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Travel Daily

First with the news

Monday 18th August 2014

FRENCH TRAVEL CONNECTION Somme & Flanders - 2015
WWI Battlefield Cruises



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Singapore incentive

CONSOLIDATED Travel has launched a new trade incentive, offering its top five sellers of Qantas flights to Asia between 11 Aug and 09 Sep the chance to win a two night Business Class trip to Singapore, staying at Capella Resort - see the **back page**.

SYD to consult on airport

THE Federal Government has today formally issued a "Notice to Consult" to Sydney Airport, as the next stage of formal discussions on developing an operating an airport at Badgerys Creek in Western Sydney.

Under the 2002 airport sale agreement, then owners of SYD have a "Right of First Refusal" which give them first opportunity to develop and operate a second major airport within 100km.

The consultation phase under today's notice will be for nine months commencing 30 Sep, with SYD ceo Kerrie Mather saying

the airport had already selected a team of external experts "to assist us to evaluate the opportunity."

She said work will focus on detailed examination of the business case for the airport including passenger forecasts, demographics, airport design and operation, funding, commercial development and more.

After this initial consultation, the government may enter a contractual phase which gives SYD a further four to nine months to consider the exercise of its option.

Today's issue of TD

TD today has eight pages of news, including a photo page from the launch of **ibis Adelaide** and full pages: ([click](#))

- AA Appointments jobs
- Catalan Tourist Board
- Travel Trade Recruitment
- Consolidated QF incentive

Orion renovation

LINDBLAD Expeditions' *National Geographic Orion* will undergo renovations of its public spaces during a dry dock next month, with layout changes, AV upgrades, a new bar and updated furnishings in a "modern, expedition style interior".

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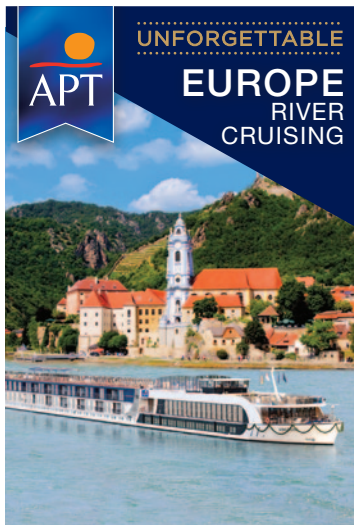
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CI Christchurch fares

CHINA Airlines has released Economy Class fares priced from \$180 one way and Business Class fares from \$456 for its new int'l route between Sydney and Christchurch (**TD** 08 Aug).

CI will operate flights to CHC on a thrice weekly basis using A330s.

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TM app on the way

TRAVELMANAGERS will soon look to develop a smartphone app for use by its Personal Travel Managers and their clients.

No timeline for its release has been outlined, however it follows a recent smartphone app release by NZ parent firm House of Travel.

Busabout hops into Asia

AFTER three years of planning and development, Busabout will broaden its destination options in 2015 to include Asia, *Travel Daily* can exclusively reveal.

The hop-on, hop-off coach network for backpackers and independent travellers has been operating in Europe for 15 years, with other core products in the Greek Islands, Croatia, Eastern Europe and festivals.

According to Busabout general manager Tina McIntosh, demand has been high from the trade to offer something new and Asia is "the perfect region" to expand the firm's destination portfolio.

McIntosh said Thailand & other parts of Asia remain 'hot spots' for Aussie travellers, and adding the region was "a no brainer."

With Asia on the flight-path to Europe and a growing depth of flight capacity from Australia into the zone (including many low-cost options), Busabout is poised to

capture escalating interest in the region, McIntosh told *TD* on Fri.

Currently, the Aussie market accounts for over 50% of Busabout's bookings, she added.

Busabout will launch into Asia with a Flexi Thai Island Hopper in the East (seven-days) and West (nine-days), which are based on Busabout's Greek Island hoppers.

