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Travel Daily

First with the news

Friday 18th December 2015

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Etihad 787s to Perth

ETIHAD Airways will introduce Boeing 787 Dreamliner aircraft on the Abu Dhabi-Perth route from 01 Jun, replacing Airbus A330s.

EY's 787s feature 299 seats and will provide the Gulf carrier with a capacity increase of 14%.

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Helloworld vote on 22 Jan

SHAREHOLDERS in Helloworld Limited will vote on the proposed merger with AOT Group on Fri 22 Jan, with an Explanatory Memorandum released today including an expert opinion that the deal is "not fair, but reasonable" (**TD** breaking news).

Savings of \$7.6 million a year are estimated to flow from the deal, which "provides an opportunity to integrate two complementary travel businesses to create a leading integrated travel group in the Australian market offering a broad range of travel products and services".

Independent expert Grant Thornton has concluded that the deal will dilute the value of existing Helloworld shares, and is in the best interest of shareholders in the absence of a superior proposal.

Benefits of the deal highlighted including expanded scale through bigger wholesale operations, significant strength in inbound travel management and "stability

for the enlarged Helloworld Group's staff, franchisees and affiliate retail agencies and suppliers".

Vertical integration will see the complementary strengths of AOT and Helloworld combined, giving a "greater ability to negotiate improved commercial arrangements," while the report also confirms that as ceo Andrew Burnes will be entitled to a \$475,000 salary package.

MEANWHILE, the Grant Thornton export report also notes key risks of the transaction including the possibility it may trigger adverse reactions from suppliers and agents.

"In particular franchisees may not be supportive...and they may decide to leave the HLO network.

"We note that HLO already experienced similar difficulties during the restructuring and consolidation of the franchise network under the HLO banner... this risk is potentially exacerbated by the fact that a large number of the franchising agreements are up for renewal in the short term," the report notes.

Santa stop here!

AIR New Zealand has launched the latest episode in its *Meanwhile in New Zealand* video series, sharing the magic of Christmas in NZ through the eyes of a Kiwi family as they await the arrival of Santa Claus.

The video can be viewed at traveldaily.com.au/videos, and see the **cover page** for more.

Today's issue of TD

Travel Daily today has five pages of news and photos, a front cover wrap from **Air New Zealand** plus full pages from:

- AA Appointments jobs
- JITO

NSW legalises Uber

RIDE-SHARING services have been legalised in NSW overnight & more than 50 taxi and hire car regulations have been repealed.

Under the new model, taxis will continue to have exclusive access to rank and hail jobs.

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US-Cuba flts return

US LEGACY carriers American Airlines, Delta Air Lines & United Airlines have lauded confirmation that the US and Cuba have agreed to resume commercial services between the countries after more than a 50 year hiatus (**TD** yest).

Governments from both nations have agreed to a deal which will allow 110 round-trip flights per day, which includes 20 to Havana and 10 to each of Cuba's nine other international airports.

The move comes one year after the countries progressed talks to ease travel & business dealings.

Smartpoint debuts

TRAVELPORT has released an enhanced version of its travel agency point-of-sale solution Travelport Smartpoint.

Available now, it features performance enhancements, and new functionality to help improve the selling experience for travel agents.

Cramer Ball new AZ ceo

ITALIAN flag carrier Alitalia has a new Australian chief executive officer, with Cramer Ball announced as taking on the top job at the airline overnight.

48-year-old Ball started his aviation career with Ansett and Qantas before moving to Gulf Air and then Etihad, launching EY's Australian services in 2007.

After that he took on several regional roles with Etihad and the ceo positions with other EY-affiliated carriers including Air Seychelles (**TD** 01 Feb 2012) and Jet Airways (**TD** 24 Jul 2014), leading both airlines' drive toward profitability.

At an AZ shareholders meeting in Rome yesterday Ball was appointed as a director of Alitalia, with the board designating him as the next ceo following a recruitment process which has been under way since Sep.

"Cramer Ball's expertise in the air transport industry, managerial

skills and change management drive were the deciding factors for the decision taken today," according to an Alitalia statement.

"His proven abilities with transforming companies to success made him, among the many excellent candidates, the right choice for us," said chairman Luca Cordero di Montezemolo.

Ball will take on the new AZ role effective from Mar 2016.

SFO on sale with QF

QANTAS has today launched a San Francisco fare sale, with Economy fares from \$1,069, Premium Economy from \$3,069 and Business class starting from \$5,469 return.

The sale ends at 11:59pm on Mon, with specials also available to other North American ports.

