



Travel Daily

First with the news

Wednesday 5th August 2015

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Loyalty key to AccorHotels

'BEST rate guarantee' promises by online travel agents such as Expedia and Booking.com are an ongoing concern for hoteliers, suggests AccorHotels chief operating officer Simon McGrath.

Speaking at the AccorHotels Sydney Showcase yesterday, McGrath admitted the OTA 'best rate' offers remain "an issue".

"I don't think hotel groups can necessarily answer the best rate guarantee," he commented.

McGrath said consumers largely believe they can obtain better hotel rates on other platforms, rather than from the proprietor.

"I think it is something that the hotel groups will answer in the coming future."

Quizzed if Airbnb was perceived as a threat to its local operations, McGrath said the home-sharing business may have a regional presence but was yet to capture

a large share in CBDs where AccorHotels is well represented.

"From our numbers, they [Airbnb] don't seem to be in Sydney and Melbourne," he said.

What drives consumers to book with AccorHotels is recognition through its loyalty offering, the AccorHotels APAC head said.

With up to 1.4 million members and growing at the rate of about 30,000 each month, McGrath said Le Club AccorHotels effectively accounts for 1 in 17 Australians.

"If you have a loyalty card and you walk into a hotel, you get the soft benefits when you arrive.

"You get the welcome, the special check-in and that means a lot to people," McGrath said, adding the Le Club AccorHotels benefits cannot be matched by the likes of OTAs or Airbnb.

Today's issue of TD

Travel Daily today has seven pages of news, a photo page for **helloworld** plus full pages from: (**click**)

- AA Appointments jobs
- inPlace Recruitment
- Club Med

Club Med bargains

DISCOUNTS of up to 40% are available at Club Med resorts in Indonesia, Malaysia & Thailand for departures between May-Oct next year - see **back page** for info.

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ITG Forum to Lion City

MEMBER agents from the Independent Travel Group and italktravel fully branded franchise family will be energised to prepare for future growth at the coming ITG conference in Singapore.

Taking place from 12-15 Nov at the Fullerton Hotel, the theme of the annual event for 2015 is "Learn, Engage and Succeed", kicking off with a welcome dinner at the Rasa Shangri-La in Sentosa, sponsored by Singapore Tourism.

Plenary sessions for the entire group will begin on Fri following a closed day for italktravel agency members, with numbers for the branded group at 30 and counting.

Futurist Jonar Nadar will address delegates, showcasing an array of forthcoming technologies.

Scout boosting MEL

FLIGHTS operated by Scout between Singapore & Melbourne are set to increase over the peak Christmas/New Year period.

According to GDS displays, the budget carrier will ramp up frequencies from five weekly to daily from 15 Dec to 06 Jan, with the new Tue and Wed flights operated by 787-9 Dreamliners.

Baby boomer focus urged

THE travel industry was today urged to "follow the money" and direct efforts into the big spending baby boomer segment.

The baby boomer push was one of the key conclusions drawn by Michele Levine from Roy Morgan Research, who was the keynote presenter at a "Spotlight on Tourism" event hosted by the company today in Sydney.

Levine highlighted the current 'state of flux' in the industry, with commercial models for airlines, travel agents, tour operators, hotels, destinations and business events all evolving due to changing consumer preferences, economics and technology.

Levine said the economy was the single most important factor in driving consumer confidence which in turn determines levels of discretionary spending.

The Roy Morgan data suggests travel agents are still a considerable influencer on customer choice where there is complexity in bookings.

However in the younger travel segments, the internet was the top source for both information

gathering and travel purchases.

"The big dollars are in the affluent market...we must stop thinking ageing population and therefore conservatism; they are now spending big dollars".

In terms of the inbound market, Levine said with the decline in the resources sector, "now is the time to put all our effort into the tourism industry."

"Focus on the dollars; focus on the business; tourism is not just fun and games," she said.

Virgin Bali discounts

VIRGIN Australia appears keen to fill seats on flights to Bali, with the carrier offering savings of up to \$150 on return services to Denpasar, if booked by 07 Aug.

The deal applies to select fares from Brisbane and Sydney.

