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Tuesday 15th December 2015

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## QF expects profit takeoff

**QANTAS** this morning revealed a profit upgrade, saying it now expects to report an underlying profit before tax of \$875m-\$925m for the six months to 31 Dec.

That's more than half a billion dollars up on the result for the previous corresponding period, with ceo Alan Joyce saying it reflects strong performances from all of QF's core businesses.

"We've seen improved revenue in our domestic and international operations, reduced costs across

the group through the Qantas Transformation program, and expect another record half-year result from Qantas Loyalty."

Joyce also confirmed that the recent volcanic activity in Bali had a one-off impact of about \$25 million, as well as an estimated \$17m hit due to "bond rate movements on employee provisions".

**MEANWHILE**, Qantas this morning announced a new pact with Woolworths, which will see Woolworths dollars able to be converted into Qantas Points.

The revamped deal will be in place for at least another three years, with ten Woolworths dollars worth 870 points.

The new option will launch in the first half of 2016 once all necessary IT and systems changes have been finalised.

### Air Canada axes YQ

**AIR** Canada has this morning confirmed it will eliminate the YQ fuel surcharge on services from Australia to Canada and the USA, effective on or after 12 Jan, absorbing the tax into its base published airfares.

"The elimination of a separate fuel surcharge will make the booking process more seamless and ensure Air Canada continues to meet the demands of a competitive marketplace," said Air Canada general manager Australia and NZ, Paul McLean.

### New Travelport cfo

**AER** Lingus chief financial officer Bernard Bot has been appointed as executive vice president and cfo at Travelport, effective 01 Jan.

The Dutchman will be based at Travelport's UK HQ, replacing incumbent cfo Philip Emery.

### Insight execs depart

**INSIGHT** Vacations is seeing changes at the top, with the departure of its managing director and head of marketing.

MD Joost Timmer is leaving the guided holiday company after four years to pursue other opportunities, with Travel Corporation ceo John Veitch saying he had been a "huge asset to the organisation and made a tremendous contribution to the growth of Insight Vacations during his tenure, including the building of a strong team".

Timmer, who leaves on 15 Jan, said moving on from Insight "has been a difficult decision to make," commenting the position has been a "great experience".

Also leaving Insight this month is recently appointed marketing manager Ola Kay (**TD** 08 Jul), who is taking up a new role as country manager for Abu Dhabi Tourism.

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## EK China expansion

**EMIRATES** will launch four weekly Boeing 777-200LR flights between Dubai & Yinchuan (INC) and tag-on services to Zhengzhou (CGO) in China, effective 03 May.

The cities boost EK's destination network in China to five hubs.

## AFTA revamps 2016 NTIA

**THE** coveted *Best Travel Agency Group* category in the National Travel Industry Awards has had the entry threshold halved to '50 stores or more' for 2016, in order to incorporate "many more potential nominations".

The move is part of a revamp of categories which also includes the first-time addition of an consumer-voted award for *People's Choice: Retail Travel Agency of the Year* (**TD** breaking news), with this new category sponsored by ATAS.

AFTA ceo Jayson Westbury said the award would be part of the established People's Choice program conducted by Australian Traveller Media, which last year attracted more than 4,000 consumer votes via its popular *Australian Traveller* and *International Traveller* magazine publications.

"The new award category will be sponsored by ATAS and will add a new dimension to the already extensive marketing activities undertaken by AFTA, which is designed to support travel agents and drive consumer awareness about why they should book with ATAS accredited travel agents," Westbury said.

State winners will be selected by the consumer votes, with the overall national winner to be announced at the 2016 NTIA gala dinner in Sydney on 16 Jul.

Other changes to the award

categories for 2016 include the new *Young Agent of the Year* and *Young Sales Executive Industry Supplier* awards which target under 30-year-olds, replacing the previous Rookie of the Year categories.

In another significant move the Best Tour Operator and Wholesaler winners will be decided by the judging panel rather than simply by votes, with ATAS accredited finalists required to present their business against "strict criteria".

