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Monday 20th April 2015



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Beachcomber Tours to shut

BEACHCOMBER Tours, the longstanding Mauritius specialist wholesaler, is set to revamp its Australian operations and become a representation office. The business was established by Beachcomber Hotels in 1995 to promote and market the group's luxury Mauritius properties, and has been run for the last 20 years by CATO chairman Rod Eather. Eather said the decision to shift away from wholesaling reflected a range of factors including internet sales, vertical integration in a number of travel groups and preferred deals, which "meant that our hotel group business was being diluted and, in some cases, completely overlooked". Eather said Beachcomber had contracted new Indian Ocean and

Africa specialist wholesalers, with the target of possibly doubling the numbers of Aussies staying at Beachcomber's properties in Mauritius by the end of 2016. Beachcomber tours will take its last bookings at the end of this month, while agents holding bookings past 30 Apr will continue to be serviced by Beachcomber team members. Eather said he was sad to be losing some long-time loyal staff, but "it is also exciting to be a part of growing the market for Beachcomber's fantastic hotels in Mauritius, the Seychelles and Morocco".

The cover story of next month's *travelBulletin* contains an in-depth interview with Eather and other key wholesalers about the future of the sector - subscribe at www.travelbulletin.com.au/shop.

Today's issue of TD

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

- AA Appointments jobs
- Switzerland E-learning
- Travel Trade Recruitment
- Renault Eurodrive
- One&Only

Swiss train training

SWITZERLAND Tourism, Swiss Travel System and the various Rail Europe GSAs have launched a "Swiss Travel Pass Superstar E-learning program" for Aussie & Kiwi travel agents - see **page nine**.

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APT Kimberley brox

THE 2016 APT Kimberley Coast Cruising brochure has been rolled out today, featuring for the first time 'Fly Free' deals on cruise & land combos booked by 31 Jul.

The program offers expedition cruising on *MS Caledonian Sky* & exclusive charters aboard *Oceanic Discoverer* between Broome and Darwin, while land inventory has been boosted by 30% to handle expected growth in touring.

More new brochures on **page 6**.

Emirates to extend QF JV

EMIRATES boss Tim Clark has confirmed the Gulf airline is anticipating extending its alliance with Qantas beyond 2018.

Clark told *Gulf News* on Fri the extension would be a "formality," saying the partnership with the Australian airline has seen a number of benefits realised.

"It's doing really well at the moment. We're filling our aeroplanes up, they're filling our

[aeroplanes and] we're putting a lot on their domestic network," Clark is reported to have said.

"I see no reason why we won't continue with the arrangement."

This month, EK and QF marked the second anniversary of their five-year Master Coordination Agreement which covers areas such as codeshare and interline arrangements, joint planning, scheduling, sales, marketing and frequent flyer programs.

The carriers had sought a 10-year agreement with the ACCC but it authorised the tie-up for half that time, until 31 Mar 2018.

In its ruling at the time, the ACCC told Qantas and Emirates a 10-year authorisation "increases the risk that the balance of detriments may change over time given the dynamic nature of global aviation markets."

"As long as Alan Joyce is there and I'm here at Emirates and the Emirates team is working closely together with Qantas [then] it will just be a continuation," Clark said.

Earlier this month, QF int'l CEO Gareth Evans said the EK alliance had seen satisfaction levels soar.

Global focus on travel talent shortage

TRAVEL and tourism worldwide is likely to be badly impacted by a "serious shortage" of skilled staff unless urgent action is taken by industry and governments.

That is a key finding of a report commissioned by the World Travel and Tourism Council, which met in Madrid last week.

The Oxford Economics research identified labour shortages, skill gaps and vacancies in the sector, with WTTC president David Scowson warning that "travel and tourism's human capital challenges are significantly higher than those faced in other sectors."

"WTTC urges the industry - both public and private sector - to act now to address the anticipated talent shortage," he said, with various travel groups saying the biggest challenge to growth is the supply and retention of talent in all levels of their businesses.

JITO MD Helene Taylor said the issue was just about inability to reach the talent, as well as new talent coming into the industry.

She said JITO was "one very proactive solution to ensure employers can reach that talent".