SQ 6th daily to BKK

SINGAPORE Airlines is adding a sixth weekly service to Bangkok ex Singapore for the Northern summer using Airbus A330-300 aircraft, from 27 Mar to 29 Oct.

Three new weekly services will also be offered on the Colombo route, taking frequencies to 10, coupled with one extra daily flight to Milan.

SQ is also boosting capacity to Rome from three to five weekly flights between 25 Jun-30 Jul, as well as propping up frequencies to Sydney to 35 per week from 23 Jun to 04 Sep.

Etihad bank payment

ETIHAD Airways has expanded its payment options to include bank transfer for bookings made on etihad.com.

Introduced in response to customer feedback, guests who select the 'Bank Transfer' payment method have 24 hours to complete the process.

Australian travellers who book on etihad.com can also pay with credit/debit cards, PayPal and PoliPay.

Tempo Xmas bonus

TEMPO Holidays is increasing commission for agents in Australia and New Zealand by 2% for all bookings over \$3,000 from today until 31 Jan.

Reservations can be made across the India subcontinent, Sri Lanka and the Maldives, Dubai, Mediterranean, Middle East and Europe programs.

For the full product range, see www.tempoholidays.com.

Corporate Domestic Consultant

Spencer Travel Surry Hills is looking for a full time experienced Corporate Domestic Consultant.

You must have a minimum 2 years' experience as a corporate consultant, within the last 3 years.

Enjoy a varied portfolio of corporate clients and work with like-minded people that love to service their clients by going Above and Beyond.

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Please send your resume to career@spencertravel.com.au

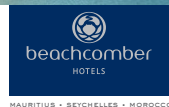


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Backflip on air cartel decision

THE European Union's second-highest court has overruled a decision to impose \$1.2 billion worth of fines on airlines including Qantas, Air France/KLM and British Airways for running a global airfreight cartel.

This week, the EU General Court said in the ruling that the 2010 decision by the European Commission's competition watchdog to fine the carriers was "contradictory".

Airlines involved were Air France, Air Canada, Martinair, British Airways, Cargolux, Cathay Pacific Airways, Japan Airlines, LAN Chile, Qantas, SAS and Singapore Airlines.

Lufthansa escaped a sanction after providing information to the Commission.

"The General Court annuls the decision by which the Commission imposed fines amounting to approx €790 million (AU\$1.2b) on several airlines for their participation in a cartel on

the airfreight market," the court said in a statement.

The alleged cartel was on flights from, to and within the European Economic Area.

It said there were "internal inconsistencies" in the Comm's ruling case and the grounds of the case were "difficult to reconcile with the existence of a single cartel covering all of the routes".

The court's decision can be appealed at the European Court of Justice, the EU's highest court.

ATAB survey

AUSTRALIAN Travel Agent Barometer is reminding agents to complete a confidential survey including the question: "Does ATAS accreditation provide consumer protection for your customers?"

The study will close early 2016, with results distributed to industry leaders - **CLICK HERE**.

Delta Biz sleepwear

PREMIUM customers flying in the Delta One cabin on Delta Air Lines services between Los Angeles and Sydney are now offered in-flight loungewear.

The unisex two-piece sleepwear suits come in two sizes - small/medium and large/extra-large.



Introduced this week, the kit (pictured) has been rolled out on DL's ultra long-haul services first, which includes the Los Angeles-Shanghai route.

"With a full flat-bed seat, a Westin Heavenly duvet and now new Delta One loungewear, settling in on a long flight has never felt more like home," said DL senior vp in-flight services Allison Ausband.

From Mar, Delta will extend the inflight loungewear to all flights between the US and China (Hong Kong, Beijing and Shanghai).

DL's transPacific partner Virgin Australia has offered free sleepwear to Biz class guests on long-haul flights for many years.

BNE Booking.com

BRISBANE Airport has inked an agreement with online retailer Booking.com, which will provide more than 830,000 accommodation options to visitors travelling via BNE.

The arrangement will suit arriving and departing pax looking for last minute accom.

Finnair to Enontekio

FINNAIR has announced it will operate a new seasonal route to Enontekio, Lapland.

Commencing winter 2016, the new route will take passengers between Helsinki and Enontekio every Sat between 20 Feb and 09 Apr.



Window Seat

TRAVEL Daily's sister publication, *travelBulletin* got some free airtime in the latest flight review video from Dennis Bunnik, md Bunnik Tours and chairman of CATO.

Around 3:20 into a review of Emirates Business class on a 777-300ER heading from Adelaide to Dubai, the Oct edition can be seen peeking out from the seat pocket.

Click TV to view.



MORE than 520 people are needed to reclaim the record for the largest number of costumed people dancing.