The Travel Corporation-owned business will further roll out tour itineraries in Vietnam, Cambodia, Thailand mainland, Myanmar & Laos, along with TransSiberian journeys between Beijing and Moscow in Mar/Apr and return in Sep/Oct, linking with Busabout departures across Europe.

The majority of departures in Asia will be on the Thai Island Hopper, with close to 50 dates.

McIntosh said the Asia program would debut next month with a standalone brochure, while trade incentives would also be used to kick-start the new program.

Church city TM conf

ADELAIDE has been announced as the host city for the 2015 TravelManagers conference, the destination revealed as part of closing formalities for 2014.

Exact dates and a host venue in the City of Churches are yet to be determined and announced.




The 'over the ditch and far away' sale

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Gaelic singer Kathleen Melnes on the shore of Loch Assynt



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Monday 18th August 2014



Fresh face for TM brand

HOME-BASED travel consultant group TravelManagers has staked a bold and renewed ownership claim to the Personal Travel Manager (PTM) title by unveiling a new consumer facing brand.

The new company image was revealed to hundreds of delegates at the 2014 company conference in Singapore this past weekend.

It will be formally launched and put into action from the company's annual state meetings, which take place in Nov.

Driving the brand is a fresh new logo (pictured above), comprised of four hearts which together form a four-leaf clover emblem.

A new tagline: "As individual as you are" accompanies the logo and aims to complement the

uniqueness and diversity of each agent's individual business.

The company said the clover represented a symbol of good luck for a client to take with them on a journey.

Development of the new public face comes following many months of focus groups, forums and intensive collaboration with PTMs nationwide, branding agency Principals and a selection of esteemed clients over a period lasting many months.

The process took its first breaths at the TravelManagers' conference last year in Sydney after PTM feedback called for a renewed focus on branding & technology.

More from the TravelManagers conference on pages **four** and **five**.



Quest rejuvenation

QUEST East Melbourne has today formally relaunched after a major 12 month refurbishment of the unique art deco property.

Quest East Melbourne is located at 48 Wellington Parade, close to the Melbourne CBD and a convenient walk to the MCG, Rod Laver Arena and other venues.

QF tops for OTP

QANTAS is celebrating today after recording the best on-time performance in both departures and arrivals for every month of the last financial year.

On-time arrivals amounted to 4.7% above rival Virgin Australia, with QF saying this equated to over 5,000 more on-time flights for its customers.

QF domestic ceo Lyell Strambi said that punctuality is one of the leading reasons customers choose to fly with the airline, and hailed the efforts of "so many people right around Qantas."



Window Seat

PRESENTING TravelManagers' new public face and brand to the company's conference attendees this weekend, brand agency Principals strategy consultant Ed Elias told of some of the exercises used to gauge PTMs feelings for the company.

One such exercise was picking which of a range of well-known brands PTMs associated both themselves & the company with.

These included David Jones over Big W as department stores and SBS over Channel 7 as television networks.

Elias said the choices were interesting but he understood why the majority opted for the higher-end brand most times.

"People chose SBS for the individual stories and languages and probably not for the fact you all get naked after 11pm."



Quest East Melbourne Relaunched

Quest East Melbourne has completed a significant transformation over the last 12 months, culminating in a dramatic and stylish refurbishment that significantly raises the benchmark for quality serviced apartments. The property is in close proximity to CBD and just a short walk to MCG, Rod Laver Arena and Bridge Road Richmond.

Introductory 15% commission rate will apply, valid until 31 October 2014.

Bookings can be made directly with Quest East Melbourne or through Quest Best Rate on GDS.

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Travel Daily on location in Singapore

Today's issue of *TD* is coming to you from Singapore at the 2014 TravelManagers conference.

SINGAPORE has kept hundreds of Personal Travel Managers, supplier partners, management and guests amazed at every turn - of which there has been many. For kickoff, TravelManagers took the covers off its new brand image (see page three).

Two captivating keynote presentations preceded lunch on Day 1, with Keith Abraham speaking on achieving by adding passion to a daily performance.

This was followed by marketing guru Gihan Perera, who had the audience in stitches speaking about modern marketing tactics.

