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Qantas turns the corner

QANTAS this morning reported
its best first half result since 2010,
with the airline's international
division profitable for the first
time since the global financial
crisis (**TD** breaking news).

The headline figure was an
underlying profit before tax of
\$367 million, while revenue rose
2.1% to \$8.1 billion driven by
"recovering yields and loads in a
stabilising environment".

Qantas and Jetstar domestic

reported combined underlying
earnings of almost \$300 million,
while Qantas Loyalty's result was
\$160 million, up 10%.

CEO Alan Joyce said the key
factor was a relentless focus
on the Qantas Transformation
program, with the group
now targeting \$675m in
"transformation benefits" this
financial year - up from the
previous \$600m target.

"What sets this transformation
apart is that we are reducing
costs permanently while at the
same time delivering Qantas' best
ever fleet, product and service,"
Joyce commented on the result.

The removal of the carbon tax
added \$59m to the bottom line,
with \$33m in fuel savings.

Freestyle USA

FREESTYLE Holidays has
launched its USA program with
a host of special offers including
hot deals, Disneyland ticket
upgrades and an expanded
Southern States product range.

See the **cover page** of today's
Travel Daily for details.

Seven pages of news

Travel Daily today has seven
pages of news, including a
front cover page for **Freestyle**
Holidays plus full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

Special Cruise Weekly

A **SPECIAL** supplementary
edition of **Cruise Weekly** will
be distributed tomorrow to
complement the second CLIA
Cruise3sixty conference taking
place in Sydney.

As well as being distributed by
email, the special issue will be
printed and handed to delegates.

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Aust performs for Ireland

TOURISM Ireland ceo Niall Gibbons says a recent review of the Australian market showed growth both in visitor numbers and spend, and that return from the organisation's investment is exceeding expectations.

Speaking with *Travel Daily* today at the inaugural ExploreGB trade show at Ascot in the UK, Gibbons said Australia continues to be a key market, ranking in the top 10 of visitor numbers with over 200,000 arrivals in 2014.

The review showed there are two key segments for visitors from Australia: the 'culturally curious' 45+ demographic who enjoy the finer things in life; and the 'social energisers' - 25 to 45 year olds looking for excitement, new experiences and fun.

Tourism Ireland will continue trade and consumer marketing to build on its successful brand.

Marketing campaigns for new product will continue over 2015 and 2016 for the Wild Atlantic Way, plus there's a new campaign proposed for the South and Eastern part of the country focusing on Ireland medieval

history in late 2015.

New branding for Dublin will launch next year, and other products to be promoted will include Titanic Belfast, which is one of the top 6 attractions for visitors from Australia.

Tourism Ireland will also continue digital marketing via www.Ireland.com, which has seen more than 14.25 million visitors since launch 18 months ago.

Social media is also a key facet, with TI having over three million Facebook fans and 500,000 followers on Twitter.

More from ExploreGB on p4.

Rex Cairns-Bamaga

REGIONAL Express is further expanding its Queensland operations, this morning announced a "beneficial working arrangement" with the Northern Peninsula Area Regional Council which will see the launch of scheduled flights between Bamaga (NPA) and Cairns.

The new service will debut 30 Mar, and is part of the airline's move to fill the void left by the collapse of Skytrans in Jan.



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McLachlan river cruise move

MCLACHLAN Tours has been appointed as the exclusive Australian distributor of European river ship operator Amras Cruises, which has ten vessels operating under the *Amadeus* brand.

Founded more than 30 years ago, the company is owned by the Luftner family which comes from the village of Amras in Austria, and targets English-speaking travellers with an all-inclusive cruise product on the Rhine, Main Seine, Rhone and Danube rivers.

The announcement follows the appointment of former eWaterways gm Peter Smith as McLachlan Tours general manager (**TD** 04 Feb), with Smith saying river cruising is "fast overtaking the traditional continental coach tour as the way to experience a relaxed and enjoyable grand tour of Europe".

The Amras fleet has an average age of less than four years, with McLachlan offering fully

commissionable prices and all inclusive packages including gratuities, port charges, entrance fees, gourmet dining, beverages, audio headsets, shore excursions plus arrival & departure transfers, along with on-board lectures, cooking demonstrations & music.

An Australian website is now live at amrascruises.com.au.

More in tomorrow's special C360 edition of *Cruise Weekly*.

Robots on Harmony

ROYAL Caribbean's new Oasis-class ship *Harmony of the Seas* (**TD** yest) will feature the same robot bartenders featured in the "bionic bar" on the recently launched *Quantum of the Seas*.

