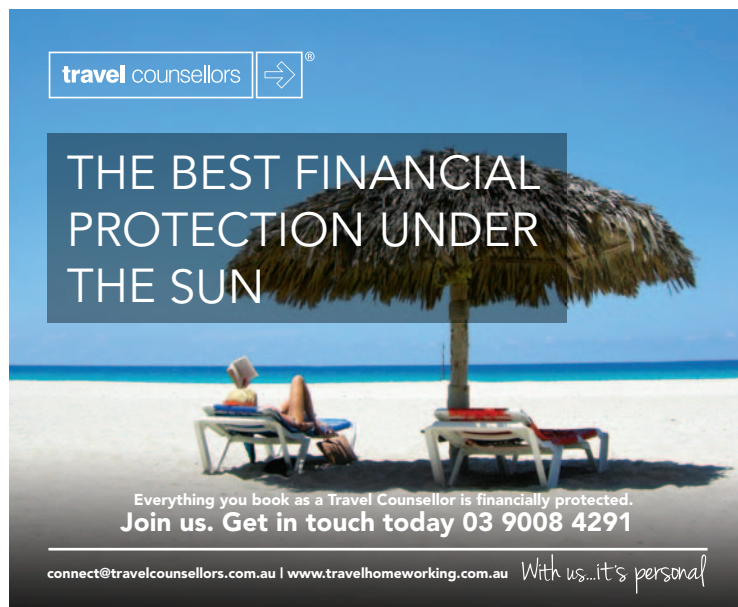
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Major push for AAT Kings

AAT Kings is to spend \$24m on a new fleet of luxury coaches in a bold move to dominate the "guided holiday" market in Australia and New Zealand.

Relaunching its travel brand to the industry at Sydney's Bondi Beach yesterday, the company showed off one of its vehicles (see p6) with new livery, new logo and a new catch cry: *Bringing Australia and New Zealand to life.*

"It's a really significant investment, and with our signature smile, our new staff uniforms and a range of new

products, we now have a fresh start and some very clear ideas of where we are heading in the future," said Anthony Hayes, AAT Kings global managing director.

A focus on trade relationships is also key to the relaunch with "a real commitment to our industry partnerships," he said.

The company, which has been showing guests around Australia since 1925, says the new direction is designed to stimulate greater consumer interest in guided holidays, making it easier for agents to grow their domestic and trans-Tasman business.

As well as better tailoring products for its traditional western markets, it has created an Asia sales manager role to boost tourism into both Australia and New Zealand (TD 03 Sep), particularly targeting China.

"We are seeing strong growth in the guided holidays market, so we believe this is the perfect time to get on the front foot with our new brand," Hayes said.

A new video highlighting the changes is now online at traveldaily.com.au/videos.

Choice email issues

EMAIL server issues are causing problems for Travellers Choice's corporate office which has been unable to send or receive email messages since Wed morning.

Until the situation is rectified, the group has created a Hotmail account to handle matters requiring an urgent reply at au.travellerschoice@hotmail.com.

The Travellers Choice corporate office can also be contacted by phone on (08) 9223 6500.

Merlin launch IPO

MERLIN Entertainment has revealed plans for an initial public offering (IPO) on the London Stock Exchange to pay back debt and invest for the future.

The firm intends to sell up to 23% of its current shares to generate £200m (AU\$323m) for the next stage of its development.

Merlin operates 99 attractions around the world (including 12 in Australia) under the Madame Tussauds, SEA LIFE, WILD LIFE and Legoland Parks brands.

"The IPO will provide Merlin with the platform for our next stage of development and allow us to plan for the longer term," ceo Nick Varney said this week.

AWS staff shortage

AFRICA Wildlife Safaris and Natural Focus Safaris is advising the trade it will have minimal staff on hand to field calls & enquiries from 3pm until close of business tomorrow & is requesting non-urgent matters be delayed to Mon.

Staff will be attending a memorial service to celebrate the life of colleague and friend Sue Cleveland who passed away earlier this month (TD 15 Oct).