Suppliers had their chance with Personal Travel Managers the next morning with networking opportunities at their booths, with a final keynote presentation by Paul Dunn closing formalities.

Attendees then headed to apply the glam for a gala dinner to bring proceedings to a close.

Special mention for yet another successful conference goes to TravelManagers' Pru Gallagher for organising another first-class event - her seventh straight - as the countdown to next year's get-together cranks into gear.

Team building takes PTMs racing around Singapore



ABOVE: The first team to the finish comprised, from left, Corinne Mutz, Rebecca Dibbs, Jo Ainscough, Sylvia Holland, Lance Dye, Amy Ryan, Darren Christensen, Mark Elevato and Aileen Collins.

RIGHT: Navigating the subway had this team excited at what awaited them in Singapore.



FIRMLY entrenched as a strong favourite component of every TravelManagers conference is the team building challenge activity.

This year's event put Singapore's marketing mantra of "Get Lost & find the real Singapore" squarely in the laps of delegates.

To start, delegates were divided up into 20 groups of ten and issued with passes for the Mass Rapid Transport metro network.

Instructions were to visit three areas of the city - Chinatown, Little India & Kampong Glam - with new challenges at each.

The finish line was located at the Pan Pacific Singapore, who celebrated the day's activities, recreating New Year's Eve by dropping hundreds of balloons onto delegates, some containing prizes to be found and won.

For many more photos of the race and after party, see **Travel Daily** on Facebook.



ABOVE: These local diners were happy to oblige with one of the tasks - ask a local Singaporean to be in a photo.



ABOVE: Navigating a major city's metro system without getting lost can be a challenge in itself.

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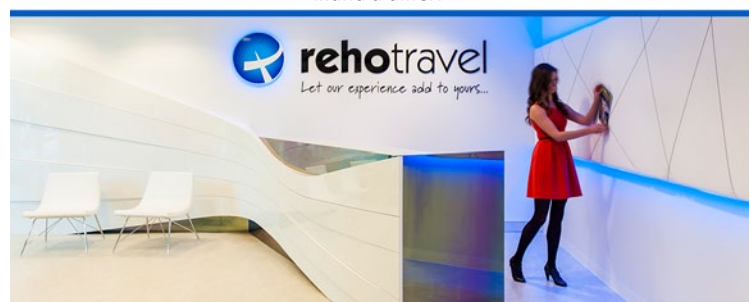
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TACTAFI cures post-TCF blues

TRAVELMANAGERS chairman Barry Mayo has told his members that the group's development of Travel Agent Client Trust Account Fidelity Insurance (TACTAFI) is an "investment in our joint futures."

Speaking to *Travel Daily* at the TravelManagers conference in Singapore on the weekend, Mayo said the group would now "give some consideration to ATAS," having resolved the issue of protection for its clients.

"We have never been against ATAS," he insisted, adding "any doubt that we have had about ATAS was the absence of universal consumer protection."

He said the new deregulated trade environment and its consequences were "yet to be understood by the industry, let alone consumers and the media".

Mayo told delegates that the TCF had safeguarded client funds affected by the recent failures of All Travel and Dial-A-Holiday.

"While the oversight didn't stop these collapses, no consumers were out-of-pocket," Mayo said.

"The [mainstream] media coverage of this event has been

non-existent - the reason being that nobody suffered - this will not be the case for future travel agency collapses," he warned.

FJ cranks up SUV/TVU

FIJI Airways domestic subsidiary Fiji Link is adding a new third weekly service between Taveuni and Suva, with a new Sat return service commencing from 13 Sep.

Flighties pack in to hear Eales



LAST Fri, Flight Centre Travel Group hosted its first of three rugby breakfast series for travel agency partners in Sydney.

Former Wallabies captain and non-executive director of Flight Centre, John Eales took centre stage at the event alongside John Veitch, corporate division exec general manager of FCTG, who spoke to 150 attendees about his passion for rugby.