The 227,000-tonne *Harmony* will have a capacity of 5,479 pax, making it Royal Caribbean's largest ever ship with around 100 more guests than *Oasis of the Seas* and *Allure of the Seas*.

CLIA worried on stall

ONGOING inertia in the matter of cruise port infrastructure in Sydney is leading to growing worries among CLIA heavyweights about a stall in sustained growth.

Speaking to media during a visit to Sydney for Cruise3sixty Australasia, CLIA chairman and RCCL president Adam Goldstein labelled infrastructure problems as "the cloud in that sunny sky".

Goldstein acknowledged the fact the Australian market had eclipsed the US in terms of overall penetration but said development of port offerings would determine whether that would continue.

"The future is bright but we need more infrastructure."

However, he said despite many meetings with state and federal politicians - who all acknowledge the issue at hand - there was not a lot of confidence that any progress was actually being made.

More on this story and others in tomorrow's special Cruise3sixty edition of *Cruise Weekly*.



Window Seat

STAYING in LEGOLAND Resort in Windsor is every model-maker's dream - and the experience extends to a lot more than the plastic bricks.

TD is lucky enough to be hosted here during the inaugural ExploreGB B2B trade show which kicked off today.

The theming is comprehensive - even extending to the stunning bathroom amenities (**pictured**) which are truly collector's items.



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Scotland on screen

VISITSCOTLAND is taking advantage of the country's dramatic scenery to promote "screen tourism," with 40% of visitors saying they were inspired to travel there because of landscapes in TV series or movies.

The Disney/Pixar movie *Brave* has inspired visitors to explore the real Scotland, with themed itineraries on a dedicated VisitScotland/*Brave* web page.

James Bond fans can visit locations from the *Skyfall* movie shot at Glencoe with various operators offering themed tours and Bond experiences.

Bounce in Wales

NORTH Wales is growing its reputation as an adventure playground with several exciting new attractions.

These include Bounce Below, the world's first underground trampoline playground - set within an historic disused slate cavern, with massive bouncy nets hung at varying levels and linked by walkways and slides.



ABOVE: 500 delegates are this week gathering at Royal Ascot Racecourse for the first ever ExploreGB - VisitBritain's new flagship B2B event.

The two day workshop sees suppliers meet with buyers via pre-scheduled one on one appointments, complemented by educational seminars, and international delegates are also being taken on familiarisation tours around the country to see the product for themselves.

Tour operators, hoteliers, activities and attractions from across England, Scotland, Wales and Ireland are present as well as



senior executives from VisitBritain.

Some of the Aussie delegation are **pictured** above, from left: Lucy of Outdoor Travel; Mark Haynes, VisitBritain manager Australia and Nicky Ross, Access UK Holidays.

And **Inset** is David Dunkley of Venture Holidays SA with Jeff Clarke of Infinity Holidays.

Lots more pics from ExploreGB at facebook.com/traveldaily.

Today's issue of *TD* is coming to you courtesy of VisitBritain, which is hosting the inaugural ExploreGB trade show at Ascot Racecourse near Windsor.

ROYAL Ascot Racecourse was chosen as the venue for the inaugural VisitBritain ExploreGB event, because it is the "biggest and best racecourse in the world" - matching ExploreGB's aim to connect the world's best buyers with the best UK suppliers, says VisitBritain ceo Sally Balcombe.

The event sees 250 buyers from 51 countries meeting up with over 250 suppliers from England, Scotland, Wales and Ireland, giving smaller suppliers exposure to the global market.

The program has already been hailed a success with more than 25,000 meetings scheduled across the two day event.

It is hoped that ExploreGB will become a regular occurrence to build UK tourism, with Britain recording record years of growth in 2013 and 2014 and the trend expected to continue in 2015.

The venue for the 2016 event has been announced as the city of Liverpool.

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Starwood Uber pact

STARWOOD Hotels & Resorts Worldwide loyalty program SPG has launched a new strategic partnership with Uber, enabling members to earn Starpoints when taking a Uber ride.

The hotelier said the new deal enhances the guest experience by "ushering in the next generation in travel rewards".

SPG (Starwood Preferred Guest) members will earn one Starpoint for every \$1 USD spent on Uber rides, with bonus points also awarded while in-stay as follows:

- 'Preferred' SPG members will score 2 points per \$1 spend;
- 'Gold' & 'Platinum' members will receive 3 points per \$1 spend;
- 'Platinum 75+' members will earn 4 pts per \$ spend.