Westbury said the NTIA tweaks reflected the changing nature of the Australian travel industry.

## Scoot enhancements

**BUDGET** carrier Scoot is rolling out a range of enhanced offerings for passengers travelling on its new 787 Dreamliner fleet.

Both in-flight connectivity and entertainment have been added, along with web check-in and Scoot-to-Gate for pax wanting to skip long queues at check-in counters.

The Scootbiz premium option has also seen a revamp, now allowing guests priority check-in & boarding, leather seats with adjustable leg rests, 30kg of check-in luggage, as well as two pieces of cabin baggage.

## Amadeus Cloud debut

**TRAVEL** technology provider Amadeus has launched its Airline Cloud Availability system, which will allow airlines to better cope with the growing volume of online searches and flight bookings made by consumers.

The cloud-based platform synchronises an airline's central systems and the distributed instances of its availability calculation in real time.

The solution addresses "fluctuating demand which requires the ability to manage a high amount of transactions and strong peaks in traffic," said Google's head of cloud platform, Christophe Baroux.

Amadeus successfully trialled a pilot of the technology with Lufthansa & Google Cloud Platform earlier this year.

## New Cal comp winner

**CONGRATS** to Sheri Foreman from TravelManagers who has been named the winner of *Travel Daily's* New Caledonia comp which ran last month.

Courtesy of New Caledonia Tourism and Aircalin, Sheri has won a fabulous five night getaway for two to Noumea.

Sheri correctly answered the most questions in the comp and sent through the below entry describing why New Caledonia would be her dream holiday.

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## Sydney Zoo on exhibition



**PLANS** for a new 16.5 hectare zoo in Sydney's Western suburbs have gone on exhibition to the public for the first time.

Earmarked for a parcel of land at Western Sydney Parklands, Bungarribee at Eastern Creek, the proposed Sydney Zoo (**TD 07 Sep**) will include a variety of animal enclosures, a 1,250m² show arena, a number of picnic grounds, along with gift shops, restaurants, cafes and kiosks.

The proponent suggests the zoo will attract up to 800,000 visitors annually.

Plans show the zoo will feature up to 60 enclosures for up to 200 animal species, including native wildlife such as dingos, koalas, reptiles, wallabies, kangaroos and echidnas.

Cheetahs, leopards, lions, African wild dogs, elephants, tigers, hippos, gorillas, baboons, orangutans, chimpanzee, monkeys, meerkats, sun bears & crocodiles will also be on display.

It will feature a 450m² aquarium, a nocturnal exhibit, petting zoo

and a key element - a massive 7,500m² African Grasslands zone with elevated walkways.

Space has also been put aside for a future aviary.

"The design philosophy of the Zoo is to create an immersive, safari-like experience," the Preliminary Environment Assessment Report shows.

"The centre of the zoo will contain "The Waterhole", which will act as the hub of the exhibition.

"People will rest, have lunch and picnic here with elephants and hippo just metres

away," developers said.

Submissions for the project are open until 01 Feb.



### QF football sponsor

**QANTAS** has extended its sponsorship of Australian football to include the Hyundai A-League and Westfield W-League.

The airline is the long term Official Airline of the Socceroos and Westfield Matildas.

### WTAAA expansion

**THE** World Travel Agents Associations Alliance (WTAAA), of which AFTA ceo Jayson Westbury is currently global president, today announced the addition of the Spanish Federation of Travel Agents (CEAV) as a new member.

Westbury said the WTAAA had had a longstanding working relationship with CEAV, with the group's direct membership bolstering Europe's current WTAAA participation via peak body ECTAA which represents agency bodies in 31 countries.

The next WTAAA board meeting will take place in Apr in Rome.

### SN commission cut

**BRUSSELS** Airlines has revised its base commission levels for travel agents issuing its tickets in Australia and New Zealand.