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South Australia/NT sign MoU

THE Govts of South Australia and the Northern Territory have signed a major Memorandum of Understanding which will see them work together on a range of issues including growing tourism.

The MoU sees the establishment of a "central Australian mining and energy province," aiming to simplify regulation.

But as well as resources, tourism is a key focus, with SA premier Jay Weatherill saying "our jurisdictions are also home

to some of Australia's top tourism icons, and we will be exploring how we can both maximise the economic opportunities that can arise from this growth sector".

The five year MoU will see closer cooperation on promoting visitation to "iconic destinations in Central Australia," according to NT chief minister Adam Giles.

Agent NDC survey

AFTA members will tomorrow be asked to complete a global survey about the New Distribution System standards currently under development by IATA (**TD** breaking news).

It's part of a global project conducted by an independent consultant (**TD** 11 Dec 14) which "aims to investigate how travel agents might benefit from the implementation of the standard," according to AFTA ceo Jayson Westbury.

Air NZ capacity boost

AIR New Zealand has announced "substantial growth" in its domestic capacity, with the deployment of over 650,000 additional seats over the next financial year.

The increase is due to more frequencies as well as NZ's fleet renewal program which will see its 737 aircraft gradually transition to larger A320s.

Much of the growth will be on three key routes, with about 180,000 extra seats on AKL-CHC, 110,000 between Auckland and Queenstown due to higher frequencies, and 135,000 between Auckland and Wellington.

Air NZ chief sales & commercial officer, Cam Wallace, told **TD** the growth was being driven by strong demand and a "positive economic outlook" - particularly in the Canterbury region.

The NZ regional network will also see increased capacity of up to 30% due to new aircraft.



Window Seat

HOW awesome is this?

Japanese Star Alliance member ANA will shortly launch a new Boeing 787 Dreamliner with special *Star Wars* livery.

The new "R2-D2 Jet" (**below**) is inspired by the popular robot from the interstellar movie saga, with ANA saying it's the first move in a five year "Star Wars Project" which will "connect Japan to the global market".

R2-D2 has been chosen because of his loyalty, unique personality and ability to come up with original ideas.

See traveldaily.com.au/videos.



Roy Morgan at ATAB

ANGELA Smith of Roy Morgan Research will present major travel industry trends at the upcoming ATAB Business Builders conference for travel agents.

She'll also speak on brand recognition results for online and traditional travel businesses - more information and registrations at www.atab.net.au.



Quest Nowra – opening 30th April

Quest Nowra is set to become the Shoalhaven's premier accommodation provider. Featuring 81 studio, one, two and three bedroom serviced apartments, the property is conveniently located on Kinghorne Street in Nowra's thriving town centre. Whether travelling to the Shoalhaven region for business or pleasure, Quest Nowra is the ideal accommodation choice.

Visit questnowra.com.au
or Search "QG" on the GDS



AVANI coming to Australia

BANGKOK-BASED Minor Hotel Group will introduce its 4.5 star AVANI brand to the Australian market, with details of a new-build development in Perth emerging yesterday.

AVANI is one of five hotel brands operated by Minor Hotel Group, with others including Per AQUUM, Anantara, Elewana and the Oaks Hotels & Resorts network in Australia, which it purchased in 2011.

Its current portfolio of 13 properties are located in Thailand, Vietnam, Sri Lanka, Malaysia, Botswana, Lesotho, Mozambique, Namibia, Seychelles and Zambia.

Western Australia Minister for Planning John Day yesterday revealed Minor had been chosen to develop a 250-room 'premier' hotel at Perth Arena, part of the Perth City Link project to connect the city centre to Northbridge.

AVANI Hotel Perth will be located adjacent to Perth Arena.

The project (pictured) will also include an AVANI Residences, comprised of over 200 one- and two-bedroom serviced units.

"Minor Group's investment will bring accommodation options to the project as well as new food and beverage brands and a public plaza featuring art, alfresco dining



and open lawn and paved areas for leisure and recreation," Day announced yesterday.

Work on AVANI Hotel Perth is expected to begin late 2016, with an opening slated for Q4 2017.

MEANWHILE, MHG has signed a deal with Qatari Diar Real Estate Investment Company to develop two new Anantara resorts in North Africa.

