



# Travel Daily

First with the news

Thursday 27th August 2015

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## \$8.8m profit for Magellan

**MAGELLAN** Travel Group has announced a 48% increase in profit for 2014/15, with members to share in a record \$8.8 million.

CEO Andrew Macfarlane said the result had eclipsed the earlier \$8m forecast "and demonstrates that not only does our Group continue to grow but so too do our members."

"We have always said it is the results and achievements of our members that drive our success and this demonstrates that Magellan agents are bucking the industry trend and achieving growth despite the adverse market conditions being reported by others," Macfarlane said.

During the year, 22 new agents joined the group, which now numbers more than 120 locations across Australia.

Macfarlane thanked the group's members & its preferred suppliers for their ongoing support, with the network also continuing to celebrate last month's National Travel Industry Awards win in the new Best Non-Branded Travel Agency Group category.

The Magellan Travel Group will gather in Melbourne in mid-Sep to celebrate the success and share future plans, Macfarlane said.

### Wolgan indulgence

**ONE&ONLY** Wolgan Valley has released a two-night 'Valley Renewal' package staying in a Heritage Suite priced from \$820 per person nightly, twin-share.

Valid from 16 Sep-21 Dec, the deal includes all meals - see **pg 10**.

### New TD recruit

**THE Travel Daily** group has welcomed Jasmine O'Donoghue as our newest reporter, working across a range of titles including *travelBulletin*, *Cruise Weekly* and *Business Events News* as well as *Travel Daily*.

More appointments on **page 8**.

### Eight pages of news!

*Travel Daily* today has eight pages of news and photos including a full page of pics from the **Globus Supertour**, plus full pages from: (**click**)

- AA Appointments jobs
- One&Only Wolgan Valley

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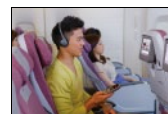
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Melbourne-Christchurch	CI57	13:10	18:30	1.3..6.	
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## QF Perth Biz lounge

**QANTAS** yesterday opened its long awaited Domestic Business Lounge at Perth Airport, which QF Domestic ceo Andrew David says sets a "new benchmark in business travel".

The revamped facility is almost 50% larger than its previous form and has a capacity of 350 guests in work, relax or dining zones.

Menus have been designed by Neil Perry, there is a juice station, cocktail hour (4-5pm weekdays), hot & cold food buffet and two new Business Lounge dining concepts - a Italian pizza bar with a pizza chef and a wine bar.

Take a tour of the lounge [HERE](#).

## Langham Tokyo

**LANGHAM** Hospitality is set to launch in Japan after being announced as developer Pacifica Capital KK's partner for a brand new luxury hotel in Tokyo.

The project has been billed as "one of the largest & most unique hotel developments ever to be built in Japan," and will be positioned on a 4,000m<sup>2</sup> site in Roppongi in Tokyo's CBD.

"Stand-alone luxury hotels are a rarity in Tokyo, so we are pleased to have put together what will become a landmark project," ceo & president of Pacifica Seth Sulkin said yesterday.

Acquisition of the land is slated to be completed by 22 Dec.

## Mantra revenue up \$9.7m

**MANTRA** Group today reported its results for the year to 30 Jun, with net profit after tax of \$36.2 million and the addition of 11 new properties to its portfolio.

It's a year since the company floated on the ASX, and the company will pay a further 5c dividend making its total payout for the year 10c per share.

CBD properties delivered increased occupancy and higher average room rates driven by "improved business sentiment" as well as major sporting and entertainment events.

Growth was slower in Mantra's resorts division, with revenue up 2.5% to \$181.8 million and "consistent leisure demand in all key regions assisted by an increase in the capacity of

domestic low-cost carriers into key leisure destinations".

CEO Bob East hailed the overall results which were ahead of expectations, and came alongside the expansion of the group which added properties in each of the Peppers, Mantra and BreakFree brands.

Interestingly the performance of the CBD division was enhanced by "ongoing increases in central reservations driven by on-line booking volume," East said.

Going forward Mantra will continue to focus on growing its portfolio and position itself to capitalise on the forecast growth in inbound tourism from Asia, as well as optimise distribution channels and increase mobile capability, he added.

## Badgerys Crk official

**MINISTER** for Infrastructure & Regional Development Warren Truss has officially proclaimed Badgerys Creek as the site for Western Sydney's airport.

"Today's proclamation prepares the way for the next key planning steps to be taken once the environmental assessment process concludes, including the determination of the airport plan," Truss said yesterday.