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OctopusTravel rebrands

THE parent firm of OctopusTravel has emphasised its commitment to travel agents as it prepares to re-brand the booking site to TravelCube, effective tomorrow.

TravelCube is a wholly owned subsidiary of Kuoni Group and operates in 54 countries in 25 languages globally, most recently expanding into the Balkans.

The platform connects retail and online travel agents, tour operators and consolidators with content sourced from more than 30,000 supplier partners.

From Fri, the brand replaces the agents.octopustravel.com.au portal that has been available to

agents in ANZ for over 10 years to travelcube.com.au.

Gulliver Travel Associates (GTA) says the repositioning maintains the company's primary focus on the retail agent.

"Despite a new name and a new look, agents can continue to trust the expertise of our people, the reach of our global network and the reliability of our technological solutions," said GTA vp for sales & marketing Pacific John Stucci.

"The OctopusTravel brand has served us well for the past decade however the time is right to join its achievements with our growing global brand," he added.

Stucci commented that TravelCube remains "committed to growing the Pacific market and helping the region's travel businesses succeed."

GTA spruiks the advantages of TravelCube is it is "intuitive, quick and easy to use with a modern and fresh design."

BESydney appoints

BUSINESS Events Sydney has announced the appointment of two new directors to its Board - Sydney Airport exec director of Aviation Services, Shelley Roberts and Dockside Group exec director, sales & marketing, Beverley Parker.

They replace outgoing directors Kate Smith and Gary Daly.

BESydney ceo Lyn Lewis-Smith said the organisation's future is "positive and promising" due in part to the strengthened Board.

More of the latest Industry Appointments on **page six**.

Glebe Is SEC video

THE construction of Sydney Exhibition Centre @ Glebe Island has been put to film, with a short *YouTube* video showcasing the progression and the site of the temporary structure.

The facility is on track to open for the 2014 exhibition season.

Exhibition & Events Association of Australasia president Domenic Genua says the venue will make exhibitors want to return in "2015 and 2016, and that's a promise."

CLICK HERE to view the video.

Sabre iPad winners

CONGRATS to Travelworld Helensvale and Britannia Travel who were the first round winners of an iPad mini in Sabre Pacific's travel agent incentive.

Agents making car and hotel bookings between 01 Sep and 31 Dec are eligible to enter the comp, with the overall winner to receive a Fiat 500 POP.



Window Seat

THERE are lots of rules when flying - keep your seatbelt fastened, no smoking, keep your elbows to yourself - but it's good to see that authorities in Afghanistan are spelling out some additional requirements.


A *Travel Daily* correspondent passing through Kabul this week sent in the photo below of a sign outside the airport - helpfully making it clear that hand grenades, pistols and machine guns are not welcome.



A JAPANESE travel agent is offering a special service for customers who are unable to go on holiday themselves.

Instead, they can send their soft toys away with Unagi Travel charging around \$50 depending on the destination and the size of the teddy bear.

The *Yomiuri Shimbun* quoted one client who had been too ill to travel saying "I want to see and walk around the sights that I viewed through my stuffed animal's journeys someday".

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Intrepid Group team bonding



THE Intrepid Group celebrated the coming together as a joint business earlier this month by holding its first company event near Kyneton (about 1hr from Melbourne CBD) last weekend (above).

Over 180 staff were involved in the event, including employees from at least five countries.

The team bonding included

a number of activities, while addresses were made by a key executives, including Intrepid group managing director James Thornton (inset).

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Govt Tassie funding

THE Abbott Govt has reaffirmed its commitment to Tasmania, pledging a \$100m+ economic package, making good on a pre-election vow to the state.

Yesterday, Deputy PM & Minister for Infrastructure Warren Truss provided details of the package which includes a regional tourism grant worth \$4.38m & \$120,000 for a Whiskey and Cider Trail.

DFW relaxation space

DALLAS/FORT Worth Airport has partnered with SpringHill Suites By Marriott and the TSA to introduce a new "comfort zone" at Terminal E, E18.

Over a three-month trial period, 'The Next Level Experience' will be opened to guests who have passed through security, providing a space to "relax and refresh" before a flight.