Located in Tunisia and Morocco, the 93-room and villa Anantara Tozeur Resort & 230-key Anantara Al Houara Resort are slated to open in 2017.

"These two new resorts will help further develop luxury tourism within these destinations," Minor Hotel Group chief exec Dillip Rajakarier said last week.

QR capacity up-gauge

QATAR Airways is increasing flight frequencies to multiple Middle Eastern hubs starting May.

Services to Taif in Saudi Arabia and Basra, Iraq will jump from four weekly to seven and eight weekly, effective 16 May.

Najaf, Iraq will also move from four weekly to eight, commencing 02 Jun and frequencies to Zagreb, Croatia and Ankara, Turkey will be boosted to daily, effective 01 Jul and 03 Jul respectively.

Flights to Gassim, Saudi Arabia will move to 10 weekly (from seven), beginning 17 Jul.

15% off French cycling

TOUR De Vines is offering a 15% discount on a selection of its seven-day French cycling gourmet tours that are departing in coming months.

The 'easy' graded Tour de Loire departure on 07 Jun is now priced at \$3,060ppts, representing a saving of \$675.

The 'Medium' classified Tour de Provence Roman departing 10 May is now priced at \$3,060ppts and the 28 Jun departure of the Tour de Dordogne is currently \$2,890ppts - for full itinerary info, see www.tourdevines.com.au.

Monday 20th Apr 2015

Hawaii show regos

REGISTRATIONS have opened today for the 2015 Aloha Down Under Workshops that will take place between 12-15 May.

Events are scheduled to run from 5-9pm in Melbourne (12 May), Sydney (13 May), Brisbane (14 May) & Gold Coast (15 May).

Hosted by Hawaii Tourism Oceania, the roadshow will offer informative sessions, in-depth destination and product training and the chance to win prizes.

See alohadownunder.com.au.

TripAdvisor watch app

TRIPADVISOR has developed a Apple Watch app which will debut this week when the new tech goes on sale worldwide.

The app will provide users with travel reviews, ratings and photos of hotels, restaurants and more.

2nd Dubai Park Regis

STAYWELL Hospitality Group has confirmed the signing of a new management deal in Dubai, boosting its presence in the emirate to nearly 600 rooms.

The Australian-based firm will manage the Park Regis Business Bay - near the heart of the Burj District - when it opens for operation next year, joining the Park Regis Kris Kin Hotel Dubai.

Chief executive officer Simon Wan said the second Dubai hotel "will further cement the Group's commitment to growth in the region and is a step towards the goal of a network of 100 hotels".

Wan added that StayWell was in final negotiation for two additional hotels in the region, with details to be announced soon.

In 2013, gm of Park Regis Kris Kin hotel Scott Butcher revealed to **Travel Daily** at Arabian Travel Market that the firm was keen to debut its 3.5-star Leisure Inn brand to the Middle East market (**TD** 07 May 2013).

Construction of Park Regis Business Bay is due to be completed later this year.

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Kilifi terrorism zone

THE Dept of Foreign Affairs and Trade has revised its travel advisory for Kenya, now warning Aussie travellers to "Reconsider your need to travel" to areas of the coastal Kilifi county.

The renewed advisory is due to "the high threat of violence and terrorist attack", DFAT said on Fri.

The trouble zone extends 20kms inland and includes Malindi.

EK Rolls-Royce deal

ROLLS-ROYCE has signed its largest ever engine order with Emirates to equip 50 new Airbus A380s (ordered at the Dubai Air Show two years ago - **TD** 18 Nov 2013) with its Trent 900 engines. The deal is valued at US\$9.2b.

\$200 off RAR airfares

AIR New Zealand is offering a \$200 discount off all return flights to the Cook Islands when booked before 28 Apr.

The special applies to NZ's weekly direct Sydney-Rarotonga service & daily flights via AKL, for departures ex Australia between 26 Apr-26 Jun and 26 Jul-18Sep. See sale.cooksislands.travel.

Mar airport traffic up

EARLIER Easter school holidays, the end of Lunar New Year celebrations and the ICC Cricket World Cup has been cited for an 8.9% year-on-year increase in international traffic at Sydney Airport in Mar.