Veitch recounted his time playing for the Wallabies and the excitement around the next Rugby World Cup, to be held across 10 English cities as well as Cardiff, from 18 Sep to 31 Oct next year.

Flight Centre is one of a handful of official Rugby World Cup 2015 travel partners in Australia.

Pictured at the event from left are Charlie Buchanan, Flight Centre; John Eales, Kersti Martin, VisitEngland; David Lovelock, Travel Associates and Jessica Anscombe, Flight Centre Business Travel.

MEANWHILE, England2015 have announced applications for tickets to next year's Rugby World Cup will open to general sale between 12-29 Sep.

Ticketing advertising and marketing campaigns will launch ahead of the release on 01 Sep.

Up to one million tickets will be available to fans globally for all 48 matches, with prices starting from £15 (AU\$27) for adults, and £7 (AU\$12.50) for children (for 41 of the matches).

England2015 advises that matches will not be sold on a 'first come, first served' basis and that oversubscribed matches & price categories will go to ballot "to ensure fair allocation."

Successful applicants will be informed in Oct of which tickets they have secured, with the rest of unsold tickets then sold on a 'first in' basis from Nov.

The firm said fans must only buy tickets from official sources - see tickets.rugbyworldcup.com.

Best Western conf

OVER 180 delegates and 30+ industry suppliers are expected to congregate in Hobart later this month for the Best Western Australasia Convention.

The five-day event will feature presentations and workshops covering topics including the latest developments in revenue management, property design, sales & marketing and more.

Tourism Australia, TripAdvisor and Hooroo.com will front a panel discussion on the final day of the show to discuss destination marketing.

The show runs from 23-27 Aug.

Nanuku deal extended

THE 'Family of Four' five-night special deal at Nanuku Resort & Spa in Fiji, priced from \$7,485 has now been extended until 31 Oct.

One free night is included in the package for 2 adults & 2 children.

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This week **TD & Lufthansa** is giving 4 readers the chance to win an ipod shuffle & 1 reader the chance to win a Samsung Galaxy tab 3.



The new Lufthansa Premium Economy is on sale now with the first saleable flight on the HKG route and worldwide by 2015. The Class that offers more is perfect for that long trip to Europe.



See [HERE](#) for product details.

To win the ipod shuffles, be first to send in the answer Mon-Thu.

For your chance to win the Samsung Galaxy tab, correctly answer all 4 questions from Mon to Thu, & the final question on Fri. Email answers by COB 22/8 to:

lufthansa@traveldaily.com.au

How much extra space does Lufthansa Premium Economy offer compared to Economy?



QR boosts BUH, SOF

QATAR Airways is adding two new weekly services on its Doha-Bucharest-Sofia triangular route starting 01 Oct, boosting its frequencies to the capitals of Romania and Bulgaria to daily.

The extra services will see seat capacity increase by over 400 seats weekly, and will be operated using Airbus A320s.

NT swoops into UK

TOURISM NT has pitched the Territory's abundance of bird life to an estimated audience of over 25,000 over the weekend at the Birdfair in the United Kingdom.

The NT Government said the niche bird watching market, in time, could be "an important source for visitors."

The Territory is home to some 400 bird species, of which more than 20 are unique to the NT.

Bird-watching will provide all-important regional dispersal, taking tourists all over the Territory and will encourage them to stay longer," Tourism NT said.

Dreamworld visits up

ARDENT Leisure Group today reported a 9% year-on-year jump in patronage to its theme parks for the 12 months ending 30 Jun, with more than 2 million guests pushing through the turnstile.

The firm's theme park portfolio include Dreamworld, WhiteWater World, SkyPoint & Skypoint Climb.

Revenue across the attractions was up 3% to \$100 million.

Pre-tax earnings was up 7.7%, with Ardent commenting that growth was due to a rebound in domestic and international visitation in the second half.

Ardent cited the 'Theme Park Capital' campaign - which was backed by the Queensland State Government (**TD** 09 Oct) - for boosting awareness in interstate and NZ markets.