The zone features stylish decor, wall art, vibrant lighting and relaxing ambient music.

Etihad comp winners

ETIHAD Airways has selected the winners of last week's Sydney Opera House anniversary concert mini-competition which featured exclusively in *Travel Daily*.

They were Helen Hunter-Lee of Nationwide Travel; Peta Schindler of Travel Trade Recruitment and Kaicie Connors of Flight Centre.

Each winner will receive a double pass to the SOH's 40th Anniversary Concert on 27 Oct, courtesy of Etihad Airways.

Tour combo savings

TRAFALGAR & Insight Vacations are reminding agents that savings of up to \$848pp and \$1,198pp are available on 2014 tours when combining Early Payment Discounts and earlybird airfares.

Consumers are urged to book and pay in full for trips before 15 Jan to take advantage of the deal.

Earlybird airfares are available through Etihad & Virgin Australia, Singapore Airlines and Qantas.

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Codeshare violators

CARLSON Wagonlit Travel in the US have been fined US\$125,000 for codeshare disclosure violations.

Another ticketing agent trading as Frosch International Travel was also slugged a US\$65,000 penalty by the US Dept of Transportation for the same reason.

The penalties relate to call centre staff at both companies failing to disclose when certain flights were being operated under a codeshare arrangement.

"No one wants to arrive to their gate and learn for the first time that the airline they thought was operating their flight actually sold them a ticket for another airline," US Transportation Secretary Anthony Foxx said.

Costa "slow cruising"

COSTA Cruises is introducing a new leisurely style of cruise experience from next year on board the Costa neoCollection.

The new "slow cruises" are available on the *Costa neoRiviera* & *Costa neoRomantica* which are able to access smaller ports, stay longer at port & offer small group shore excursions of 25 pax max.

Wet'n'Wild NYE fest

THE yet-to-open Wet'n'Wild Sydney water park has released details for a NYE (New Years Eve) Festival featuring a line-up of 18 headline and 30 supporting acts.

Located near Blacktown, the park will feature 5 Music Zones, 1 Nightclub Arena and 1 VIP Area.

Limited water-slides and rides along with the beach will be open during the event, which kicks off at 4pm - www.nyefestival.net.au.

Schoolies plans now

UNLEASHED Travel says now is the time that parents should be starting to discuss holiday plans for "schoolies" celebrations with their graduating Year 12 children.

Among ceo Jot Lynas' tips for school leavers are to make copies of all travel documents, become familiar with the rules of foreign countries if heading abroad and ask about any 'add-on' costs.

Gulf Air DWC move

BAHRAIN'S Gulf Air has signed on to become the first full-service carrier to launch flights to Dubai World Central (DWC).

The carrier will commence a daily service between Bahrain Int'l Airport and DWC from 08 Dec in addition to maintaining its presence at Dubai Int'l (DXB).

Low-cost carriers Wizz Air and Nas Air are set to inaugurate services from DWC next week.

"To Alberta and beyond..."



INFINITY Holidays wholesale agents recently experienced the hospitality and stunning scenery of Alberta, Canada on a five-night jaunt to Edmonton, Jasper, Lake Louise, Banff and Calgary.

Also along for the ride and providing flights was Air Canada.

Pictured back row from left are Selina Chapman, Chris Nguyen, Samantha Morris, Donna Crowe, Christie Brady, Kyra Fontana, Amy Mack, Liz Emmerton, Jenna Haughton & Courtney Rotheram.

In front are Neil Ford from Air Canada and Cassandra Nieling of Infinity Holidays.

Air NZ BNE kiosks

TEN new check-in kiosks have been deployed by Air New Zealand at Brisbane Int'l Airport enabling pax to self-check for their flights across the ditch.

The units speed up the check-in process for Air NZ passengers with machine readable passports with processing cut to 2mins.

Passengers with checked bags simply take their luggage to a bag drop zone where it is scanned and accepted for travel.

Their introduction represents the first time self-service check-in kiosks have been made available for international pax at BNE.

"If the kiosks are well received we'll aim to roll out more at both the domestic and international terminals," Brisbane Airport Corp ceo and md Julieanne Alroe commented this morning.