Overseas traffic jumped to 1.12 million at SYD, with growth strong from China and India, up 39% and 40% respectively, while the UK market was "robust", up 9.9%.

Domestic carriage rose 4.2% to 2.2 million at Sydney Airport.

Int'l traffic at Melbourne Airport skyrocketed 17.8% (to more than 711,800 movements) & domestic carriage was up 5.2% to 2.07m.

Like Sydney Airport, arrivals from China and India soared, up 39.2% and 37.4%, while MEL also witnessed significant growth from Vietnam (36%) & Indonesia (35%).

SATC seeking input

THE South Australian Tourism Commission is urging industry partners to voice opinions by 5pm today on how government, industry and the community can work together on nature-based tourism activities (**TD** 08 May).

The survey - part of the govt's action plan to prop up nature-based tourism in national parks, marine parks and reserves - has received a strong response to date, SATC commented on Fri.

CLICK HERE to comment.

APT musical treat for agents



APT celebrated the launch of its new Bordeaux river cruise program on the Garonne and Dordogne with this group of agents in Sydney recently.

The helloworld consultants joined APT at the Capitol Theatre to watch the highly acclaimed French musical Les Misérables.

Pictured from left are Nicole Tucker, helloworld Blacktown; Trudy Bean, helloworld Hornsby; Gada Selim, helloworld Miranda; Ryan Montgomery, APT; Teneille Ireland, helloworld Belmont; Nicole Adams, helloworld Belmont; Lesley Moore, helloworld Mona Vale;

Janene Pendleton, helloworld Drummoyn; Alison Watts, helloworld head office and Claire Haggarty from APT.

MEANWHILE, APT's Companion Fly Free deal on its eight-day Bordeaux River Cruise departures from May to Nov ends on 30 Apr.

Asiana shelves Hiro

SOUTH Korea's Asiana Airlines has axed flights to Hiroshima as it awaits a safety review of the airport after last week's incident which saw an aircraft hit an antenna on landing (**TD** Thu).

The suspension of flight to HIJ is expected to run until late Apr.

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Travel Daily

Aussies pick park over art

AUSTRALIAN travellers are more inclined to visit a national park or forest over a museum or art gallery, new Roy Morgan research indicates.

According to the latest Roy Morgan Holiday Tracking Survey, close to one in five (18%) Aussies who took a holiday in the year to Feb visited a park, which compares to 15% of travellers who visited a museum and 11% an art gallery.

The national park holiday maker was also keener to avoid crowds (81%) than the rest of the holiday market (74%), is always very active on vacation (64%) compared to others (56%) and is 10% less likely to want to do as little as possible.

Roy Morgan Research ceo Michele Levine said the study

More time for QF/MU

THE ACCC has given Qantas & China Eastern an extension of the relevant period of consideration of their proposed Australia-China alliance until 31 Aug 2015.

determined that people who ventured to national parks and forests while on vacation tend to be "more environmentally aware and energetic than the average Aussie holiday-goer".

AY/AB expand c'share

FINNAIR and Air Berlin plan to expand codeshare operations in Europe across new routes in May.

The stronger alliance will see the AY code placed on AB or Niki flights to Bucharest, Catania, Chania, Cologne, Larnaca, Malaga, Naples, Palma de Mallorca, Paphos and Stuttgart.

AY passengers will also be able to connect to the cities via Berlin, Düsseldorf, Frankfurt, Munich, Vienna or Zurich.

MEANWHILE, AY has appointed Pekka Vähähyppä as the carrier's new chief financial officer.

Vähähyppä will succeed Erno Hildén who is exiting the oneworld carrier on 30 Apr.

Tjapukai appointment

FORMER sales and marketing director at Tourism Tropical North Queensland Brian Hennessy has been recruited by Tjupaki Aboriginal Cultural Park in Cairns.

Taking on the newly created role of director of sales & marketing at Tjupakai, Hennessy will direct the sales, marketing, MICE and reservations team at the park.

BNE mozzie response

BRISBANE Airport is set to follow the lead of Perth, Adelaide and Melbourne by introducing new biosecurity measures to combat exotic mosquitos.

Agriculture Minister Barnaby Joyce announced the move on Fri following three detections of the insect in recent weeks.