On 06 Feb, the Hydro Charleston Challenge will kick off in the Blue Mountains at the Hydro Majestic Hotel at 11am.

The dress theme is 1920s style and the event has twice secured the record for that category, but it has since been snatched by a town in England.

Visit www.roaring20s.com.au.

Samoa adult special

TO CELEBRATE Seabreeze Resort becoming the first "Genuine Adults Only" resort in Samoa, bookings made between 01 Apr and 31 Jun 2016 will receive two 30-minute massages per person, daily champagne breakfast & one-way arrival transfers for two people.

Under 18s in Romania

THE Dept of Foreign Affairs & Trade yesterday issued a reminder to Australians heading to SE Central Europe that children under the age of 18 travelling to Romania must hold valid travel documents upon entering and exiting the country, and must be accompanied by an adult.

Consent also needs to be officially translated to Romanian.

Multi-Skilled Travel Consultants

QBT A member of the Helloworld Group



- New opportunities for experienced Multi-Skilled Travel Consultants to join QBT
- Various locations (Brisbane, Collingwood, Canberra, Mascot and Perth)
- After hours positions Collingwood only

Due to business growth at QBT, we have exciting opportunities for experienced Multi-Skilled Travel Consultants looking for the next move in their travel career.

As a QBT Business Travel Consultant, you will work in a busy professional environment, contributing to a team very passionate about travel and delivering exceptional customer service.

Each day in this role, you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV to
careers@qbt.travel

QBT Business travel
made simple

Trafalgar Acclaim

TRAFALGAR will take its top achievers to Southern Italy as part of the company's 2016 Acclaim incentive.

Trafalgar Australia md Matthew Cameron-Smith said he was excited to be able to offer such a "prestigious destination" to the best performing agent partners.

To be in the running to secure a seat on the trip, agents will receive a point for every passenger booked on a 2016 guided holiday until 30 May. The top 30 agents with the most points will secure a space on the exclusive Italian trip with an additional five selected through a wildcard draw.

Trip date to be advised.

SPTE to Sea World

ORGANISERS of the Gold Coast bound 2016 South Pacific Tourism Exchange have confirmed the event will be held at the Sea World Convention Centre.

SPTE is being held from 20-21 May with registrations expected to open in Jan.

Melb Int'l pax boom

SYDNEY and Melbourne airport passenger traffic results for Nov are in, with MEL outpacing SYD in growth, but not in pax numbers.

MEL saw a total growth of 5.4% in Nov, when compared to last year, while SYD experienced a 4.7% spike, ahead of the year-to-date performance of 2.6%.

Int'l arrivals for MEL boomed, experiencing 9.9% growth in Nov while SYD saw a 5.6% surge.

In the domestic market, SYD just pushed ahead with a 4.2% increase and MEL sat at 4%.

SYD maintained its stronghold in pax numbers, totalling 3,399,000 while MEL recorded a figure of 2,830,694.

MEL welcomed the inaugural Scoot flight from Singapore and the first Xiamen Airlines flight touched down in SYD in Nov.

Princess TV channel

PRINCESS Cruises has introduced a new TV channel on its Australasian based ships with a live 24-hour broadcast of Australian news, sports and television shows.

The first dedicated Australian channel on the line's ships, Prime Australia, will feature full season coverage of the Australian Football League and its pre-season NAB Cup.

Wendy woos agents

WENDY

Wu Tours has wrapped up 35 events held across metro and regional Australia for its brochure launch.

At the events, over 1,200 agents were educated on the new program for 2016 and thanked for continued support.

Agents were rewarded with spot prizes valued between \$50 and \$500 at each event and a \$1000 gift card per state (NSW, Vic, Qld, WA and SA).

A national booking incentive was also held to celebrate the introduction of the Maldives with the prize of a five-night Maldives package at the Centara Ras Fushi Resort in an over water villa.

Hilton AMS opening

THE new 433-room Hilton Amsterdam Airport Schiphol has opened in the Netherlands, offering 12 suites with a separate living room & 96 executive rooms.



The new program consists of four styles of touring - Classic, Discovery, Deluxe and Private and offers 15 new tour itineraries.

Pictured: The winner of the Maldives booking incentive prize Megan Hermann, Phil Hoffman Travel Barossa Valley with Shoana Bannister, Wendy Wu Tours South Australia bde.