The company said online sales now account for 30% of total revenue for its theme parks, and said it would introduce three new food & beverage outlets in the FY15 "to fundamentally upgrade the product offering & encourage repeat visitation."

Travel Directors pr

PERTH-BASED adventure travel specialists Travel Directors have appointed SMB Communications to lead the company's public relations and act as media liaison.

JAL up online services

JAPAN Airlines has expanded its online booking services options for overseas websites, enabling users to now make bookings with partner hotels and car rental companies in Japan.

A new "Hotels, cars and more" section has been developed on the www.jal.com website in 26 regions including Australia.

Accommodation is sourced via Booking.com and agoda.com, and car hires are made through Times Car Rental.

Sightseeing tours with Hato Bus has also been rolled out in some markets, JAL said last week.

Aitutaki free nights

AITUTAKI Lagoon Resort & Spa in conjunction with sister Cook Islands property, Rarotongan Beach Resort & Spa & Sanctuary Rarotonga, has extended its Stay 5/Pay 4 deal until 30 Sep.

The promotion is valid for travel until 31 Mar 2016.

MTA scores top Virtuoso gong



MTA-MOBILE Travel Agents has claimed back-to-back titles, after being named as Virtuoso - Luxury Travel's 'Top Producer Australia and New Zealand' for 2014.

Head of product Sara Merricks was on hand to accept the award, announced during the Virtuoso Travel Week, held at the Bellagio Hotel & Resort in Las Vegas.

Merricks was also recognised as a 2015 Virtuoso - Luxury Travel 'Rising Star' finalist at the event,

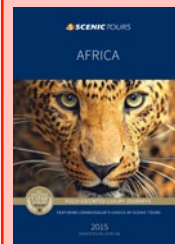
becoming one of just seven finalists selected from a pool of some 1,300 nominees throughout North and South America, the Caribbean and Australia & NZ.

Pictured being presented with the award for 'Top Producer Australia and New Zealand' from left are Matthew Upchurch, Virtuoso ceo; Becky Powell, Virtuoso vice pres; Sara Merricks, MTA and Michael Londregan, Virtuoso exec gm, Asia-Pacific.



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.



Scenic Tours - Africa 2015

The recently released Scenic Tours Africa brochure features a collection of itineraries travelling through South Africa, Zambia, Kenya, Namibia, Botswana & Tanzania. In 2015, all internal flights have been included in the price of tours. The program features a number of extensions, including a five-day gorilla trek in Rwanda and hot air ballooning over the Maasai Mara in Kenya. For details, see scenictours.com.au.



Travel Indochina - India, Sri Lanka & Bhutan 2014-15

Two extended tours are new to this program for 2014-15, including a 14-night Ganges Discovery Voyage in India that involves a seven night voyage on Haimark's new ship and a nine-night Northern Island Explorer of Sri Lanka. The firm has also introduced a new early morning day tour of Mumbai & fresh accom options in Agra (Radisson), Fort Cochin (Eighth Bastion) and Sri Lanka (OZO Colombo). See travelindochina.com.au.



Tempo Holidays - Dubai, Middle East 2015

This guide explores Dubai, Abu Dhabi, Egypt, Israel, Oman and Qatar, and is complete with augmented reality on the cover. Launch specials include a 2-for-1 deal on the Wonders of Egypt Tour & Cruise of the Nile which is priced at \$3,770pp. The 2015 program features more apartment options in Dubai and there is a 15% discount available on Anantara Desert Island Resort & Spas in Abu Dhabi. Go to tempoholidays.com.au.

ibis paints Adelaide Red!



THE Honourable Jay Weatherill, Premier of South Australia, Lord Mayor Stephen Yarwood, Hotel Owner James Hines and Accor's COO Simon McGrath were joined by local television and music personalities to officially open Adelaide's newest hotel, ibis Adelaide in a star-studded event last Thursday night.