Effective 01 Jan 2016 any tickets issued on 082 plates will attract 3% commission, rather than the current level of 4%.



## Window Seat

**IT WASN'T** the ideal test flight for one of Qatar Airways's new Airbus A350 over the weekend.

There was much hype surrounding its inaugural flight but unfortunately, rather than a successful maiden takeoff from New York JFK, the state-of-the-art A350 accelerated to more than 100mph before coming to a screeching halt.

The airline's coo stepped in to settle concerned passengers, explaining the A350 decided the 11,000ft runway was too short to support the takeoff, and the plane applied the brakes at full force - all on its own.

The chartered flight was supposed to fly 12hs to Doha's Hamad Int'l Airport and it did - after a two-hour delay - making the airline the first to operate an A350 from the US.

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## Mantra digital focus

**MANTRA** Group has appointed Matt Granfield as exec director - Digital to oversee the Australian hotelier's e-commerce and digital strategy.

Granfield has 15+ years digital & marketing experience and was previously customer marketing & digital head at Heritage Bank.

He joins Mantra Group as a member of the exec committee.

Recruitment is now underway for roles within the newly created digital team for the hotelier.

## Nevada ANZ reps

**CANUCKIWI** has been named the new local representative for TravelNevada - the US State's tourism division - in Australia and New Zealand, effective 01 Jan.

The role will see Canuckiwi lead TravelNevada's travel trade strategy, PR & social media efforts.

"We are excited to develop the State's product inventory and itinerary options available across the market through cooperative strategies," Canuckiwi director Corey Marshall commented.

## ETG decks the hall for Xmas!



**ABOVE:** The Express Travel Group's annual Adelaide Christmas Function last Tue drew in a crowd of more than 100 guests, including agents and preferred partners - some of whom arrived from interstate just to join in on the festivities.

The night was hosted by ceo Tom Manwaring, state manager SA/NT Daniel James & SA business development mgr Lucy Hunter.

The ETG team is **pictured** getting into the Christmas spirit.

## SATC invoice concern

**THE** South Australian Tourism Commission is warning tour operators to double check invoices after a company trading as South Australia Tourism asked businesses to make payment for a 12-month listing on the site [southaustralia.com.au](http://southaustralia.com.au).

SATC says its official site is [southaustralia.com](http://southaustralia.com) and listings are free as operators are registered with the ATDW.

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## TRA regional indicators released

THE New South Wales north coast has the largest overnight visitor-population ratio in the country, according to Tourism Research Australia's Regional Tourism Indicators.

The report, revealed last week, shows in 2013/14, the NSW north coast witnessed a whopping 561 visitors per resident, up from 536 in the year prior.

This was not-so-closely followed by Lassester in the Northern Territory, a region which includes Ayers Rock Airport, which had 118 overnight visitors per resident and Tasmania's Wilderness West, at 47 overnight visitors per resident.

South Australia's Kangaroo Island was the top performer for accommodation RevPAR (revenue per available room), bringing in \$166.21 per available room in 2013/14, in front of Sydney at \$162.73 and Perth at \$150.52.

Data showed the Sunshine Coast is operating the fullest aircraft, with a seat utilisation factor of 81.1%, ahead of Hobart & the south region at 79.7% and Melbourne at 78.6%.

The interactive, online data release provides a number of key

tourism performance indicators over the 2005/06 to 2013/14 time period and for the first time includes stats on aviation, tourism businesses & tourism investment at the tourism region level.

Sydney and Melbourne took out the top spots on many of the indicators.

Sydney had the highest tourism expenditure, reaping \$14,654,000 in 2013/14, followed by Melbourne with \$12,618,000 and Brisbane at \$5,999,000.

The cities also sit at the top of the indicators of overnight visitors, accommodation rooms, accommodation occupancy, aviation accessibility capacity, tourism businesses and tourism investment value and projects.

To access the data, [CLICK HERE](#).