Joyce said targeted aircraft from certain south-east Asian airports would have their cargo holds fumigated prior to luggage being unloaded.

He emphasised the additional measures would have "little effect" on airlines or passengers.



Brochures

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.



Russian Travel Centre - Russia 2015

This year's program from Russian Travel Centre has been expanded to 72 pages with 13 new programs. These include privately escorted tours of Georgia, Armenia, Uzbekistan and Mongolia. Also new is the 10 day Kamchatka Adventure, new tours linking Russia with the Baltics, Scandinavia and/or Poland and Prague, plus new rail programs in China and Russia.



Infinity Holidays - 2015-16 Queensland Islands

The 2015-16 Queensland Island program from Infinity Holidays includes new Whitsunday tours, added Orpheus Island accommodation and new properties on the mainland at Airlie Beach, Rockhampton, Mackay and Gladstone. Also new are two "genre" pages titled 'Family Recipe' and 'Something Special,' while the Hamilton Island map is easier to use.



APT - Tasmania 2015-16

APT's 2015/16 Tasmania Luxury Escorted Land Journeys brochure continues to feature luxury accommodation, dining and exclusive APT Signature Experiences, across five itineraries ranging from 4-12 days in length. New offerings include a Captain's Upper Deck experience on *Lady Jane Franklin II* as well as an exclusive guided tour into the Tarkine Wilderness.



Creative Holidays - Fiji & South Pacific 2015/16

This new program from Creative Holidays includes an expanded range in Fiji, with the addition of Pacific Harbour and "Fiji's Other Islands" sections featuring Yasawa, Qamea and Vanua Levu. For the first time the brochure also features an Island Weddings section, and more properties have been added to the program in Tahiti, New Caledonia, Vanuatu, Samoa and the Cooks.



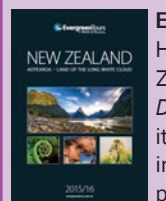
Lindblad Expeditions - South Pacific

Lindblad Expeditions/National Geographic have released this new program which details departures aboard the *National Geographic Orion*, ahead of the vessel's deployment to Europe in 2016. Highlights of the South Pacific program include Beveridge Reef in the Cook Islands, and the undisturbed Southern Line Islands.



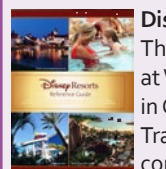
AAT Kings 2015/16 Alice Springs Day Tours

AAT Kings' new Alice Springs program includes the new full-day *West Macdonnell Ranges* as well as the *Nocturnal Animal Discovery* evening tour. That's in addition to offerings such as the popular half-day *A Town Like Alice* tour, the full day *Palm Valley Outback Safari by 4WD* and the *Kings Canyon & Outback Panoramas* tour.



Evergreen Tours 2015/16 New Zealand

Highlights of this new program include a 25 day New Zealand Explorer & Cruise which includes a 15-night *Diamond Princess* voyage ex Sydney. Other popular itineraries range from 9-18 days, and earlybird offers include savings of up to \$800 per couple with early payment discounts.



Disney Resorts Reference Guide

This guide gives a comprehensive overview of the hotels at Walt Disney World Resort in Florida, Disneyland Resort in California and Aulani, A Disney Resort & Spa in Hawaii. Travel agents wanting a physical copy of the brochure can contact Louise Walker on louise.walker@disney.com.



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CONGRATULATIONS

Gail Symmonds
from *Broadway Travel*

Gail is the top point scorer for Round 10 of *Travel Daily's* Super 15 Rugby industry footy tipping competition. Gail has won a gift pack from Emirates.

Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

TD salary survey

THE Travel Daily group today launched the industry's biggest ever salary and employment survey (**TD** breaking news).

To be conducted by respected independent research group Stollznow, participants from across the industry are being invited to confidentially share their current circumstances, job satisfaction and future intentions in a short five minute survey.

The poll will run all of this week, with opportunities to win Samsung Galaxy tablets and HOYTS movie vouchers.

The de-identified results will be published in future editions of **Travel Daily**, *travelBulletin*, *Cruise Weekly* and *Business Events News* to give an overarching view of the state of the industry.

CLICK HERE to access the survey.