MEANWHILE, fresh volcanic eruptions of Mt Raung has seen Virgin Australia cancel all flights into and out of Denpasar today due to ash cloud concern.

Jetstar has also cancelled or delayed a number of flights to Bali today due to the eruptions.

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ATEC recognises export stars

AUSTRALIAN Tourism Export Council chairman Denis Pierce has inaugurated a new accolade designed to recognise innovation in new product development for the export tourism spectrum.

The ATEC Chairman's Rising Star Scholarship aims to recognise the ingenuity of an individual as they begin to promote a new product or service to overseas markets.

Three individuals, each owners of successful and growing

tourism businesses in key visitor areas, have been selected as the scholarship's first recipients.

Winners include Outback Cycling owner Justine Petrick, from Alice Springs; Crikey Camper Hire founder Andrew Woodcock, from Western Australia & Tour Barossa & Getaways SA owner Kym Brown, from South Australia.

Each winner will receive support and personalised mentoring as well as invitations to key ATEC events and training to assist in their int'l marketing efforts.

"Australia will only maintain a competitive edge if new and exciting product can find a way to the international market," ATEC chairman Denis Pierce said.

Three new 3K routes

JETSTAR Asia is ramping up flight options in Southeast Asia, announcing three new routes from its Singapore hub.

Launching 29 Oct & 05 Nov respectively will be three weekly direct services to Palembang & Pekanbaru in Sumatra, Indonesia.

The low-cost carrier will also introduce a second gateway in Vietnam after Ho Chi Minh City, with a new thrice weekly service between Singapore and Da Nang, commencing 27 Nov.

AmaSerena christened

AMAWATERWAYS co-founders Rudi Schreiner and Kristin Karst have celebrated the launch of the line's newest ship, the 164-pax *AmaSerena* at a christening ceremony in Vilshofen, Germany.

AmaSerena is a sister ship to *AmaReina*, *AmaPrima*, *AmaCerto* and *AmaSonata*.

Emirates US airpass

EMIRATES has launched a new 'Americas Pass' that enables pax flying with the Gulf carrier from Australia to access discounted domestic fares within the USA.

Purchased in conjunction with an international EK ticket, the pass unlocks 90 destinations in the US, Canada and Latin America via its North American partners JetBlue Airways, Alaska Airlines, Virgin America, WestJet and Porter.

Americas Pass sectors are priced from AUD\$133 per sector.

SYD T2 dining revamp

SYDNEY Airport has begun Stage One of developing the T2 Departures casual dining precinct.

New food brands announced for the precinct include Chur Burger, Mad Mex, SumoSalad Green Label, Roll'd, Hokka Hokka, Red Rooster and Sahara Grill.

Stage One is due for completion at the end of 2015 and is part of a wider improvement plan for Sydney Airport in 2015 and 2016.

During the works there will be a slight reduction in the food and beverage offering in T2, but three temporary food and drink kiosks will pop up over coming months.



Window Seat

IT'S finally happened...robots have taken over the world.

Well, maybe not the world yet, but at the Henn-na Hotel in the southwestern Japanese town of Sasebo, many jobs normally performed by human beings have been replaced by robots.

The guest experience starts, like most hotels, at check-in, where guests will carry out arrival formalities with either an English-speaking robot dinosaur or Japanese female humanoid.

Next, an automated porter trolley transports bags up to the room, where old-style keys have been axed in favour of facial recognition to open the door.

While robots also handle the cloak room and concierge roles, thankfully not all jobs are fully automated, with real people keeping an eye on security to make sure people stay safe, while humans also clean the hotel and maintain the robots.

Hotel owner Hideo Sawada said the reason for so many robots was to keep prices low.



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Royal Brunei success

SUCH has been the popularity of Royal Brunei's 787 flights from Melbourne (**TD** 03 Apr 14) the carrier believes it to be the fourth largest between the Vic capital and London in terms of passenger numbers - an impressive feat against much larger competitors.

BI deputy chairman Dermot Mannion is in Australia this week, and yesterday told **TD** part of the appeal is that the airline is the only one offering a seamless 787 product all the way MEL-LHR - with the multiple hop journey via Brunei and Dubai attractive to a "growing constituency".