## Money

**WELCOME** to *Money*, TD's Tue feature on what the Australian dollar is doing.

### \$1AUD = US0.721

**THE** Australian dollar saw a strong session overnight as the US dollar stumbled, with markets becoming more cautious of the greenback ahead of Thu's Federal Reserve meeting.

Despite a 25% surge to the USD since 2014, selling in commodity markets and high-yield "junk bonds" have been seen as a sign the market could react badly to any move by the Reserve Bank.

The largest Aussie gains seen were against the British pound, up 1.1% over the last 24 hrs.

**Wholesale rates this morning:**

US	\$0.721
UK	£0.476
NZ	\$1.062
Euro	€0.656
Japan	¥87.28
Thailand	฿26.04
China	¥4.534
South Africa	R10.877
Canada	\$0.987
Crude oil	US\$36.31

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Tuesday 15th December 2015



## AFTA update

From AFTA's chief executive, Jayson Westbury



**AS** the year comes to a close and the holiday season is but a week away, I thought I would finish my last *Travel Daily* column for the year with a few reflections.

What a year it has been. I don't think we could have imagined some of the events that have unfolded as they have this year.

All of us who may be travelling to Europe over the holiday break and indeed all of the clients that will be travelling to Europe over the break will, I am sure, be thinking of France and in particular Paris.

The travel industry is all about partnerships and support of one another and I strongly believe the Australian travel industry stands out from many other countries around the world with our approach to partnerships.

I know that Australians and the Australian travel industry want to support Europe, France and indeed Paris and I am sure we will continue to travel as we have to show this support.

Having the privilege of serving this past year as the WTAAA Chairman I have been able to understand how many other markets operate and interact with suppliers and each other.

I have to say that we in Australia are very lucky. In particular, the support of AFTA by the industry this past year has been incredible as we have bedded down ATAS and brought to light a new standard for travel agents to be proud of.

None of this is possible without the long term relationships that AFTA holds and, in particular, the strong relationship we have with Qantas.

Our national carrier has proven this past year that great things can happen when the collective of many put their mind to it and turn a business around. This is done of course with the benefit of strong and robust partnerships, something that I know the travel industry has and enjoys with Qantas.

In a year when Qantas celebrated its 95th birthday and introduced many new initiatives, it is any wonder the travel industry and indeed the Australian people feel so proud to have such a world class airline right at our front door.

So, to everyone in the travel industry, have a safe and family-filled Christmas and I wish you all the best for a successful 2016.

I can't wait to see what next year will bring and I remain completely optimistic of the possibilities and opportunities that will present themselves for everyone in the year ahead.

A final special mention to the team at *Travel Daily* who have once again kept us all informed and entertained throughout the year, well done. Merry Christmas and a very happy New Year.

## Cousteau at Cousteau

**OCEANOGRAPHER** Jean-Michel Cousteau will visit the Fijian eco-resort which shares his name in Jan, enabling guests the rare opportunity to dive with the son of legendary undersea explorer Jacques-Yves Cousteau.

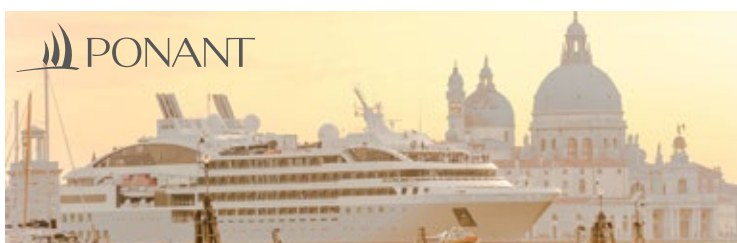
Cousteau will visit Jean-Michel Cousteau Resort on Vanua Levu, Fiji between 10-18 Jan, where he will also preview his new film to guests - see [www.fijiresort.com](http://www.fijiresort.com).

## DL/KLM Jet Air tie-up

**DELTA** Air Lines and KLM Royal Dutch Airlines have announced plans to codeshare with Indian sub-continent based carrier Jet Airways, effective 27 Mar.