Ibis Adelaide promised to 'paint the town red' and that it did with over 150 guests piling into the red lit venue, eager to catch a glimpse of the contemporary new hotel. Local personalities including My Kitchen Rules 2014 winner Jessica Liebich and Paul Wood put their best foot forward on the red carpet.

Nova 919 presenter Dylan Lewis assumed MC duties introducing a raft of headline talent including local bands Oisima and Selah:Live who revved the crowd up and brought them to their feet.

The pinnacle of the night was a special performance by Aria nominated artist Emma Louise who jetted in especially for the hotel opening and wowed the crowd with her ethereal tunes.

Guests dined on canapés washed down with cocktails and local wines as they rocked the night away in the new hotel's bar and restaurant areas that spill out onto an open air balcony overlooking the hotel's location on Grenfell Street.

BELOW: ibis Adelaide declared open by South Australia Premier Jay Weatherill (right), with owner James Hines and Accor Chief Operating Officer Pacific, Simon McGrath (left).

RIGHT: Adelaide Lord Mayor Stephen Yarwood (left) with Nathan Frost, ibis Adelaide general manager.



BELOW: More than 150 VIP guests attended the official launch.



ABOVE: Candice Teo, Ginni Post and Sally McCann from Accor.



RIGHT: The ibis Adelaide 'Selfie Station' proved popular with guests.



ABOVE: Some of the VIP guests included Jessica Liebich, My Kitchen Rules 2015 winner; Victoria Frost and Joanna Stirn.

RIGHT: Shirley Lin, Henrik Berglind, Adrian Williams and Bridie Commerford from Accor shared the great night.



ABOVE: Simon McGrath, Accor's COO Pacific, South Australia Premier Jay Weatherill & James Hines, owner/developer.



SELAH: LIVE kept the ibis Adelaide party alive & kicking.



ABOVE: ibis Adelaide owner/developer James Hines and wife Zara.



MAIN act: Emma Louise belts out her hits for partygoers at the ibis Adelaide launch party.

Cruise Holidays to be part of vacation.com

CRUISE-FOCUSED agent franchise marketing group Cruise Holidays is set to become part of sister brand Vacation.com, with the move set to significantly expand the offerings for participating members.

Both Cruise Holidays and Vacation.com are part of US group Travel Leaders, which announced the move last week.

Cruise Holidays launched into Australia almost two years ago (**TD** 17 Jan 2013) and now has a number of retail and home-based members based here.

It's not clear at this stage what the move to become part of Vacation.com will mean, but US reports say it's likely that the product range available to members will lift.

Vacation.com currently services a network of almost 5,100 agency locations in the US and Canada.

Tanille's off to the USA!



TANILLE Amiet from Gippsland Travel in Vic has been named the lucky winner of two return tickets to the USA, courtesy of Air New Zealand.

Tanille won after taking part in Air NZ's new online training program, which required agents to register and complete three modules to be

eligible for the prize.

A surprised and delighted Tanille said she had completely forgotten there was a prize up for grabs!

SIA loads creep up

SINGAPORE Airlines' passenger load factor increased 0.9 points to 81.7% during Jul, with revenue passenger km similar to the prior corresponding period but a 1% reduction in capacity.

Load factor improved across all regions due to stronger summer traffic, with the South West Pacific load factor up 2.5 points to 84.2% for the month.

Overall passenger numbers lifted slightly to 1.63 million.

The carrier said the "operating environment remains challenging," with capacity to be adjusted to match demand and "promotional activity continuing in markets that require additional support."

Indonesian boat sinks

A NUMBER of international tourists have been rescued after their boat sank between Lombok and Kododo Island in Indonesia on Sat night.

No Australians were believed to be on board the *Versace Armara*, described as a "tourist sailing boat," but visitors from NZ, France, the UK, Spain and the Netherlands were among the passengers.

Fairfax media is reporting that two passengers are still missing after most of the victims were found clinging to a lifeboat after having drifted around 100km in just over 24 hours.

UK arrivals surge

VISITBRITAIN is hailing the latest figures from the UK's Office of National Statistics, which show that inbound tourism to Britain reached a record level over the six months ending 30 Jun 2014.