Travel Daily

First with the news

Monday 20th Apr 2015

#Room753 for Qld

QUEENSLAND Minister for Tourism & Major Events Kate Jones has launched a new social media campaign involving 11 "prominent digital influencers".

The #Room753 promotion will see participants from China, Singapore, the UK, Europe, US and Australia spend a week exploring a Qld destination on an itinerary tailored to their interests.

They will then "retreat to Room 753 [Room QLD] where they can create and publish articles and images captured during their time in Queensland," Jones said.

Hands up if you love TASCo?



SCALING the Sand Dunes of Sossuslevi in Namibia was on the agenda for this group of agents on a recent famil hosted by The Africa Safari Co.

Namibia offers many similarities in landscape to Australia's Northern Territory and North-West Kimberley region.

The contingent also sampled a selection of leisure activities relating to the sand dunes of Swakopmund - Namibia's biggest coastal town, tracked down a leopard at Okonjima's Africat Foundation and saw plenty of game including a pride of lion at Etosha National Park.

Pictured in the dunes from left

are Jules Insall from the Africa Safari Co; Jane Cooper, Heather Bowman, Katrina Miragliotta, Olga Bardis, Kendall Barrow and Jeanette Whitmore.



Sail around the world on an **APT** small ship cruise with this month's exciting **Travel Daily** competition, brought to you in partnership with Australia's leading award-winning cruise operator APT.

Every day we'll be taking you on an adventure, showcasing the many highlights and destinations available on an APT Luxury Small Ship cruise. The person with the most correct answers, and who wows us with the most creative answer to the final question, will win the following unforgettable prize: an all-inclusive '17-day Southeast Asia Adventure' Expedition Small Ship cruise for two, departing 14 June 2016. Send your answers to: APTcomp@traveldaily.com.au

Q12. APT is offering two SuperDeals in its Luxury Small Ship 2016 Preview brochure. Can you name them?

Hint: **CLICK HERE**, see p13.



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Rent out your car?

A NEW website which allows you to rent out your own car while you're away travelling promises to end the "giant airport rip-off" for car parking.

Dubbed 'Carhood,' the system allows users to drop their car at an airport location where they receive free parking and a free detail, whether or not the vehicle is rented out or not.

Carhood will then rent the vehicle to another member arriving from another city, at an agreed rate and rental period.

Car owners earn 25% of any money received, and members over the age of 21 receive comprehensive vehicle insurance.

Since its launch three months ago more than 250 members have joined the service - see www.carhood.com.au.

AFL Rd 3 Winner



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CONGRATULATIONS

David Lewis

from **Four Seasons Hotels**

David is the top point scorer for Round 3 of **Travel Daily's** AFL industry footy tipping competition and has won a double pass to Taronga Zoo, courtesy of Taronga Zoo.



Major Prize:

Two return Economy Class airfares to Dubai with **Emirates**

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MARKETING MANAGER

MELBOURNE – SALARY PKG \$90K + BENEFITS

This reputable and growing wholesale travel operator are implementing some positive changes that will see this company undergo further growth! Through your proven experience developing and implementing strong strategic marketing plans, you will build awareness of all brands this company represent. Experience working in a similar role is essential, together with a creative flair. Do not miss the opportunity to become a part of this growing company

LOVE ALL THINGS DIGITAL?

DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UP TO \$90K PACKAGE

Due to recent expansion this industry leader are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience to join their team. The role has a broad spectrum but will focus on implementing winning strategies that will engage consumers with the brand. This is your chance to showcase your digital B2C marketing experience and move to a company that continues to grow!

GO OFF THE RAILS

ACCOUNT MANAGER

SYDNEY – UP TO \$95K PACKAGE PRO RATA P/T

This growing technology company is looking for an experienced Account Manager to manage and develop their rail business. You will possess strong account management skills along with the ability to support the team to identify opportunities. If you have a good understanding of the rail industry, strong I.T. skills and a passion for the travel industry then this role is for you! Contact the team today for more information on this unique role.

CLIMB THE CAREER LADDER

RESERVATIONS SUPERVISOR

MELBOURNE - SALARY PACKAGE TO \$57K + BONUSES

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for an experienced travel manager / team leader who is looking to join a travel company that is undergoing positive changes! If you have a min. 2yrs experience managing at travel team (wholesale or retail travel) & would like to make the move to a global wholesaler, enquire today. Amazing staff benefits on offer.