It is expected the full-service airport will be operational in around 10 years.

## Shun Tak exits JHK jv

**JETSTAR** Hong Kong's fate has been all but sealed after third and final investor Shun Tak Holdings walked away from the venture.

"After reviewing the decision and potential course of actions, the group has resolved not to further invest in the business of JHK and proposed to terminate its establishment and proceed with its winding-up," Shun Tak said in a stock exchange update on Tue.

Joint venture partners China Eastern and Qantas pulled the pin on the carrier earlier this month (**TD** 20 Aug) as a result of being blocked by the Hong Kong transport regulator.

## Aviareps ANZ change

**TRAVEL** representation firm Aviareps has appointed Emilie Groleau as its new gm in Australia & New Zealand, effective Sep.

Groleau steps in for Peter Power who was seriously injured in a car accident earlier this year.

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## Flight Centre TTV up 9.7%

**FLIGHT** Centre turned over an extra \$1.55 billion in the last year, boosting its global TTV to \$17.6b.

The company today reported a record statutory profit of \$366.3 million (**TD** breaking news), up 13.1% on the prior year which was impacted by \$61.3m in writedowns and the now-reversed \$11m ACCC fine.

Australia continued to be the company's leading geography, contributing over \$250m in profit and \$9.6 billion in TTV "despite soft trading conditions".

The company cited lower gross margins in the first half of the year linked to consultant discounting to stimulate demand, which has now stabilised, with the company 'generally performing well in key sectors - ocean and river cruising, complex and premium air, packages and touring'.

Flight Centre identified

opportunities to grow in some "low or no margin areas" which previously have not been priorities such as LCCs and domestic point to point flights.

In Australia, the company's corporate brands turned over a record \$2.3 billion, with "record wins" by FCm comprising "high profile new additions" to the group's customer base.

Campus Travel is now handling almost half of the universities in Australia, while cievnts is "growing steadily".

MD Graham Turner said FC was continuing to pursue acquisition opportunities, targeting businesses that operate in new sectors, enhance scale or offer low cost models in growth areas.

In the coming year, Flight Centre is targeting network growth of 6-8% globally, and is tracking in line with an underlying profit target of \$380m-\$395m.

## Etihad responds

**ETIHAD** Airways has responded to claims made by *The Partnership for Open & Fair Skies* that it has used "gimmicks and trickery" to portray itself as profitable, while attempting to hide its financial results and government backing (**TD** yesterday).

A spokesperson for Etihad Airways said: "We have never made any secret of the fact that we have received equity capital and loans from our shareholder.

"That is completely normal for any business which has significant long-term capital commitments, for example for aircraft deposits.

"Etihad Airways' accounts are audited by KPMG and are fully compliant with international financial reporting standards."

The spokesperson told **TD** the "issues" raised by American Airlines, Delta Air Lines & United Airlines "have all been addressed in our submission to the US govt under the Open Skies docket".



## Window Seat

**AN AIRCRAFT** fuselage may not be every girl's dream as the ideal setting for her beau to pop the question, but Hong Kong Airlines is hoping some think so.

The carrier, soon to begin flying to the Gold Coast and Cairns, has introduced the 'Sweeten You Up' package to help gents to drop to one knee.

Simply inform the carrier prior to the flight's departure of your intention and the crew will take care of all the little details.

A specially designed greeting card will be delivered during the flight, with cake and champagne also able to be ordered.

One hopes the turbulence light doesn't illuminate before the loved-up lady can answer.

Similar services for birthdays & anniversaries are also available.

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# One year in Scotland already



**IT SEEMED** like only yesterday that Qatar Airways launched its first service between Doha and the Scottish capital Edinburgh.

However last night, the carrier celebrated its first anniversary of flying daily between the two cities with a trade event at the Melbourne Theatre Company, of which it is a major sponsor.

Invited travel agents donned their tartan garb, partaking in Scottish whisky tasting and trying Scottish canapés, with bagpipes never far away.

**Pictured** above are the Qatar Airways Australian team members Marlena Attard, Pamela Pavitt, Dianne Biviano and Matthew Sammut.

## Kalidoscopic launch

**GENERATIONS** X and Y are the target market for a new combined travel retail service combining both online capability with the backup of agent support for more complex itineraries.

Kalidoscopic Travel has today launched its maiden website, with retailing backed by editorial support from a team of bloggers and social media personalities.

The company is the brainchild of directors Marie Suida and Scott Ayars, the pair combining their expertise in both travel and IT.