The statistics reveal there were 16.4 million arrivals during the period, up a healthy 8% on the previous corresponding period.

June was particularly busy, up 10% to 3.18m visitors.

VisitBritain head of research and forecasting, David Edwards, said it was "hugely positive to see growth both from our high volume European markets and also emerging markets across Asia and Latin America."

WIN A LUXURY SOUTH OF FRANCE RIVER CRUISE

Throughout August, **Travel Daily** is giving readers the chance to win a luxury all-inclusive river cruise, courtesy of **Scenic Tours**.

The all-inclusive prize includes return economy class fares to Europe, a 13 day South of France Luxury River Cruise for two adults with private butler service, all meals, complimentary beverages all day, all tipping and gratuities and airport transfers.

Every day this month **TD** will ask a different question about Scenic Tours France River Cruises. The subscriber with the most correct entries and the most creative response to the final question will win this prize.

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

Q12: What is the name of the *Scenic Enrich* Chataeux experience on the 12 Day Bordeaux River Cruise?

[Click HERE](#) for hints



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SCENIC TOURS

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Travel Daily TV

kiz business events news

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AFL Rd 21 Results

CONGRATULATIONS
Richard Hankin
from Tropics Marketing

Richard is the top point scorer for Round 21 of **Travel Daily's** AFL industry footy tipping competition and has won a High Tea Cruise for two, courtesy of **Captain Cook Cruises**.

Captain Cook Cruises

Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates

Emirates

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

Air Vanuatu **Hideaway Island**
Resort & Marine Sanctuary
Port Vila • Vanuatu



WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

THE AA FAMILY IS GROWING

TRAVEL RECRUITMENT ACCOUNT MANAGER x 2
LOCATION: BRISBANE & SYDNEY
SALARY PACKAGE up to \$80K+ BONUSES

Due to maternity leave in both Brisbane and Sydney, AA is recruiting two talented account managers to service the recruitment needs of our top client accounts. Your role will involve interviewing candidates and assessing their career opportunities, short-listing talent for senior vacancies, reference checking, account management and business development.

You will enjoy an excellent salary plus bonus structure, advanced on the job and professional training, opportunity to work with the best names in the industry and long term career prospects; as well as access to our annual 5 star conference & other team perks including shopping vouchers & time off.

Ideally you will come from a strong corporate or retail travel background, with excellent client account management experience, strong communication and interpersonal skills and the ability to work well in a team.

Want to know more? Contact our MD today 02 9231 6377.

JOB OF THE WEEK

LEVEL 2 HELPDESK TECHNICIAN – Help me if you can!
SYDNEY – Great salary package!

Are you an escalation expert? This award winning GDS company is looking for your analytical and technical skills to join this growing department. You will be customer service driven, have the ability to multi task, resolve issues and have a thorough understanding of back office functionality. This is an exciting step-up from a support role! Don't miss out on this outstanding opportunity, Crosscheck desirable.

OPERATE THIS!

CORPORATE OPERATIONS MANAGER
PERTH – EXECUTIVE SALARY PACKAGE

Reach for the top spot when you join this Perth based travel operation. Your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be a team player with strong leadership skills and the ability to motivate. Unique opportunity's that won't be around for long!

YOU CAN'T WORK WITHOUT TECHNOLOGY

SENIOR INDUSTRY KEY ACCOUNT MANAGER
SYDNEY – \$100K PLUS

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

MAKE IT HAPPEN WITH THIS GREAT PRODUCT

INDUSTRY ACCOUNT MANAGER – LUXURY PRODUCT
SYDNEY - SALARY PACKAGE \$90K PLUS

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. Enjoy a high salary including high base, car allowance and big bonuses.

CORPORATE BOUTIQUE

CORPORATE BDM – SME
MELBOURNE – SALARY PACKAGE \$80k + Bonuses

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 with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

TECHNICAL GURU WANTED!

IMPLEMENTATION SPECIALIST
SYDNEY – SALARY PACKAGE \$\$

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues?