The global pact is open in every market where Uber operates.

Uber ceo Travis Kalanick said the partnership with Starwood was "a natural fit" for the group.

To access the benefits, SPG members need to link existing accounts at spg.com/uber and complete one qualifying stay in the calendar year at any Starwood hotel worldwide.

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Delta wi-fi upgrade

PASSENGERS flying with Delta Air Lines on long-haul domestic, Latin American and Caribbean routes will benefit from faster & expanded wi-fi coverage in 2016.

The carrier has announced a new deal with Gogo to fit out over 250 narrow-body jets with satellite-based technology, upgrading from the currently used air-to-ground technology.

Dubbed '2Ku', the new tech is expected to deliver peak speeds of 70 Mbps at launch, which is 20 times the bandwidth of the existing product.

Aircraft to receive the new wi-fi service include DL's Boeing 757-300s and -200s, 737-900ERs and -800s & Airbus A319s.

Delta's new international fleet will also be fitted with the faster 2Ku tech when they enter service.

Uluru day tours brox

A GUIDED tour around the base of Uluru features in AAT Kings just released 12-page 2015/16 Uluru Day Tours brochure.

The program is primarily made up of half day trips along with a full day tour to Kings Canyon, offering both adult & child prices.

For more info, see aatkings.com.

NZ-ACT flights push

LOBBYING for the introduction of direct flights to Canberra from New Zealand will be a focus of talks between NZ Government Ministers and Australia's Chief Minister Andrew Barr this week.

Barr will push the case for long flagged non-stop flights to the nation's capital, seeking to capitalise on the busy air route for local tourism and business, *Fairfax* reported this week.

Talks with officials at the City of Wellington are being pitched for capital-to-capital flights.

Thursday 26th Feb 2015



THE ATEC (Australian Tourism Export Council) National Board held a meeting on the Sunshine Coast at Spicers Tamarind Retreat this week, providing the big-wigs with a chance to gain a first hand appreciation of the region as an inbound tourism destination.

During the two-day planning retreat, ATEC managing director Peter Shelley and the Board met with several local members.

The general consensus among local operators was the number of int'l visitors to the region continues to grow - up 9.4% year-on-year for the 12 months to Sep - as awareness of the destination expands in key markets.

"The visit certainly reinforced the strengths of the Sunshine Coast including its range of natural experiences, quality food and accommodation options and local experiences like the markets," Shelley remarked.

"Access to the region is also convenient for international travellers with the relatively short drive from Brisbane Airport."

The ATEC National Board are

pictured and include, from left Peter Lloyd, Quadrant Australia; Gary Paterson, AOT Grp; Denis Pierce, ATEC chairman; Jacqui Walshe, Southern Travelnet; Paolo Gambino, Cairns Plaza (branches representative); Yann Durosell, Batmans Hill Hotel; Michael Nelson, Pinnacle Marketing and Peter Shelley, ATEC managing director.

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UU buys Dreamliners

AIR Austral has inked a deal with Boeing to purchase two 787 Dreamliner aircraft, featuring a two-class cabin with 242-seats to be delivered in May & Oct 2016.

One&Only at Press Club



ABOVE: One&Only Resorts last night hosted an intimate dinner for key industry partners at The Press Club restaurant in Melbourne, run by celebrity chef George Calombaris.

A stunning bespoke menu was served, with each course evoking a different part of the One&Only portfolio including its properties in Dubai, the Whitsundays and now the Blue Mountains.

Pictured above in Calombaris' "experimental kitchen" is newly appointed Emirates One&Only Wolgan Valley Resort gm Michael Payne; George Calombaris; Anna Guillan, Kerzner Resorts and Giovanna Coelho from Atlantis The Palm.

MU AKL schedule

CHINA Eastern has loaded its 2015/16 seasonal services from Shanghai Pu Dong to Auckland, with thrice weekly services to operate commencing 04 Oct.

Anantara Dubai Crk

MINOR Hotel Grp will expand its portfolio in the United Arab Emirates with a new Anantara property earmarked to open in Dubai in early 2018.

Anantara Dubai Creek Hotel will be located in Culture Village - the same precinct where Palazoo Versace Dubai will soon open - and will feature 290 rooms, a spa, range of restaurants, bars & more, offering waterfront views.

Rocky wants groups

CONFERENCE organisers will receive free access to a Lounge Car on the Rocky Mountaineer for groups when booking an entire SilverLeaf Carriage for a function.