The pact enables pax flying with DL/KLM from Europe & the USA to Amsterdam Schiphol Airport to connect to 9W's new daily flights to Delhi and Mumbai, and onward to 8 destinations in India, Dhaka, Kathmandu and Colombo.

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## America's South Acclaim-ed!



**TRAFALGAR** showcased the best of America's Deep South to 39 agents on its annual Acclaim trip which wrapped up last week.

Hosted by Trafalgar managing director Matthew Cameron-Smith, head of sales Adrian Pianto and sales manager Suzy McPhail, the frontline consultants experienced true southern hospitality as they travelled from Nashville to New Orleans.

The trip included a special *Be My Guest* experience to two period homes where they shared an evening with pianist Joe Stone & enjoyed the culinary delights of chef Esther Carpenter.

Other highlights included private Creole cooking lessons at the New Orleans School of Cooking in the heart of the French Quarter and a private tour of the Rock & South Museum.

**Pictured** above with Trafalgar's Suzy McPhail (left) are Jordan VanderSchuit, Flight Centre (FC) Darwin; Christine Wolker, FC Mirrabooka & Andy McCormick, FC Penrith Phoenix.

Inset (right): At RCA Studio are

Laura Kennett, FC Shepparton; Di Chan, FC Doncaster and Suzy McPhail, Trafalgar.

Bottom: at the Creole Cooking school are Hannah Campbell, Global Journeys; Chloe Park, FC Garden City; Shelley Dobson, Travel by Wyndam; Jessica D'Costa, FC Southland; Daniella Moore, helloworld Strathpine; Lauren Blackstone, FC Camden & Nicole Laurie, Virgin Australia.





# Emirates gets behind Real Madrid



**EMIRATES** has emblazoned one of its A380 aircraft with the image of six Real Madrid football players to celebrate the airline's sponsorship of the soccer team.

An image of Cristiano Ronaldo, Gareth Bale, Sergio Ramos, James Rodriguez, Karim Benzema and Marcelo Vieira covers more than 500m<sup>2</sup> on both sides of the plane.

The Real Madrid squad turned up at Madrid Airport Barajas over the weekend to view the decal firsthand before the superjumbo departed for its home port.

The jet will traverse the globe on Emirates' A380 routes, showing off its new look for the

next six months.

The full Real Madrid squad are **pictured** at Madrid Airport in front of the Emirates A380 decal.

## MaxiRoom rolls out

**ONLINE** bed bank Hotelbeds has developed a "faster, smarter and easier to use" MaxiRoom extranet platform for partners.

MaxiRoom portal offers a global dashboard for users, with new functionality including fully interactive calendar enabling changes to rates & room types and a mass update tool - more at [maxiroom.hotelbeds.com](http://maxiroom.hotelbeds.com).

## Nickelodeon res open

**NICKELODEON** Hotels & Resorts Punta Cana, set to open in May 2016 is now taking bookings.

Construction started on the five-star experiential resort earlier this year (**TD** 10 Jun), which will offer luxury vacations and "delightful twists" such as "surprise slimings".

The resort's Nickelodeon Village will include a water activity playground, kids-only hang out, character central, a gift shop and Sports & Entertainment Center.

See [nickresortpuntacana.com](http://nickresortpuntacana.com).

## Carlson India growth

**CARLSON** Rezidor Hotel Group has inked an agreement with Mushtaq Group of Hotels to open seven hotels in the northern Indian state of Jammu & Kashmir.

The hotels will amount to 817-rooms under the Radisson Blu, Radisson and Country Inns & Suites By Carlson brands.

The first is scheduled to open in the fourth quarter of 2016 and the last in Q4 2021.

## New SYD retailers

**COOPERS** Alehouse & Hudsons Coffee will open in Sydney's T1 International Arrivals as part of a terminal improvement program.

The new offering will also include café Veloce Espresso, launching early 2016 within the T1 forecourt.