The performance has seen the carrier strongly committed to the Melbourne market, having just signed a lease to significantly boost its Vic office space.

Mannion said as well as the London route, BI is increasingly feeding traffic to its network around South East Asia, with "multi-centre" trips taking in Brunei and destinations such as Kota Kinabalu quite popular.

Fleet expansion in 2017 with the addition of A320neos will give BI "a lot of flexibility to grow our activity," Mannion said.

US Big 3 under fire

THE Partnership for Open & Fair Skies has insisted on an immediate response from the US Govt to act on freezing new route growth by Emirates, Etihad Airways & Qatar Airways to the US, now comments on the docket have closed.

The group said the vast majority of comments (about 66% of 3,000 remarks) were "against harmful Gulf airline subsidies".

Representing American Airlines, Delta Air Lines & United Airlines, group spokesperson Jill Zuckman demanded the Obama Administration "take immediate action & stand up for our workers being harmed by Gulf carriers".

MEANWHILE, American carriers JetBlue Airways, Hawaiian Airlines, FedEx and Atlas Air Worldwide have formed a coalition to protest the actions of AA, DL and UA.

Dubbed the US Airlines for Open Skies (USAOS), the group say "the Big 3 do not speak for all", urging the US Government to "reject these demands and maintain the Open Skies regime".

USAOS argues Open Skies allows foreign visitor numbers to the US to flourish, promotes jobs & boosts competition on domestic flights.



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AccorHotels build sport portfolio



TENNIS is the latest sport to come under the AccorHotels sponsorship umbrella after the hotel giant yesterday announced a tie-up with Tennis Australia and the Australian Open Grand Slam.

The firm has signed on as the official hotel partner of both the national tennis organisation and the first professional major event of the year, which takes place at Melbourne Park each Jan.

Under the three-year deal, a dedicated concierge-style desk will be set up at the Australian Open, providing customer service for players and attending media.

Members of the Le Club AccorHotels loyalty program will also be offered exclusive benefits.

Sport is an established element of the AccorHotels sponsorship strategy and still growing, with hotel partner deals in place for several years with the NRL & AFL.

Speaking yesterday at the annual AccorHotels Showcase, chief operating officer Asia Pacific Simon McGrath said the best way to speak to the Australian consumer was through sport.

McGrath is **pictured** above with the Men's and Women's Singles Australian Open trophies.

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AA LAX/SYD c'share

QANTAS advised agents today that customers can now book flights on American Airlines' new Los Angeles-Sydney route under an expanded codeshare deal.

Las Vegas rolls the dice in Sydney



ONE in every five Australians who visited the United States last year included a stop in Nevada, with 350,000 arrivals recorded.

As a result, Australia is the number two international source market for the glitz, glamour and bright lights of the City of Sin excluding Canada and Mexico.

Ten partner suppliers from Las Vegas and the wider state of Nevada last night joined with the Las Vegas Convention and Visitors Authority (LVCVA) to host the first of two roadshows in the Oceania region for 2015, with close to 100 Sydney agents in attendance.

Agents enjoyed an opportunity to meet with suppliers and learn more about the destination and its bevy of unique characteristics, attractions and entertainment, all backed by 150,000 hotel rooms.

The delegation will next travel to Auckland for a second event with NZ agents tomorrow night.

Attending suppliers **pictured** above, from left are Al Santos, Exotics Racing; Matthew Boone, Cirque du Soleil; Anne Morris, LVCVA; Claudia Vecchio, Travel Nevada; Mynor Guerra, Maverick Aviation Group; Walter Behre, MGM Resorts; Brandon Reed, Graceland Wedding Chapel; Bart Druitt, LVCVA and Genghis Cohen from Machine Guns Vegas.

Safari street view

GOOGLE is reportedly planning on introducing African national parks and game reserves onto its Google Street View platform for users to view from their homes.

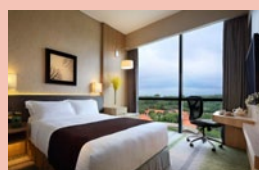
The technology pioneer has partnered with conservation group 'Save the Elephant' and is studying the concept of mapping the country's national parks in remote areas such as Samburu.