Qualifying groups booking a charter SilverLeaf Carriage before 21 Apr can take advantage of the special promotion, valued at CAD\$15,000, or alternatively obtain a 15% discount on the total cost of the carriage.

CH South Pac brox

FIJI'S 'adventure playground', Pacific Harbour and outer islands feature in new standalone sections in Creative Holidays' newly released 2015/16 Fiji & South Pacific brochure.

MD James Gaskell said the wholesaler has enhanced the guide's sections covering the Cook Islands, New Caledonia, Vanuatu and Samoa as a result of increased demand for the region.

A new Island Weddings section has also been introduced to capitalise on interest in the niche sector, with other enhanced features including larger and clearer maps and reasons to visit.

Cruise Critic local site

FORMER Cruise Weekly editor Louise Goldsbury has been named as the senior editor of the newly launched Cruise Critic Australia website.

The local site has been tailored to feature reviews of cruise ships popular with the Aussie market.

"With more than 200,000 Australian cruisers already planning their trips with Cruise Critic, we wanted to offer an experience catered specifically to those travellers - pricing, deals, tips and reviews to make planning a cruise even easier," Cruise Critic editor-in-chief Carolyn Spencer-Brown said this morning.

See www.cruisecritic.com.au.

KE ups China routes

KOREAN Air is adding four new routes into China with new services between Seoul Incheon to Hefei and Nanning commencing 30 Mar.

Other new routes include Jeju to Guiyang starting 11 May & Daegu to Shenyang, commencing 22 Jun.

Flight operations range from three to five weekly services.

WIN TICKETS TO THE FRENCH FILM FESTIVAL



Celebrating its 26th year in 2015, the Alliance Française French Film Festival will kick off this March, with New Caledonia Tourism as a proud sponsor. The festival is a highly anticipated and popular event on the Australian cultural calendar. Australian audiences will be treated to the finest selection of contemporary French movies, with something to suit everyone's taste. Blockbusters and independent films alike screen over eight weeks in eight cities around the country.

To win a double pass to the French Film Festival, be the first person to send the correct answer to the following question to: frenchfilmfestival@traveldaily.com.au

What is the name of the main beach in Noumea where most of the hotels are located?

Congratulations to yesterday's winner Amanda Washington from Harvey World Travel Eastgardens!



InterCon Fiji kids F&B

CHILDREN staying at the InterContinental Fiji Golf Resort & Spa have a new range of food items to select following the roll out of a new menu to cater for their diverse tastes and flavours.

All meals have been road tested and given the stamp of approval by a panel of children from InterCon's signature kids club, Planet Trekkers.

Designed by renowned nutritionists, cuisine incorporates mostly local produce, with chefs using less salt and oil during food preparation, the resort said.

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Reforms urged for int'l tourism

THE Productivity Commission has today released its research paper on Australia's international tourism industry, highlighting a need for "further innovation and adaptable regulators if it is to respond to vigorous global competition to attract visitors".

The study determined more was needed to be done to allow the industry to adapt to changing consumer preferences and emerging digital technologies.

"Digital platforms that enable sharing of tourism-related products present an opportunity to stimulate innovation in the tourism industry by providing an additional source of competition to traditional providers of these products, such as travel agents and hotels," the paper states.

"They enable property owners to earn income from under-used assets and provide visitors with great choice and more lower-priced tourism options", the paper reads, citing organisations such as Airbnb and Stayz which can provide alternative accom options for different budgets.

A number of reforms that would benefit the tourism sector, and the economy, were suggested.

Commissioner Warren Muddy said development approval processes for tourism related infrastructure investments are costly to developers, businesses

and communities, urging previously recommended reforms be adopted in a "timely manner".

The paper addresses int'l destination marketing & major events which it says often overstate net benefits of the activities to the community, "highlighting a need for rigorous & transparent economic analysis to determine whether the govt expenditure is warranted".

Further, the Commission said there is "very little leverage to be gained" in international negotiations from restricting access to any Australia airport, with the possible exception of Sydney Airport, adding liberalising access to major gateways would provide net benefits to the international tourism industry.

The Commission said it does not share Qantas' view that an increase in capacity for the purpose of promoting inbound travel has instead promoted outbound travel (**TD** 28 Jan).

"An imbalance between outbound & inbound tourism does not represent a net cost to the Australian community. There are welfare benefits associated with Australian residents travelling abroad, particularly if they are able to travel at a lower cost and access more frequent air services to a wider range of destinations," the paper says.