Plans to refresh the terminal's F&B offering was revealed in Sep.

## LY Dreamliner lease

**EL AL** Israel Airlines will replace its ageing Boeing 747-400 with new carbon-composite 787-9s, having inked a deal with Air Lease Corporation for two *Dreamliners*.

LY is scheduled to take delivery of the 787s in Q3 and Q4 2017.

In Oct, El Al agreed to order up to nine 787 *Dreamliner* aircraft directly with Boeing (**TD** 30 Oct).



Air Canada is gearing up for an exhilarating 2016 with the launch of its first non-stop Dreamliner flights from Brisbane and the unveiling of an industry-leading on-board product - including its first premium economy cabin - on its daily Sydney-Vancouver route.

To celebrate Air Canada and Travel Daily are offering two round trip Air Canada economy class tickets, from either SYD or BNE. All you need to do is create a fun Christmas photo featuring Air Canada and *Travel Daily*, then send it to [aircanada@traveldaily.com.au](mailto:aircanada@traveldaily.com.au) before 31 Dec!

# The Canadian dream...



**THIS** clever Air Canada competition entry sent in by Showsport's Sheryl Poulter gets Santa's seal of approval.

Depicting a Mountie beaver, a festive moose, and a friendly Canadian bear who just loves its mum - this creative entry has it all.

For those still looking to enter - it's not too late!

Check the competition details (**right**) for your chance to win tickets to Canada flying via Brisbane or Sydney on Air Canada's brand new *Dreamliner* service.

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#### TRAVEL RECRUITMENT – ACCOUNT MANAGER

##### MELBOURNE – TOP SALARY PACKAGE

Love being in the travel industry, but sick of booking travel? Want to assist your peers with their career progression? Enjoy being rewarded for reaching sales targets? Can't wait to work Monday to Friday only? If you answered YES to all of the above, call us! As part of our expansion in Melbourne, we are looking to employ two talented travel consultants to join our permanent & temporary divisions. Full training will be provided. Minimum 2 years travel consulting experience essential.

### AWE INSPIRING SCENES OF BURMA & BEYOND

#### ASIA TRAVEL SPECIALIST

##### MELBOURNE – SALARY PKG TO \$60K + BONUSES TO \$10K

From the awe inspiring Taj Mahal to the hustle & bustle of Ho Chi Minh City, now is the time to put your Asian destination knowledge to good use! Having successfully been in operation for over 15 years & due to their ongoing success, a new staff member is required to join this passionate team of professionals. Mon to Fri hours assisting both direct clients (by appt only) & travel agents. Min. 3 years experience selling Asia & personal travel throughout the region (preferably India, Burma & Vietnam/Cambodia/Laos).

### NORTHERN LIGHTS

#### SCANDINAVIA WHOLESALE TRAVEL CONSULTANT

##### MELBOURNE - SALARY PACKAGE TO \$45K + UNCAPPED \$\$

A rare opportunity has appeared in Melbourne inner city suburbs. This globally owned travel company services the general public and retail travel agents with tailor-made holiday itineraries to various destinations in and across Scandinavia. You will be offered an open plan office, a great work life balance and flexibility. If you have a min 2 years international travel consulting experience, are well travelled throughout Scandinavia and are seeking a professional work place, apply now! Great salary package.

### PASSION FOR PRODUCT

#### AIR PRODUCT CONSULTANT

##### BRISBANE – UP TO \$65K PKG

This is a brand new opportunity to join an industry leader in their air product team. Working across multiple brands you will be responsible for qualifying air product requirements, sourcing & providing competitive air & land product for various marketing channels ensuring optimum speed out to the marketplace. Top industry salary, bonuses & great benefits are on offer. If you have 2 years experience, great fares knowledge, sales, GDS and communication skills plus an understanding of LCC, then we want to hear from you!