UNIQUE PRODUCT ROLE

TECHNICAL PRODUCT MANAGER

CENTRAL SYD LOCATION – UP TO \$80K PACKAGE

This is your chance to join a successful growing technology company. You will have a passion for account management and product expertise, with good GDS knowledge and business analysis skills. You will interact with various areas of the business and work closely with customers to drive and recommend solution offerings. Can you influence? Are you a product expert looking for something different? This role is for you!

BESPOKE SALES ANALYST

SALES ANALYST

SYDNEY – UP TO \$115K PACKAGE

A leading global travel company is looking for a sales analyst, an instrumental role in driving change throughout the business and making recommendations to maximize business performance. You will be analytical and be a strong influencer. This unique role will combine your account management skills, analytical skills and your ability to work well in a team environment. For more information about this fantastic role please apply today!

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BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales & marketing exp preferred

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Home Based Travel Manager

Brisbane, Commission only. Ref: 1640AW1

We have an exciting opportunity for an established Retail Travel Consultant looking for a new challenge. If you have always wanted to work for yourself from the comfort of your own home, booking dream holidays for your existing repeat clients then this role is for you! You will be highly motivated, independent and able to sell to your established database. Secure work/life balance and finally make some serious commission! Our client offers attractive commission split, branding and IT support.

For more information please call Anna on
(07) 3023 5023 or click [APPLY](#) now.

Travel Consultant | Part Time

Newcastle, \$DOE + Bonuses, Ref: 1671MB1

Don't miss this amazing opportunity to work closer to home in this flexible part time role. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face and over the phone consulting, bring your high end touch to this agency. No weekends!

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

Wholesale Marketing Manager

Melbourne, \$80-85k, Ref: 1538KF4

My client is a leading Wholesale Travel Company and they are currently recruiting for a marketing manager to join their busy office in South Melbourne. As a marketing manager you will have an autonomous approach to your work and have a strong focus on marketing resources in line with strategic plans. You will work in conjunction with the National Sales & Reservations Manager - Retail & New Business on the implementation of marketing strategies and campaigns for retail distribution.

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB2

This destination specialist is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales experience within the travel industry? Are you often described as a very proactive person? YES? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

Online Travel Consultant

Gold Coast, OTE \$60K +, Ref: 1551PS1

Are you a sales guru with strong fares & GDS knowledge? Have you built your skill set to a level where you can work autonomously within a team environment? This award winning agency are offering a real work life balance where you'll even get your lunch breaks back! Suited to target oriented consultant who is solution focused, I.T savvy and is adaptable to a changing environment. Experience of working to targets & strong product knowledge required. Excellent career progression opportunities!

For more information please call Peta on
(07) 3023 5023 or click [APPLY](#) now.

Travel Events Manager

Sydney, \$60-65K + Super, Ref: 1132SZ1

Looking to work for a well liked TMC in the Events Department organising and attending varied events? Do you have a passion for the Travel Industry and have meticulous attention to detail with the ability to lead and inspire people through strong leadership and management mind set? My client is looking for a candidate with solid background in Events Management and preferably within the Travel Industry. GDS knowledge would be advantageous but not essential, some travelling will be required.

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

Luxury Corporate Travel Consultant

Melbourne, Up to \$65K Package, Ref: 3001MD1

Looking for a juicy new challenge? Fancy a Monday to Friday role with a fantastic salary package? This role will be varied and fast paced with no two days being the same. You will be within a team of experienced travel professionals that enjoy working hard and still know how to have fun! If you believe you always go above and beyond for each of your clients and think you would be able to handle the challenges that come with services VIP corporate clients then please look no further!

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

Retail Travel Consultant

Perth \$55K OTE, Ref: 1663LB1

Do you have solid all-round leisure travel experience and want to bring this to an established, well-respected travel agency that you can develop a career with? This travel company offers a loyal repeat clientele, a competitive base salary and a great incentive structure. Would suit travel consultants living in the southern suburbs of Perth with a Sabre background, looking for a long term career opportunity with progression available. This role won't last long and is interviewing ASAP!

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



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