\$40b DHS lifeline

THE US Senate has moved to break an impasse for US\$40b financing for the Dept of Homeland Security (**TD** yesterday), to avert a partial shutdown of the agency.

What a stunning Conchita!

HEARTS will definitely be a-flutter at today's **Travel Daily** competition entrant.

This beguiling Conchita is actually Janeene Lewis from italktravel in Kensington, Vic.

Janeene says this is one of her best Conchita looks, but "I have many which surprised me!"

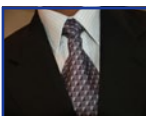
She said she's also available to be booked for any industry events.

Janeene is now in the running for this month's TD competition, in which the Austrian National Tourist Office is offering a place on a once-in-a-lifetime global mega famil in May to attend the 2015 Eurovision Song Contest.



Entries close at the end of this week - for details see the competition box at left.

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, send us an email at appointments@traveldaily.com.au.

Air New Zealand's Commercial Strategy and Alliances Manager, Australia **Michael Zorbas** has been named as Chair of the **Star Alliance Country Steering Committee**. The position will see Zorbas lead Star Alliance's network activities in Australia, with duties including liaising with industry partners and promotion of Star's global network and services.

Ashley Hansen has been promoted to Regional Director of Sales & Marketing and Starwood Sales Organisation in the Pacific for **Starwood Hotels & Resorts Worldwide**. The dual role will see Hansen responsible for all aspects of sales & marketing management with the region, while also overseeing Starwood's Sales Organisation with offices in Sydney, Melbourne, Auckland and soon-to-open in Brisbane.

AirAsia X Berhad has announced the appointment of **Cheok Huei Shian** as Chief Financial Officer, reporting to Acting CEO Benyamin Ismail.

Tourism Fiji has recruited former AAT Kings staffer **Cornelia Schutz** as its Market Manager for Germany, Austria & Switzerland, starting 01 Mar.

Qantas today announced the retirement of Director Garry Hounsell after 10 years with the Board. Chairman Leigh Clifford praised Hounsell's contribution to the carrier for past 10 years, saying he has brought "valuable perspective to Board deliberations" since appointed in 2005.



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BUSINESS DEVELOPMENT MANAGER
SYDNEY – EXEC SALARY WITH 110 OTE

Are you experienced in sales and can you hit the ground running? Make your mark securing new business! These fantastic new roles are a great opportunity to get ahead with a market leader. Your experience in sales has given you the skills in developing leads, building relationships and signing up valuable new business. If you are hungry for success and career progression this company will offer you all that and more so apply now!

* VARIOUS ROLES *

TRAVEL ACCOUNT MANAGER
SYDNEY CBD – PACKAGES BETWEEN \$90-110K

Are you the master in keeping relationships strong and enjoy day to day management of clients? This fantastic role is an exciting opportunity to join a market leader. We are looking for polished and professional individuals who know how to deliver outstanding account management services to their clients, building rapport and analyzing data to effectively manage their business. Strong communication and interpersonal skills are essential. Apply now!

* NEW ROLE *

DIGITAL MARKETING MANAGER
CENTRAL SYD LOCATION – UPTO \$85K PACKAGE

This travel company provides an award winning service to the discerning traveller and is looking for a marketing extraordinaire. The role has a broad spectrum but will focus on implementing winning strategies that will engage consumers with the brand. This is your chance to showcase your digital B2C marketing experience and move to a company that continues to grow and can offer ongoing career advancement and progression.

TECHNOLOGY & PEOPLE SKILLS

IMPLEMENTATION MANAGER
NORTH SYDNEY – UPTO \$80K PACKAGE

This leading travel management company is looking for a customer focused candidate who is a technology expert. You will be the first port of call for BDMs and Account Managers in relation to configuration, implementation, changes and process impact. You will be responsible for implementing new business with the focus on a smooth transition for the consumer and operations. Apply now for a confidential chat.

BUSINESS DEVELOPMENT - EVENTS

BUSINESS DEVELOPMENT MANAGER – EVENT TRAVEL
MELBOURNE – SALARY PACKAGE TO \$100K (OTE)

With the event travel sector still booming, we have a rare opportunity on offer to an experienced Business Development Manager. Targeting the event travel space, you will have proven success identifying & securing new business within the event travel management sector. Through proactive sales activity & developing strong relationships, your opportunity to earn is in excess of \$100,000 in your first year!