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Working in partnership with the Australian Travel Industry

Retail Travel Consultant

Gold Coast. \$DOE - Ref:1191PS1

Are you a retail travel consultant with strong fares, GDS and worldwide product knowledge? Do you enjoy going above and beyond for clients and have a passion for cruise? This well respected independent offers the work life balance Gold Coasters are seeking with 9-5 hours Mon-Fri. Ideal candidates will have strong retail experience with proven ability to work successfully to targets. Highly competitive salary package, annual famils and on-going training are on offer!

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

Travel Recruitment Consultant

Sydney – OTE of \$82k Ref:104SJ1

Join one of Australia's leading travel recruitment companies & by utilising your strong travel industry experience & superb sales skills enjoy earning a fantastic salary package with an OTE of \$82k. No two days are the same in this diverse role. You will need to be a people person, confident communicator & self motivated. CBD offices with Mon-Fri working hours & a fantastic team environment. Take the next step in your career in a role with the autonomy to run your own desk.

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

Retail Travel Manager

Melbourne \$Competitive Ref: 1505MD1

Are you a leader? Are you a strong travel consultant with great people skills? We are looking for that perfect candidate that is looking to take on a management role in retail travel consulting. This boutique travel agency is hiring ASAP. You will be required to manage a team of travel consultants; to motivate, mentor and support them in their daily duties. If you are driven, confident and great with managing people. Please apply now as this position will not last long!

For more information please call Megan on (02) 9113 7272 or click [APPLY](#) now.

Hotel Food & Beverage Manager

Adelaide \$DOE + Hotel Benefits Ref:1263LB1

This well renowned hotel is hunting for their next Food & Beverage Manager to lead & motivate their team. If you come from a restaurant management background, preferably within a hotel environment and have experience in managing a team, then I want to hear from you today! Fantastic hotel staff benefits are on offer for most qualified person. Bring your 5 star presentation & fresh ideas to this exciting and challenging role, where no two days are the same.

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.

Wholesale Travel Consultant

Brisbane \$Competitive – Ref:1952PS1

Love travel but sick of face to face sales? Bring your destination and/or cruise product knowledge to a fast paced role where you will be selling direct to agents. Excellent uncapped earnings with a competitive base salary are on offer. To be considered for this role you will need to be able to work to a 7 day rotating roster, enjoying working in fast paced team environment and have proven experience of smashing your sales targets! Excellent benefits and remuneration are up for grabs!

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

Chinese Speaking Sales Rep

Sydney – Generous Salary – Ref: 1272RF1

Are you a Chinese speaking BDM looking for a new challenge? We have a sensational opportunity for one lucky Sale Rep to join this fantastic Asia Travel Specialist. You will spend your days out on the road visiting agents, attending trade shows and expanding this company's brand. We are looking for a Sales Rep with an established network of agencies in NSW and a real passion for Asia as a destination. An fantastic salary (DOE) is on offer for the right candidate.

For further information please call Rebecca on (02) 9113 7272 or click [APPLY](#) now

Retail Travel Consultant

Hobart \$Generous Salary Ref:1281KF1

A retail travel consultant is required for an independent agency in Hobart. This extremely reputable and established travel agency are looking for an experienced, well travelled consultant to join their team. If you enjoy selling a wide range of travel products and are looking for an opportunity to move forward within your career then this could be the opportunity for you. You will receive a competitive salary depending on experience plus super and a fantastic bonus is on offer.

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

Corporate Travel Consultant

Perth \$Excellent! Ref:1228LB2

Rare opportunity for a service focused individual. If you are a multi-skilled corporate travel consultant this vacancy with a well-established TMC could be the opportunity you have been waiting for! Offering a highly competitive salary along with a fantastic work/life balance with Mon-Fri hours, this is a company that has very little staff turnover. Strong fares knowledge along with current corporate travel experience is required to be considered for this gem of a role!

For more information please call Lauren on (02) 9113 7272 or click [APPLY](#) now.



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