Kenya currently offers a network of webcams set up in select spots for users to view wildlife online.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Park Hotel Alexandra, Singapore has opened its doors to guests. In the midst of an urban district with easy access to both business and leisure destinations, Park Hotel Alexandra has 442 rooms and suites overlooking the woodlands. The hotel is designed in natural woods, earthy shades and prints in a botanical theme. The Crystal Club Lounge on the top floor features skyline views.



'The Cellar' has launched at the **Softel Auckland Viaduct Harbour**. Available for high-end private events, the French-inspired renovation has transformed the area into a rustic wine cellar, providing a setting for small groups, with a capacity of up to 50 people, cocktail style. The Cellar features antique decor combined with a touch of historical elegance.



San Francisco's newest hotel, **The Buchanan**, has opened, with the second phase due to be completed in early Sep. The hotel features 131 bohemian-inspired guestrooms, many of which have private outdoor balconies. The design has been influenced by the location's deep-rooted history in jazz and music, seen in the Japanese whiskey barrels and handmade Asian pottery.

Luxury sector growth

THE value of the global luxury hotels market is tipped to exceed US\$195 billion annually by 2021, up from \$148 billion last year, according to an analysis of the worldwide high-end hotel sector.

The 'Luxury Hotels Market 2015-2021' study showed the sector will continue to lead the hotel industry, with consumer demands and changing lifestyles for higher-end experiences tipped to rise.

An established preference for luxury hotels in North America & Europe is spreading to the Asia Pacific region, with rising numbers of int'l events also fuelling a rise in demand for comfort.

While leisure consumers were showing an increasing tendency to seek luxury services on holiday, the sector's growth was largely driven by business and corporate travellers, the report found.

New Europcar depots

EUROPCAR has added three new depots in Epping and Knox in Victoria, Lismore Airport in NSW & Bunbury in Western Australia.

The firm also advises there has been a change of ownership from a corporate to franchise deal for its Gladstone Airport depot.

More long-haul for IB

DESTINATIONS including Doha, Tokyo, Johannesburg and Toronto are on the radar for Spanish carrier Iberia, contingent on up to 13 new aircraft from parent IAG.

International Airlines Group is close to converting previously held options with Airbus for five A330-200 and eight A350-900 aircraft into firm orders on a basis of delivery between 2018-2020, reports *Air Transport World*.

Other cities in Iberia's sights include Asunción, Brasilia, Puerto Rico and Guadalajara.

Bumber Sydney w/e

SYDNEY Olympic Park will be buzzing this weekend, with the Bledisloe Cup, Netball World Cup and Good Food & Wine Show all taking place.

Minister for Tourism, Major Events and Sport Stuart Ayres said the weekend is expected to attract thousands of domestic and overseas visitors, providing a major boost to the NSW visitor economy.

"Sydney is once again proving its reputation for securing some of the world's most prestigious sporting and cultural events," Ayres said.

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According to the HOYTS Corporate Solutions website, what are Private Screenings perfect for?

Congratulations to yesterday's winner, Kaitlin Pfeffer from Pulse Corporate Travel.

helloworld Frontliners Forum 2015

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THE helloworld Frontliners Forum 2015 was held last weekend in Cairns, and was a huge success with over 500 delegates attending from around Australia, with many of the frontline travel consultants coming from regional and rural helloworld stores.

The welcome function at the Pullman International Poolside was sponsored by World's Leading Cruise Lines, whilst Saturday night was held at Salt House sponsored by Qantas Holidays, Viva! Holidays, Ready Rooms, Rail Tickets and the Cruise Team where delegates were entertained by the party band La Fiesta, DJ's Amideck and fire dancers!

The conference included sessions from the helloworld Executive team – Julie Primmer, Head of Branded Network, David Padman, Head of Associate and Affiliate Networks, Kim Portrate, Chief Marketing Officer and David Hassan, Chief Information Officer.

Also part of the program were keynote speakers Terry Hawkins and Sebastian Terry who were truly inspirational!

RIGHT: Tegan Shaw, helloworld Newtown; and Justine Beekmans, All Things Travel Lara.

BELOW: Justine Demarchi, helloworld Port Augusta; Louise Dennis, helloworld Port Augusta; Bec Hausler, helloworld Port Augusta and Susie Cliff - National Seniors Travel.