Don't ditch the Mtns

FAIRMONT Resort MGallery in Leura has pleaded for tourists and conferences not to turn their back on the region in the wake of bushfires that impacted parts of the Blue Mountains this week.

Fairmont gm Bernie Boller commended the work done by firefighters but admitted the hotel had lost business because of fires elsewhere in the region.

"If people are wondering how they can support the Blue Mtns the answer is quite simple - come up and enjoy yourselves up here,"

Germany visits strong

DEUTSCHLAND continues to see strong visitation from the Australian market, with Aug data showing a 9.3% uptick in arrivals compared to last year.

Between Jan-Aug, Aussie visits are ahead 6.2%, while overall growth is up 4% on 2012.



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All smiles at AAT Kings



AAT Kings boss Anthony Hayes has been in the top job for only six months, but while spearheading the multi-million dollar makeover of the iconic

88-year old touring company, he wants to go back to the future.

Speaking to **TD** yesterday, Hayes said he'd like to recreate the great service ethic of Bill King when he ran the company many years ago, in which he wanted to present the very best of AU/NZ.

"We are going to focus on guest service, so all of our staff are currently undergoing training and while new uniforms and new vehicles may look pretty, if you haven't got your customer service right, the rest of it pales away, so there's a big commitment by us to ensure our guests go home with good stories about AAT Kings."

He said a key opportunity for the company is to grow the short breaks market.

"Australians and New Zealanders are busy, but we all have a week here and there and working with the trade, we can

play a part in changing holiday patterns for those who still want a rewarding break."

Hayes said AAT Kings sees itself as Australia's favourite holiday company, carrying some 250,000 pax per year.

It's one of the biggest players in the AU/NZ market, but there have been some tough years.

"You can sit and whinge about it, or you can be a bit more creative and go chase the business, so that's what we're going to do," he said.

"You need to put some energy back into a place every now and then, so we're freshening everything up and starting again."

Hayes is **pictured** above left at the launch with Lucy Jin, AAT Kings and Richard Doyle, Captain Cook Cruises and Sealink.

And **inset** is one of the new look buses unveiled yesterday.

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Leasing earlybirds

GLOBALCARS has released earlybird leasing rates for new model Citroen vehicles in Europe for 2014, priced from \$27 per day, available for bookings to 19 Dec.

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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Set to take place at the Cairns Convention Centre from 11-15 May 2014, **ATE14** will be under the control of **Chris Cornish** as Project Coordinator.

Flight Centre New Zealand has welcomed **Andy Jack** as its new General Manager of Corporate. Jack replaces **Simon McKearney** who has moved to the position of General Manager of Product for the group. FC in NZ has also named **Sean Berenson** as Global Sales Academy Leader.

Julie Donaldson has been recruited by **Cruise Traveller** as the company's new Business Development Manager for NSW and Vic. Donaldson brings over 20 years industry experience in roles with Silversea among others.

The **Australian Tourism Export Council** has added two new members to its BackpackerYouth Tourism Advisory Panel. **Wendi Aylward** and **David Thomson** will contribute to the panel driving the organisation's agenda.

Formerly with Great Southern Rail, **Michelle Kenna** has accepted the role of Director of Sales & Marketing for **The AOT Group's** Wholesale Division.

Global sailing superstar **Jessica Watson** has committed to another two years as the official brand ambassador for **MTA - Mobile Travel Agents**.

Returning to Australia, **El Kwang** has accepted the position as Director of Sales for **The Star, Sydney**. Kwang started in the role this week.

Captain Cook Cruises has this afternoon announced the appointment of **Ivy Lee** as Sales Manager - Greater China. Lee has been with CCC since 2006, working in hospitality, finance and the International Sales team.

Great Barrier Reef island destination **One&Only Hayman Island** has recruited experienced General Manager **Guenter Gebhard** to the role.

Bringing extensive pricing and business skills, **Nathaniel Abbott** has been named as the new Pricing Manager for **DriveAway Holidays**.