Based in New York, London and Brisbane, the bloggers will aim to inspire and engage travellers with stories of their adventures.

## BA to Silicon Valley

**BRITISH** Airways will launch Boeing 787-9 Dreamliner flights between London Heathrow and Mineta San Jose Int'l Apt (Silicon Valley) USA, commencing 04 May.

## Fair Trading ATAS guidance

**NSW** Fair Trading has issued a "warning on travel bookings" in the wake of the recent collapse of travel agent companies in Victoria, Western Australia and South Australia.

The "cautionary advice" follows instances where consumers who paid cash for travel services lost money when agents failed to pass funds on to suppliers or cancelled booked arrangements and kept the refunds.

None of the collapsed agents were members of an industry accreditation scheme.

In a memo issued last week, the NSW Fair Trading office said it recommends travellers use

a business accredited through AFTA's Travel Accreditation Scheme (ATAS).

"ATAS members are bound by a Charter and Code of Conduct and required to abide by standards of industry practice including having formal complaint handling processes. Some agents also offer insurance to cover the collapse of carriers & travel agents in their group," the statement says.

The group reminded consumers of credit card charge back options and urged them to ensure the online sellers they deal with list clear processes for problems, for replacements and refunds.

## TA Alibaba portal

**TOURISM** Australia says it is on track to launch a co-branded portal in China with e-commerce heavyweight Alibaba next month.

Australia is the first overseas long-haul destination to have its own dedicated sales webpage on Alitrip.com (**TD** 01 Jul).

## Tigerair MEL/CFS

**NEW** thrice weekly services will be launched by Tigerair Australia on the Melbourne-Coffs Harbour (CFS) route from 09 Dec.

Commercial director Adam Rowe said the carrier expects the route will be popular for Coffs Harbour & Melbourne residents seeking an affordable getaways.

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## Choice APAC rebrand

**CHOICE** Hotels Asia-Pacific has followed the lead of Choice Hotels International, announcing it will adopt the new corporate ID and and tagline 'You Always have a Choice' (**TD** 05 May).

"Visually the new identity is more appealing to a larger variety of customer segments and as we head into the future, research has told us that the new face of our customers – the Millennials, will strongly connect with this new brand," ceo Trent Fraser said.

Locally, the company has taken on the new name of Choice Hotels Asia-Pac, rather than Choice Hotels Australasia.

## Pooey Waikiki Beach

**WASTEWATER** discharge has seen the forced closure of the world famous Waikiki Beach in Honolulu as 500,000 gallons of sewage spilled into the ocean.

The effluent escaped manholes and entered stormwater drains, causing the cancellation of Duke's OceanFest celebrations on Mon.

Waikiki Beach reopened today.

## Fortune reversal at thl

**NEW** Zealand car & motorhome rental operator thl has recorded a massive 81% swing in Net Profit After Tax to NZ\$20.1 million for the year ending 30 Jun, according to its latest financial figures.

Total revenue closed at NZ\$237 million, a climb of 4% compared to the same period last year.

Results showed all operating groups improved profitability, with growth ambitions outlined following a review of capital.

The group saw success in its Rentals Australian operations through better internal management and utilisation of fleets, with operating costs down.

News was not all good however, with the company reporting sales of 4WD vehicles below target due to the mining downturn seeing higher levels of unused inventory.

## NT safari park in China

**MEETINGS** will soon take place between staff from Chinese mogul Su Zhigang and the NT Govt over a proposed NT safari park in Guangzhou (**TD** 10 Jul).

The meetings follow a visit to the Chinese city recently by NT Asian Engagement and Trade Minister Peter Styles.

"This represents a huge opportunity for Territory tourism," Styles commented.

## Air Canada Premium Economy



**AIR** Canada has confirmed the roll out of its new Premium Economy product on flights from Toronto to Sydney, via Vancouver, starting 17 May, as flagged first by **Travel Daily** this week.

The newly re-configured Boeing 777-200ERs will feature a 24 seat Premium Economy cabin.

The Y+ seats will offer "greater legroom & recline" (19.5" wide, 38" pitch & 7" recline) than in Economy Class and feature 9" or 11" touch screen IFE systems. Guests will also enjoy premium meals, bar service, priority check-in and baggage delivery.

In addition, the refitted 777-200s feature AC's new 40-seat International Business class, equipped with next generation lie-flat 'Executive Pods'.

Business seats are configured in a 1-2-1 layout and will have an 18" entertainment screen.