ABOVE: Fiona Murray, helloworld Newcastle; Rhonda Sunderland, helloworld Toronto; Mel Sherry, Hunter Travel Group; Maddie and Nick Dann, Cruise Travel Centre; Bre Valentine, helloworld Newcastle and Nic Adams, Helloworld Belmont.



BELOW: Jess Williams, Port Macquarie Travel; Rebecca Norberry, Kempsey Travel; and Leanne Townsend, Port Macquarie Travel.

BELOW: Nicole McGann, helloworld Waverley Gardens; Rebecca Nassau, helloworld Fountain Gate and Brooke Hyde from helloworld Ferntree Gully.



RIGHT: Isabelle Hardwick, RACT Travel; Kate Dalemiller, RACT Travel; Tayla Collocott, helloworld Biloela; Moranda Mammoliti, helloworld Belgrave and Shanae Sexton, helloworld Wellington Centre.



ABOVE: The Tripaway Travel team - Carl Kleinschmidt, Nicole Marsden, Jane Celis, Bronwyn Browne and Fiona Snell.

RIGHT: helloworld consultants entranced by the Amanda Stevens workshop.



Rail Plus agts were in it & won it

THE team at Phil Hoffmann Travel Glenelg took out \$1,000 in Coles Myer gift cards as part of the latest Rail Plus industry incentive.

Staff collectively sold the most Eurostar sectors during the incentive period.

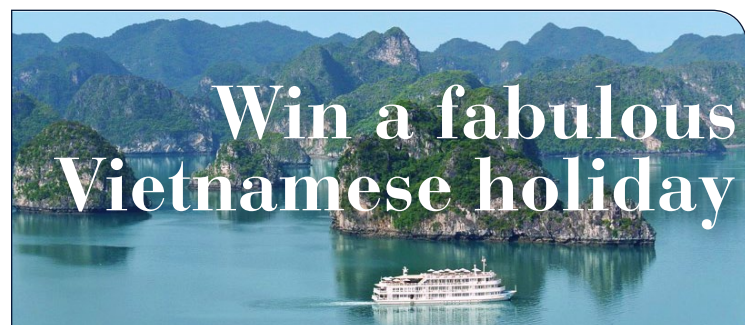
Pictured right: Phil Hoffman Travel ceo

Peter Williams being presented with \$1,000 in Coles Myer Group gift vouchers from Rail Plus chief executive officer James Dunne.

Pictured below: Directions Conference & Incentive Management's



Gina Roustas (Travel Manager) and Violeta Ramirez (Travel Executive) accept their prize of \$750 in vouchers for selling the most Eurostar Premier and Business Premier sectors during the incentive period.



Win a fabulous Vietnamese holiday

This month, **Travel Daily** together with Bhaya Cruises Group, Vietnam Airlines, Hai Au Aviation and Sofitel Plaza Hanoi are giving readers the chance to win an amazing Vietnamese holiday. The prize for two includes:

- Economy class flights to Hanoi
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3. When flying on Vietnam Airlines from Sydney to Hanoi, in which port will passengers clear customs?

[CLICK HERE for a hint.](#)



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Philippines seat sale

CEBU Pacific Air has fares ex Sydney to Manila on sale from \$199 one way for travel between 01 Oct-30 Nov, when booked by 09 Aug - see cebupacificair.com.

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AFTA update

From AFTA's chief executive, Jayson Westbury



THERE is no doubt the reappearance and disruption that has once again fallen upon Bali causes grief for everyone in the travel industry.

The airlines, travel agents, travellers and of course the destination of Bali, all plunge into turmoil as a result of the changes to aircraft operation in and out of Bali

brought about by the troublesome ash cloud.

It is a time when travel agents come into their own as so many customers turn to their agent for help.

As for the families and travellers who are disrupted, it is very frustrating and disappointing particularly if the trip to Bali had been a long time in the planning. These natural disasters that come along every now and then are simply unavoidable and I congratulate all within the industry for doing everything they can to minimise the disruption while this volcano sorts itself out.

Bali has become such a popular destination for Australians and part of this success brings with it high numbers of travellers who are impacted.