### TRY SOMETHING NEW

#### LEISURE GROUPS TRAVEL CONSULTANT

##### BRISBANE CBD – SALARY PACKAGE UP TO \$55K OTE

Are you tired of face to face sales and boring itineraries? Why not enter the world of Group Travell This global travel company is expanding and they are searching for an experienced travel consultant to join their leisure groups department. Arranging group travel for events such as weddings and sporting groups will never see you yawning at work. Enjoy a strong salary package, Mon to Fri hours, uncapped commission and loads of industry benefits and discounts. Previous experience is essential, call AA today.





*Working in partnership with the Australian Travel Industry*

### **Ski Travel Consultant**

**Brisbane, Competitive Salary + Incentives, Ref: 1864LM1**

We are looking for an experienced Travel Consultant with a strong passion for ski holidays. Don't miss this rare opportunity to specialise in a product that is ever growing, Ski and Snow! If you are willing to put the time in and work with passion and dedication - you will, in return, receive a great salary plus incentives, career progression and family opportunities. You must have personal ski experience. GDS knowledge preferred. Interviewing now, don't delay! Located Brisbane CBD.

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

### **Corporate Travel Account Manager**

**Sydney, Circa \$100k, Ref: 2061SJ1**

I am looking for a Key Account Manager to work with a leading TMC in Sydney and manage their large market accounts. If you have strategic account management experience in the corporate travel industry then this role could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC and your clients while promoting account retention and growth. Fantastic earning potential and a great working environment are on offer with this leading TMC.

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

### **Leisure Travel Agency Team Leader**

**Melbourne, Attractive Package, Ref: 2066KF1**

Outstanding Leisure Travel Agency Team Leader opportunity for a fantastic and well respected specialist boutique company! Do you have strong travel industry experience and a proven sales record? This leading company are looking for an experienced Leisure Branch Manager or Team Leader/2IC to step into this full time, permanent position. Excellent benefits are on offer for the right person. Manage a team of travel agents and develop these agents to support the products sold in store.

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

### **Retail Travel Consultant**

**Adelaide, \$40-45k, Ref: 1974LM1**

If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working we would be happy to hear from you! Our Travel Consultants are known for their strong work ethic and superior customer service skills! If you think you have what it takes to be a successful Travel Consultant then this is the right role for you!

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

### **Business Development & Account Manager**

**Gold Coast, Competitive Salary + Bonus, REF: 2062SZ1**

An award winning and well recognised organisation is looking for a Business Development and sales professional to be apart of this growing company. Due to expansion and working under a new Director of Business Development, you will be responsible for generating revenue and negotiating contractual agreements with new businesses and also maintain a strong relationship with old existing accounts. You will be dealing with CEOs to call centre staff so a versatile personality is a must.

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

### **Travel Sales Executive | Sports Travel**

**Sydney, \$D.O.E + Super, Ref: 2047MB1**

A leading Sporting Events company is looking for a Sales Manager to promote their tours across the educational travel market. This role is perfect if you have sales experience or if you are keen for a challenge and for your next career move within a growing company. You will Account Manage existing clients while also target new business to generate growth for the business. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

### **Reservations & Ticketing Consultant**

**Melbourne, \$50k + Super, Ref: 2036TS3**

Love everything about New Zealand? Fantastic opportunity to join the NZ tour division of a well-known wholesaler! We need an experienced consultant who is passionate about all things New Zealand and is very fare savvy. This is an exciting role as you will be moving between two departments throughout the week. You will be communicating with agents via phone and email so you will need the ability to build rapport with ease and provide extraordinary customer service. GDS skills are necessary.

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

### **Corporate Travel Consultant**

**Perth, \$52-55k, Ref: 1879LM1**

My client is looking for dedicated and high-achieving Travel specialists to become part of their successful and expanding team! The lucky candidate will need to have excellent experience within the travel industry and have experience with corporate clientele. You will be able to work in a fab environment and be rewarded for your endeavours! If you think you have what it takes to be a successful corporate specialist then please read on for further details and how to submit your resume!

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



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**