A re-designed Economy cabin with upgraded IFE system will also debut on the new 777-200ERs.

AC gm Paul McLean said the development comes one month after the airline confirmed it will launch a Vancouver-Brisbane service from Jun next year, a route exclusively revealed by **Travel Daily** (**TD** 26 Mar).

McLean said not only is Air Canada's network expanding, "but from mid-2016 all of our pax will experience the latest world-class on-board product".

**Pictured** above is Air Canada's Premium Economy offering as featured on its Boeing 787 Dreamliner aircraft fleet.



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# South Pac more than flop & drop



**THE** Treasures of the South Pacific (TOSP) came to Sydney last night to teach agents about the diversity of the nine destinations.

Tourism offices of Cook Islands, New Caledonia, Niue, Norfolk Island, Papua New Guinea, Samoa, Tahiti, Vanuatu and Solomon Islands were represented at the seminar.

The Sydney event followed a full house in Newcastle on Wed night.

A key message delivered by TOSP president Richard Hankin was that the South Pacific is more than a 'flop & drop' destination.

"Everyone just thinks fly, flop, sun and beaches, but we've got a whole different diverse range," Hankin told *Travel Daily*.

"You've got the rich culture of Papua New Guinea and the Solomons and Samoa, the fantastic lagoons of Tahiti and the Cook Islands.

"You've got the unique little rocks like Niue and the culture and history of Norfolk Island with its connection to Australia and then the French flare of New Caledonia and of course Vanuatu with its unique British and French colonial history."

Cherie Horley from Flight Centre, Castle Hill, took home the major prize of six nights in the Solomon Islands for two.

Hankin is pictured above with Donna Tuara from Cook Islands Tourism Corporation.

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First with the news

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### KE 747-8 delivered

**KOREAN** Air has added its first Boeing 747-8 Intercontinental to its fleet, making the airline the first to operate both variations of the 747-8 (the other a freighter).

The airline is growing its fleet and signed MOU's with Airbus and Boeing in Jun for the purchase of 102 new aircraft, due to arrive between 2019-2025.

### Myanmar GDS deal

**TRAVEL** agents using Amadeus will now have guaranteed access to Myanmar National Airlines' (UB) full range of fares, after the carrier announced a new distribution partnership with travel technology firm Amadeus.

UB joins 478 airlines whose content is available to Amadeus-connected travel consultants.

### Oman vid in Nat Geo

**A FOUR-MINUTE** film of a traveller's visit to Oman has been featured by *National Geographic's* Short Film Showcase.

To see the film, **CLICK HERE**.

## Win a SWATCH watch



This week, Switzerland Tourism is giving away a funky Swatch watch valued at \$75 to one lucky agent. At the end of the four-week competition (24 Aug - 18 Sept), the agent with the best answers over that time will win the ultimate prize hamper comprising a Victorinox suitcase, a beanie, mittens and flip-flops, valued at \$900. Don't miss out!

The charming and historical city of Luzern is one of the most visited cities in Switzerland, where ancient customs and traditions are still being practiced.

To win the watch have the best answer to all the questions. Send all of your answers to [switzerland@traveldaily.com.au](mailto:switzerland@traveldaily.com.au)

What is the combo panoramic boat and rail journey departing from Luzern called?

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**Dates:** Sydney, 23 September, Amadeus offices  
Canberra, 24 September, Peppers Gallery Hotel  
Perth, 6 October, The Duxton Hotel  
Adelaide, 8 October, National Wine Centre  
Brisbane, 14 October, Customs House  
Melbourne, 21 October, RACV Club

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# Agents Rise to SuperTour Inca Challenge



**THIS** year's Globus Supertour in Peru brought out the best in 30 top-selling travel agents from Australia and NZ.

Travelling through destinations such as Lima, Cuzco and Machu Picchu, the agents took part in an Inca Challenge that tested their skills in a range of traditional Peruvian activities.

The winners were chosen by an Inca King, based on their natural talent for practices including weaving, spinning, folk dancing and brickmaking.

This year's Globus Supertour coincided with the launch of the first dedicated Globus family of brands South American brochure, offering a choice of Globus & Cosmos tours and Avalon Waterways

cruises throughout South America in 2016.

Next year's SuperTour is already in planning.

To be in the running, agents can start making bookings with the Globus family of brands now.



**ABOVE:** Kate White enjoying a moment of solitude in the Machu Picchu morning sunshine.

**BELOW:** Sharing their 'yarn stories' with the Inca King during the Inca Challenge Day in the Sacred Valley. From left are Kim Vincent, Candice Jones and Troy Ackerman.