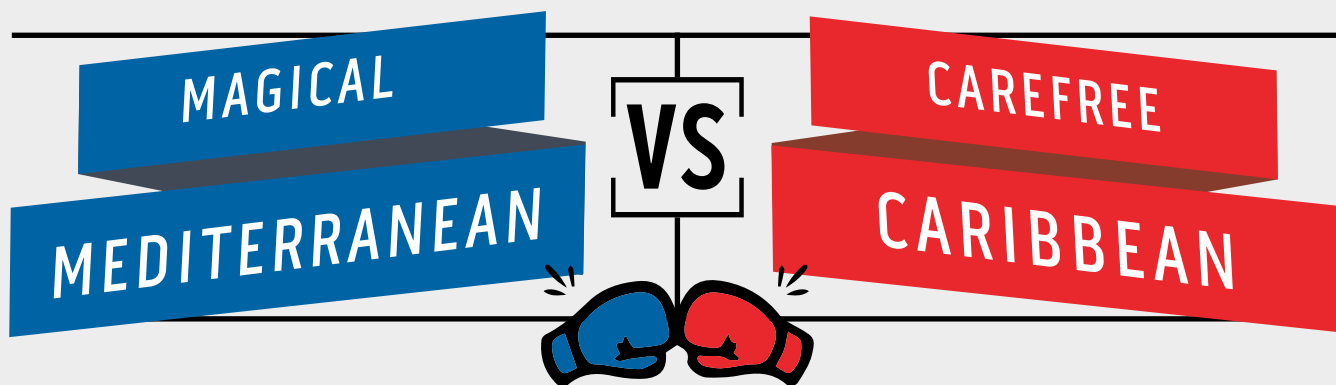
KLM nixes DFW

GDS displays indicate KLM Royal Dutch Airlines has shelved its seasonal operation between Amsterdam and Dallas/Ft Worth for the summer 2016 season.

KLM has now closed bookings on the five weekly service.



CRUISE SHOWDOWN



WHAT'S YOUR FAVOURITE? **SELL FOR YOUR CHANCE TO WIN!**

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AU/NZ 18+ only. Must be registered travel agent in AU/NZ & registered with Princess Academy.
Ends 11:59pm AEDST 28/2/16. Click here for entry instructions and T&Cs. Permits: NSW LTPS/15/08652, ACT TP15/08055, SAT15/1983

Friday 18th Dec 2015

CZ commit to 80 737s

CHINA Southern Airlines has announced a commitment to purchase 80 additional Boeing 737 aircraft, valued at list prices of more than US\$8.3 billion.

The commitment includes 30 Next-Generation 737s and 50 737 MAX planes, Boeing said.

Rad Blu movie deal

RADISSON Blu Hotel Sydney has launched a family deal in time for the school holidays, offering free passes to the new *Alvin and the Chipmunks: the Road Chip* film for the first 15 families.

Available for stays until the end of Jan, the Radisson Blu Road Chip package includes one nights accom for a family of four, brekkie & more, priced from \$259.

CLICK HERE for more details.

Agent Marketplace

ASIA-BASED tour operator BeMyGuest has launched a new B2B travel agent platform.

Dubbed Agents Marketplace, the new site will serve as a stand-alone booking platform which will connect agents with trade rates for more than 10,000 activities, attractions and transport providers throughout Asia and beyond.

The platform provides instant nett price comparisons and public rates, with confirmations and e-tickets sent direct by email; the tool has already debuted in English and Chinese versions, with other languages due to be added at a later date.

EY Philippine boost

ABU Dhabi-based carrier Etihad Airways is responding to increasing demand on the Manila route, announcing the addition of three new weekly frequencies.

Effective 01 May, EY will offer 17 return services to MNL.



Travel Specials

THIS week's *Travel Specials* is brought to you by Freestyle Holidays. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.



The **Paradise Koh Yao Boutique Resort & Spa**, Thailand is offering honeymooners three free nights when six nights are booked in a Plunge Pool Deluxe Studio. Plus honeymooners will receive an upgrade to the next room category, a bottle of sparkling wine and a floral arrangement on arrival. Packages start from \$689pp and is valid for travel 01 Apr 16-31 Oct 16. **CLICK HERE.**

Book any three nights accommodation in Hong Kong before 31 Dec 15 and receive a free half day Hong Kong Island Tour. **Novotel Nathan Road Kowloon** has a four night package including reduced rates in a Superior Room from \$485pp. Valid for travel 14 Dec 16-23 Dec 16, 03 Jan 16-08 Feb 16 and 12 Feb 16-31 Mar 16. **CLICK HERE.**

Outback Pioneer Hotel, Ayers Rock is offering reduced rates on three night packages in a Standard Room with breakfast daily and includes return coach transfers from Ayers Rock Resort and a free Indigenous guest activities program. Prices start from \$405pp and valid for travel from 01 Jun 16-14 Nov 16 but must be booked by 31 Mar 16. **CLICK HERE.**