For Bali, as such a small community and destination, it is the last thing the place needs.

Australians are resilient travellers and we have all become somewhat used to this sort of drama, but for Bali, I hope that this ash cloud will pass and the show will go on.

This situation is another reminder to travellers that they need to make sure they read the terms and conditions of travel insurance and for travel agents, highlights the benefits why purchasing the right policy on the client's behalf assists so much when things go wrong.

NightFest 2015 tickets

TICKETS for the annual Floriade NightFest carnival in Canberra have gone on sale.

Spread across five nights from 23-27 Sep, this year's NightFest features two new pop-up venues - La Petite Grande and The Little Palais featuring a mix of "classy sideshows", circus acts, a silent disco and UV dance party - see floriadeaustralia.com/nightfest.

US carriers anti-hunt

DELTA Air Lines, United Airlines and American Airlines have jointly banned the shipment of big game animal trophies on all services.

The new policy is effective immediately and comes in the wake of international uproar over the killing of a popular lion in Zimbabwe by an American hunter last week.

Topdeck discount

TOPDECK is offering 10% off its four day La Tomatina trip later this month and 10 day School of Rock trip next year and in 2017.

The La Tomatina trip to Spain departs on 24 Aug and is priced at \$531 based on hostel accom.

The School of Rock itinerary runs from New York and travels to Washington DC, Cleveland, Chicago, Nashville and Memphis, ending in New Orleans, with the discount applying to departures from 24 Apr to 26 Feb, if booked and paid in full by 30 Sep.

New Mudgee guide

MUDGE Region Tourism is set to launch a brand new visitor's guide this weekend, showcasing the regional NSW town's highlights as part of its 'Reset your senses' campaign.



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SYDNEY – SALARY UP TO \$55 PACKAGE

Take your passion for cruising to the next level. This leading Cruise Company specialises in organising exciting worldwide cruise itineraries and is currently booming in their space.

They are looking for an exciting and knowledgeable consultant to join their friendly team. This company offers amazing perks including access to global travel discounts, ongoing career progression, excellent training programs and a great salary package. Minimum 2 years experience. Do not miss this fantastic opportunity and apply today!

DON'T WANT TO BE TIED DOWN?

TRAVEL TEMPS

MELBOURNE, PERTH AND ADELAIDE

Need work to fit around you? Like a bit of flexibility? Enjoy a great hourly rate? Want to obtain more experience? Temping roles will give you the flexibility to work when you can, and earn some extra money too!

Multiple locations in Melbourne, Perth and Adelaide, from long to short term assignments and even temp to permanent options available. Strong GDS skills and retail experience preferred. An hourly rate between \$22-25 for the right candidate, depending on experience.

3 DAYS A WEEK, MELBOURNE'S FINEST

PART TIME TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE TO \$58K (PRO RATA)

Luxury, Luxury, Luxury!! One of Melbourne's leading travel agencies offering both business and leisure travel is seeking an experienced travel professional. Working three days a week you will join a very experienced team offering unique and exclusive itineraries for their high end clientele. Located in one of Melbourne's best suburbs you can kiss the city commute goodbye. You will need a minimum of 4 years' experience and strong GDS and luxury product knowledge. Opportunities like these don't come around often!

BOUTIQUE IS BETTER – FINAL STAGES

RETAIL TRAVEL CONSULTANT

ADELAIDE – EXCELLENT SALARY PACKAGE TO \$55K DOE

This boutique agency located in the city centre is seeking a well-travelled and experienced consultant to join their fun yet professional office. Servicing a diverse range of clientele you will draw on your vast destination and product knowledge to package unique worldwide journeys. You must have a min 2 years' experience and strong GDS skills. In return an excellent salary package will be on offer, subsidized famils, ongoing support and training and a travel fund for your personal holidays. Apply today!

BEST PERKS IN THE BIZ – REWARD YOURSELF

WHOLESALE TRAVEL CONSULTANT

PERTH – SALARY PKG UP TO \$65K (OTE)

This global company are expanding and seeking sales superstars to join their dedicated wholesale team in Perth. If you are sick of retail and want a new challenge this is for you! You will draw on your excellent product knowledge to assist travel agents and package worldwide FIT holidays. A min 2 years retail experience is essential. You will enjoy a top salary package including uncapped commissions, AMAZING worldwide famil offerings, a 7 day rotating roster, supportive team and unlimited career progression opportunities.