Made it to the top at Machu Picchu! Back row: Leanne Newton, Mike Smith, Globus NZ general manager Troy Ackerman, Mike Drew, Peter Douglas, Globus National Sales Manager; Debbie Schofield, Beverley Ellice, Nigel Balm, Kate White, Nicola Gray and Lauren Perrow.

Middle Row: Linda Ge, Sky Ryan, Ryan Harvey, Shelley Martin and Local Guide Daniel.

Front row: Dalwyn Sinclair, Kim Vincent, VP of Product South America, Denver; Alex Morton, Jo Beddard, Globus md Stewart Williams, Alex, Local Guide and Paulina Peralta.



**ABOVE:** Sharing a joke at the Indian market in Lima are Amanda Taylor and Shelley Martin.

**BELOW LEFT:** Ready to 'Rock n Roll', Peruvian Style!



**ABOVE:** Candice Jones learning the art of hand weaving with a young Peruvian.



**RIGHT:** And the winners are??! The Red and Blue teams - pictured are Shelley Martin and Kyllinda Potter.

**BELOW:** An 'Inca-ounter' on arrival at Cusco Airport: Lauren Durant, Candice Jones, 'Inca King', Kyllinda Potter and Joanne Rea.



**ABOVE:** Catching a 'breathtaking' view high above the Sacred Valley: From left are Dalwyn Sinclair, Joanne Rea, Shelley Martin, Debbie Schofield and Mike Drew.

**LEFT:** Dalwyn Sinclair learning to weave with a local Peruvian from a cooperative handicraft community in the Sacred Valley.



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## QF Wallaby livery

**QANTAS** has today revealed the winning livery for its Wallabies inspired A380 decal (**pictured**), also renewing its association with the ARU for four years, until 2019.

The Qantas-backed Wallabies were treated to a tour of the A380's cockpit this morning and will fly on the plane to London for the Rugby World Cup next month.



## PER pro VA/EY tie-up

**PERTH** Airport has pledged its support for the continued alliance between Virgin Australia and Gulf carrier Etihad Airways which is currently being considered by the Australian Competition & Consumer Commission (ACCC).

Exec general manager comm services Scott Norris told the ACCC the VA/EY alliance enables better connections to and from regional Western Australia destinations, providing shorter travel times for passengers.

Norris also confirmed VA would be relocating its operations to the T1/T2 precinct at Perth Airport later this year, allowing pax to connect between all Virgin Australia and Etihad Airways flights at one location.

"Re-authorisation of the alliance between Virgin and Etihad is essential to ensuring this connecting product is a success for both airlines," Norris told the competition regulator.



## Industry Appointments

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

**Malaysia Airlines** has appointed two leadership positions - **Nik Azli Abu Zahar** as Executive Counsel, taking effect from 01 Nov and **Charles D. McKee** as Head of Marketing from 14 Sep. Azli Abu Zahar was previously General Counsel for SapuraKencana Petroleum Berhad, while McKee was working for the Delta Hotels and Resorts brand.

**Tony O'Connor** has joined **Partnership Travel Consulting** as APAC Regional Director. O'Connor is the Founder and Managing director of Melbourne-based Butler Caroye Asia Pacific.

**Treasure Island Resort** and **Bounty Island Resort** have revealed **Sophie Clay** will become the islands' Environmental Officer. Clay has her MSc in Environmental Management from the University of Qld and has worked with marine and terrestrial conservation agencies in her previous roles.

**The Star Sydney** has grown its team and appointed **Tom Kostovski** as Business Development Executive - Leisure and **Lauren Phillips** as Business Development Executive - MICE. Kostovski was previously a Senior Business Travel Consultant at BCD Travel in London, while Phillips has been promoted from her role as Sales Executive at The Star.

**The Fiji Airways Group** has two new General Managers in its engineering and finance departments. **Peter Bale** has been appointed General Manager Engineering and Maintenance and **Naomi Vuibureta** as General Manager Financial Planning, Analysis & Business Support.

**Achim Herterich** will run the culinary operations of the **Sheraton Melbourne Hotel**, following his appointment as Executive Chef.

**Thanyapuru Phuket** has taken on an Australian, **Belinda Dales** as Director of Marketing. The hotel has also promoted **Nathaphat Asavathanachart** to Director of Communications.