Commencing in the role this week, Philippine Airlines local GSA **Rakso Australia** has hired **Sam Heine** as its National Sales Manager. Heine brings experience in the airline industry working in Europe and Australia.

Allianz Global Assistance UK has appointed **Stephen Chinn** as its new Proposition Development Manager to identify growth in new markets.

Luxury world touring operator **Bill Peach Journeys** has recruited **Maggie Staines** to the role of Senior Reservations Consultant. She joins the firm after two years with CruiseCo and a decade with Qantas Corporate.

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Western Canada sends off Aussie agents in style

AS SAYINGS go, all good things must come to an end - and so it was as APT's group of Aussie agents enjoyed their final few days in Canada. Despite the looming flight home to loved ones back in Australia, several more highlights were yet to be experienced as first the group tackled the Sea to Sky Highway up to Whistler.

The stunning adventure capital of Western Canada is immensely popular with Australians both for a short holiday and for a longer work placement largely due to its wide variety of seasonal activities.

These range from skiing and snowboarding in the winter through to mountain biking, hiking and golf practically year round, with an abundance of wildlife peacefully mingling with the human visitors.

For this part of the trip, the group hung their respective hats at the luxurious Westin Whistler, which occupies a portion of real estate neighbouring the main visitor square.

Right from the drop-off, the APT group headed for the Peak 2 Peak Gondola to take in the sublime scenery that surrounded the region before enjoying the remainder of the day at leisure.

Following a breakfast visit to the Squamish Cultural Centre, it was time to jump into the adventure activities, with zip-lining through the rainforest one of the more popular options on the table.

The final stop on the itinerary was Vancouver Island and the township of Victoria, accessed via a 90-minute BC Ferries ride from Horseshoe Bay.

A wander through the tranquility of Butchart Gardens was undoubtedly a highlight for the entire group, a day capped off with a choice of either a floatplane ride on and over the harbour or whale-watching adventure from a Zodiac vessel.

Later that evening, as the group boarded the Air Canada flight back to Sydney, the only question in their mind was when, not if, the next Canadian adventure would take place and who would be joining them for the ride.

BELOW: Never too big for a merry-go-round, Lisa Norton from Travelrite Heathmont channels her childhood at Victoria's Butchart Gardens.



LEFT: One of the more spectacular waterfalls along the Sea to Sky Highway proved an excellent spot for a group photo.



BELOW: Luke Wilson from Travelscene Kadina takes in the view from high above Victoria Harbour on a floatplane flight.



ABOVE: Visually immersed in Butchart's stunning sunken garden is Lynne Meads, Travelworld Albany; Jan Rattray, Jetset Brandon Park; Holly Wright, Jetset Shepparton; May Comeros, Flight Centre Miami Plaza and Nicky Edmonds from Flight Centre Cherrybrook.

BELOW: Nicky Edmonds of Flight Centre Cherrybrook swings through the trees on a Whistler ziplining tour.



LEFT: Proving they are fans of the animal kingdom, Wade Grierson, Our Vacation Centre and Hollie McCann from Bicton Travel & Cruise Centre play with a pair of animal fur coats.

RIGHT: Courtney Hasse from Escape Travel Colonnades excitedly contemplates the ziplining portion of her immediate future.



RIGHT: A chance to view Victoria's picturesque harbour, nearby mountains and scenic coastline from high above aboard this seaplane was one the group could not pass up as the final Freedom of Choice experience.



ABOVE: APT's group of top-sellers loved their experiences of Canada and glammed up to celebrate their final night before flying home.

Voyages Resort writedown

THE Indigenous Land Corporation (ILC) has revamped the board of Voyages Indigenous Tourism Australia, after slashing more than \$60 million off the value of the Voyages Resort at Ayers Rock.

A statement issued today confirmed that outgoing directors include former Qantas ceo and Tourism Australia chair Geoff Dixon, along with Richard Longes, Peter Barge and Ronald Morony.

David Baffsky and Sam Jeffries have also left the board at the completion of their terms as ILC directors last weekend.

ILC paid \$312 million for the resort in 2010, but in the latest figures it's valued at \$250 million, a 20% reduction.