WANT YOUR WEEKENDS BACK? MON-FRI ONLY

CORPORATE TRAVEL CONSULTANT

BRISBANE – TOP SALARY PACKAGE UP TO \$70K OTE

Exciting opportunity to work in this boutique team within a Global Company as a Corporate Travel Consultant. Work one-on-one with medium-large scale clients managing portfolios' from start to finish. Great salary and earning potentials with uncapped commission, working Mon-Fri. Excellent career progression opportunities, ongoing training, uniforms, and educational. If you have minimum 2 years retail experience, excellent customer service and great fares knowledge. Interviewing now! Call us today.

EXCITING ROLE, MAKE THE MOVE TO DARWIN

CORPORATE TRAVEL CONSULTANT

DARWIN – TOP SALARY PACKAGE \$55K - \$60K OTE

Corporate Travel Consultants, have you been searching high and low for an opportunity that will provide you with an excellent salary package, job security and a fun and friendly working environment? This is it! This leading agency in Darwin currently has a position for a Senior Corporate Travel Consultant to join their team. Earn great \$\$ and the chance to relocate to the NT where it's always warm! A strong background in corporate travel is a must along with experience working autonomously. Apply today!!!



What Employers DON'T want to see at Job Interviews!

Read the latest inPlace Blog!



Ben Carnegie

Inbound Groups Travel Consultant - Melbourne

- ▶ Based in the inner suburbs of Melbourne
- ▶ Group sizes of 10-150 pax
- ▶ Salary negotiable based on experience

This opportunity is with a highly respected tour operator located in the inner suburbs of Melbourne. They are well established and boast a very low staff turnover.

This role involves preparing custom itineraries for small to large groups for destinations around the country. They are focused on the 4 & 5 star market & this role covers all aspect from booking accommodation to internal flights, tours, entertainment and more.

Extensive Australian domestic destination knowledge is absolutely essential so that you can provide the best and most unique experiences for your clients.

In this role you will work predominantly with leisure groups and the occasional incentive group.

With career potential and growth within, this role is an excellent career move. Don't miss out! Apply today!

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

Domestic Corporate Consultant - Sydney

- ▶ Well respected corporate agency
- ▶ North Shore location close to transport, cafes & shops!
- ▶ Salary from \$45K + super

Join a boutique corporate agency & gain well rounded experience seeing how a small business operates. Beautiful offices, friendly team & supportive management.

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

Adventure Travel Consultant - Sydney

- ▶ Amazing product range
- ▶ Unique and life changing destinations
- ▶ Salary \$50K + super + incentives

A rare opportunity to join a passionate group of adventure specialists. If you like things off the beaten track, that will create lasting memories for your clients- then this is it!

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

Online Cruise Travel Consultants - Sydney

- ▶ Work with a passionate team of experts!
- ▶ Wide variety of products to suit all your client needs
- ▶ Salary is base + uncapped commission OTE \$60K +

Due to continual growth in the cruising industry, this busy team is expanding to add more cruising enthusiasts to their already successful & booming team.

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

Retail Travel Consultant - Adelaide

- ▶ Work from home
- ▶ Great base salary + incentives
- ▶ Friendly and supportive team

Are you an experienced consultant wanting the flexibility of working from home? Expanding team looking for a home based consultant to handle existing clients + their own.

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

2 x Supervisor Operations Inbound - Syd & Mel

- ▶ 2 Companies - Sydney & Melbourne
- ▶ Luxury product
- ▶ Salary to \$80K + super neg on exp

Supervise a small specialist team of experienced inbound consultants whilst servicing the top, high end repeat clients. Specialising in FIT itineraries from western hemisphere mkts.

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

Imagine.
Now reimagine.
ALL-INCLUSIVE RESORTS LIKE NOWHERE ELSE



SALES NOW OPEN

For departures dates May — October 2016

Early Booking Bonus | Save up to 40%

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Premium all-inclusive resorts