**Virgin Galactic** has named Italian native **Nicola Pecile** as the newest Pilot for the commercial spacecraft's operation, led by Chief Pilot Dave Mackay. Pecile most recently worked at the National Test Pilot School in Mojave, California for four years.

Possessing more than 20 years experience, **Rachel Pirie** has been named as Director of Sales & Marketing at Sydney-based **Metro Hospitality Group**. Pirie will be tasked with leading and enhancing the firm's sales & marketing strategy and strengthen its brand positioning.

## 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
- Return airport transfers
- 3 nights' accommodation at Sofitel Plaza Hanoi
- Return Hai Au seaplane transfers to Halong Bay
- 2 night Halong Bay cruise aboard Au Co in a Long Quan Suite

The only cruise operator in Halong Bay to offer continuous 3-day cruises in a single trip, the Au Co journeys through the wonders of Halong Bay.

To win, answer each daily question correctly and have the best answer to the final question. Send your answers to [vietnam@traveldaily.com.au](mailto:vietnam@traveldaily.com.au)



19. How many cabins in total on board the Au Co? Name the cabin categories.

[CLICK HERE](#) for a hint.



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#### **JOIN A GROWING BRAND!**

**NATIONAL ACCOUNT MANAGER - HOTELS**  
**BRISBANE/SYDNEY – FROM \$80-\$85K ++**

This growing hotel brand is looking for an experienced Account Manager to join their national sales team. Handling a portfolio of corporate clients you will build & develop relationships, build strategic business plans, deliver key objectives, source for new opportunities & converting into sales. To be successful previous hotel experience is preferred, along with strong account management, presentation and negotiation skills. A great package on offer for you to enjoy!

#### **SOAK UP THE SUNSHINE!**

**TRAVEL MANAGER**  
**ROCKHAMPTON – OTE TO \$75K**

Are you a travel manager or assistant manager looking for a new challenge? Come join this reputable travel agency located in Rockhampton as a hands on travel manager. Lead and develop a small team of consultants, motivating them to achieve goals whilst providing exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top salary package on offer.

#### **GLOBAL TMC – KEY ACCOUNTS**

**CORPORATE KEY ACCOUNT MANAGER**  
**MELBOURNE –PACKAGE TO \$135K + COMM**

As the Account Manager, you will be responsible for managing a portfolio of large market accounts with the objective of growing revenues in the corporate travel market, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to Executives. Previous Account Management experience essential.

#### **JOIN THE CORPORATE TRAVEL LEADERS**

**BUSINESS DEVELOPMENT MANAGER**  
**MELBOURNE –PACKAGE TO \$95K + COMM**

Successful Corporate Travel Management Company is seeking a corporate sales executive with a proven track record securing new SME clients. If you are seeking a change of pace and wish to join an organisation that hold a strong position in the corporate travel market, you can not go past this rare opportunity. Using your strong negotiation and relationship building skills, you will target new SME business. Lucrative salary package on offer.

#### **SEE THE QUEENSLAND COUNTRYSIDE**

**BUSINESS DEVELOPMENT MANAGER – VIC/QLD**  
**MELBOURNE – SALARY PKG \$63K + 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 experience essential.

#### **MAKE AN IMPACT TO CLIENT ACTIVITY**

**SENIOR ACCOUNT MANAGER - TMC**  
**SYDNEY – FROM \$90K+ DOE**

Are you the master in keeping relationships? We are looking for a strong Account Manager with 4 years + experience to join a market leader. You will be a polished and professional individual who knows how to deliver outstanding account management services for large market clients, building rapport and analyzing data to effectively manage their business. Strong communication and negotiation skills are essential. Take your career to the next step!

#### **RARE MARKETING OPPORTUNITY**

**MARKETING MANAGER P/T**  
**SYDNEY – \$70K PACKAGE**

Working for a leading travel company in the market, you will be a driven individual who is capable of developing strategy and implementing marketing plans. The role is office based 3 days per week, you will be hands on across digital and traditional channels. You will demonstrate an eye for design and be able to write all marketing collateral brochures and press releases. 5 years + experience preferred. Fantastic rare marketing opportunity not to be missed!

#### **HUNT DOWN YOUR NEXT GREAT ROLE**

**BUSINESS DEVELOPMENT MANAGER**  
**SYDNEY – SALARY PACKAGE \$80K**

Create a valuable impression when you join this outstanding corporate travel company. You will have experience in sourcing and winning new business with great negotiation skills and a fantastic personality. Representing a well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. Your career development is assured, B2B hunters come running!

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## Valley Renewal

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