The new board includes George Bedwani, Sean Cummins, Owen Cole, Ian Ward-Ambler, while the Voyages chair is now Lisa Gay.

Continuing directors include md Koos Klein, Olga Havnen, Sandra

Armstrong and Brian James.

The ILC board said it had taken "decisive action...to ensure there is a single strategy in place to address the substantial financial challenges facing Voyages".

The former board had done a great job in boosting Indigenous employment at the resort, from "virtually zero" in 2011 to around 210 today, including 60 trainees.

However "the challenges now are to build on this effort, to strengthen the financial sustainability of the businesses, reinvigorate marketing programs and to attract more visitors, including by creating new experiences," said ILC chairperson Dawn Casey.

She said that the new directors bring "substantial expertise in corporate finance, marketing, the tourism and hospitality industry and Indigenous commercial development" to the board.

RCI system upgrade

TRAVEL agents and wholesalers will be unable to book Royal Caribbean, Celebrity Cruises and Azamara Club Cruises from midday this Sat 26 Oct AEST until 11.15am on Mon 28 Oct due to system maintenance.

Bookings won't be able to be processed either online or via the call centre, with work including a significant upgrade to the CruiseMatch system which will make bookings faster, easier and more tailored to passengers.

The new CruiseMatch will only show promotions relevant to clients and combine and apply offers automatically including onboard credits and discounts.

EK targets 70 million

EMIRATES president Tim Clark has confirmed that the carrier expects to fly 70 million passengers in 2020, making it the largest airline on the planet.

He was speaking to delegates of Bureau International des Expositions who were visiting the UAE to make their final decision on the host city for World Expo 2020, with Dubai one of the candidate destinations.

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.

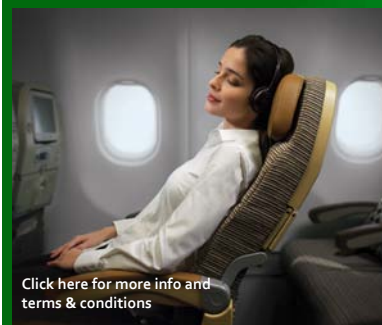


Getting waxed with Driveaway

IT was surfboards, not chests, legs or upper lips being waxed during last week's Magellan conference on the Sunshine Coast, which included a Learn to Surf session sponsored by Driveaway Holidays.

We're not sure whether there were some radical re-entries, big air or visits to the "green room", but prospective surfer dudes **pictured** above included Beka Timms, Travel Sense; Nick Ward, Amadeus; Lynelle Groom,

Directions Travel; Fiona Stephens, Benalla Travel; Vicki Gordon, New Horizons Holidays; Annelieke Hujgens, Bunnik Travel; Andrew Macfarlane, Magellan; Stacey Lekias, Northline Travel; Nathan Baber, Driveaway Holidays; Gina Maitland, Alpha Travel; Darryl Laing, The Travel Agent at Caloundra; Frank Stephens, Benalla Travel; Chris Hamill of Driveaway Holidays and Dennis Bunnik, Bunnik Travel.



Click here for more info and terms & conditions

Q.17: True or False
- When flying to Ireland, noise reducing headsets are provided in all classes?

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

CORPORATE CALL CENTRE MANAGER SYDNEY – EXECUTIVE SALARY

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

ANALYSE YOUR BEST CAREER CHOICE TECHNICAL SYSTEMS ANALYST SYDNEY – SALARY PACKAGE UP TO \$85K

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.

WIDE OPEN SPACES

CORPORATE BDM – SME MARKET MEL & SYD – SALARY PACKAGE OTE \$100K+

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.

ROLL UP FOR THE BIGGEST EVENTS

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!

COME FLY WITH ME

AIR CONTRACTING MANAGER QLD – SALARY PACKAGE OTE \$80k

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!

A MIX OF CULTURAL FUN

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.

DON'T LET THIS ONE SLIP BY

CORPORATE TRAVEL – TEAM LEADER SYDNEY – SALARY PACKAGE \$80K+

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.

OPERATE THIS!

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.

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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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