Air Vanuatu has a hot kids airfare sale! Six nights at **Nasama Resort** in a Beachfront Studio including return economy airfares, two free nights, return airport coach transfers, free use of non-motorised watersports & snorkeling equipment and free wi-fi start from \$1,065per adult and \$299 per child ex BNE. Valid for travel 04 Apr 16-20 Jun 16, 25 Jul 16-12 Sep 16 & 28 Sep 16-15 Dec 16. To be booked by 29 Jan 16. **CLICK HERE.**

All specials can be found on our website

<http://www.pinpointtravelgroup.com.au/info/latest-deals/>



Celebrate Christmas with Air Canada and win!

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 before 31 Dec!



Pilot priorities in order



THE copilot can take care of such trivial matters as flying the plane, the pilot hasn't read today's issue of *Travel Daily* yet! We're all feeling the sentiment behind this entry for the Air Canada photo competition sent in by Personal Travel Manager Sheri Foreman.

To be in the running to win two round trip Air Canada Economy

tickets to Canada departing from Sydney or Brisbane send an imaginative Christmas image combining *Travel Daily* and Air Canada.

The competition is a celebration of the airline's first non-stop Dreamliner flights from Brisbane to Vancouver.

Submissions are open until the end of the month - see left.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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Street address: 4/41 Rawson St, Epping NSW 2121 Australia
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Editorial email:** info@traveldaily.com.au
Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper, Sarah Piper
Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au
Business Manager: Jenny Piper - accounts@traveldaily.com.au

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Apply today!

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Multiply locations – SALARY PACKAGE UP TO \$60K OTE

Are you an experience retail consultant looking for the salary you deserve? Hit the ground running for the New Year working for this award winning agency who is looking for an enthusiastic consultant to join their well-established team.

With a high repeat client base, you will build strong relationships and provide key guidance for all itineraries and everything in between. Cut your travel time working closer to home, apply if you have min 2 years exp, solid GDS & a passion for travel!

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SYDNEY – SALARY PACKAGE UP TO \$70K

This is a rare opportunity to work for one of the leaders in Corporate Travel Management, Be part of dynamic team servicing only VIP clients in the corporate market. Fantastic new offices located in the heart of the CBD close to public transport and shops. You will be providing exceptional service as your clientele with be the crème of the crème in the corporate market. Min 2 years corporate travel industry experience, GDS skills & strong airfares knowledge. Do not miss out, apply now!

JOIN THE A TEAM

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?

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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.

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Our client is looking for an experienced retail travel Team Leader / Manager who is looking to progress their career. You will enjoy remaining hands on, whilst also supporting and mentoring your team. As part of the management team in this independent agency group, you will report back to the Directors with updates on sales and staff performance. If you possess 4+ years managing a team, strong GDS skills and would love to join an agency that focuses on service rather than a quick buck, do not go past this sensational role.

GATHERING IN GROUPS

GROUP TRAVEL CONSULTANTS

MELBOURNE (INNER) – SALARY PACKAGE TO \$80K (OTE)

This global leader is seeking an experienced travel professional to join their dedicated group leisure team. This successful department service a range of clientele including school groups, wedding parties, small businesses, large family gatherings, together with local community groups, just to name a few. They are now looking for a passionate and experienced consultant to join their close knit and supportive team. Don't delay, interviews are happening now! Call us today to find out more.

BEAUTIFUL CAPRICORN COAST!

SENIOR RETAIL TRAVEL CONSULTANT

ROCKHAMPTON – SALARY PACKAGE \$50K - \$55K OTE

Experienced Travel Consultants – If you are currently living in Rockhampton or looking at relocating then check out this once in a blue moon opportunity! This independent retail agency is currently on the hunt for a fresh face to join their team. Business has been booming and they require an experienced senior retail travel consultant to create domestic and international holiday packages for their repeat and referral clientele. Minimum 2 years' experience is a must along with strong Galileo skills. Apply today.

MANAGER THE SUNSHINE!

TRAVEL CONSULTANTS

GOLD COAST – \$45-\$50K + \$\$ BONUSES

Due to continued growth our client has a great opportunity to join their dynamic team on the Gold Coast as a travel consultant. Your day will involve arrangement of all types of Domestic & International travel including flights, accommodation, tours and cruises. No more walks in's and time wasters as all your enquiries will be over the phone. Top industry salary, bonuses and great benefits are on offer. If you have 2 years' experience, great sales, GDS and communication skills then we want to hear from you!

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