MANAGING KEY ACCOUNTS

ACCOUNT MANAGER
MELBOURNE – LUCRATIVE SALARY PACKAGE

How would you like to work for an organisation where you will be managing high profile academic accounts, working amongst a professional team and company who offers future scope for your career development? It will be your role to effectively communicate client objectives across the business, as well as resolving any escalated issues and maintaining superior service delivery levels. Corporate Account Management experience essential.

A ROLE LIKE NO OTHER

GENERAL MANAGER
MELBOURNE – SALARY PKG TO \$88K + PROFIT SHARE

Our Client, a leader in their field, requires a strong General Manager with solid people management experience, preferably in a boutique travel environment, to assume direct management responsibilities.

You will be responsible for providing leadership and direction to your team of consultants, driving, developing and managing the team to achieve results & support business growth. Join this winning company today.

SHOOT FOR THE MOON!

GENERAL MANAGER
BRISBANE CBD – UP TO \$110K PKG + BONUSES

Are you an experienced general manager looking for your next challenge? We have an amazing opportunity to join this successful travel company as General Manager. Previous experience running a successful travel operation and leading a team is essential, along with proven ability to build good working relationships, being a creative thinker, strong communicator & having commercial expertise is a must. An executive salary package + bonuses is on offer.

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Working in partnership with the Australian Travel Industry

Luxury Travel Consultant

Brisbane, \$80k-90k OTE, Ref: 1597HB1

Leave the worries of running your own travel franchise behind...a fabulous opportunity for a highly skilled luxury travel consultant with their own high earning client data base. Why not join the stability of a well established high end agency who are offering a competitive guaranteed base wage, huge earning potential, flexible working hours, to die for famils and the chance to work for a fantastic employer who truly believes in work life balance. Located in the affluent inner west of Brisbane.

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

Luxury Inbound Travel Consultant – Work from Home Sydney, Up to \$50,000 + Super, Ref: 140MB1

Are you an inbound Travel specialist that has experience in Tailor-made Luxury Travel Itineraries? Would you like to be rewarded with an excellent base salary? Can you quickly & efficiently turn a basic enquiry into a booking? A leading Luxury Travel company specialising in Luxury Inbound Travel are keen to recruit a Travel Consultant to manage their telephone, e-mail and internet enquires whilst pro-actively building rapport and turning enquiries into bookings to build a solid client base.

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

Luxury Travel Specialist

Melbourne, \$40k-\$50, Ref: 1656MD3

My client is offering Monday to Friday hours, fantastic like minded travel team, social events, generous starting salary and yearly famils! Working with a fantastic call centre team, taking client inquires over the phone, email and internet. You will be booking luxury hotels, flights, transfers and tours directly from the public and from travel agents. Successful candidates will have at least 3 years experience in the travel industry within a similar role and competent on a GDS.

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

Multi-Skilled Travel Consultant

Perth, DOE, Ref: 1506LB5

This boutique travel agency in West Perth are looking for another amazing travel consultant to add to their team ASAP! If you are an experienced travel consultant keen on dealing with some corporate accounts along with retail enquiry, including cruise, then this is the role for you! To be considered you will ideally come from a Sabre GDS background with recent solid experience in providing silver service when it comes to your clients. This is a rare vacancy interviewing now!

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

Business Development Manager

Brisbane, OTE \$70-75K, Ref: 1604AW1

We have an amazing new role in Brisbane for an experienced Business Development Manager. If you enjoy providing solutions to corporate clients and networking within the travel industry, this role may be for you! You will be driven, passionate about sales and able to provide tailor made solutions. You will have proven experience in canvassing and developing existing corporate accounts. You will be looking for career progression opportunities and working for the best within the industry!

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

Leisure Travel Consultant

Southern Sydney, Up to \$65,000 + Super, Ref: 1606SZ1

Great opportunity to work within a reputable and well respected retail agency has become available for the right consultant with the right attitude! Working with a small but tight knit group of experienced consultants, you will be apart of a supportive and friendly working environment. This agency has a strong focus on providing a personalised service to clients and require someone with min 3 years experience and is professional and presentable. Sabre GDS knowledge preferred but not essential.

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

Business Development Manager

Melbourne, Competitive Base salary, Ref: 1599DV2

Are you an experienced Business Development Manager on the lookout for a new and rewarding challenge? Do you have a passion for sales and lead generation? My client has an opening for an enthusiastic sales focused Business Development Manager to join their successful team! The winning candidate will be acquiring new corporate travel business in accordance to set targets and be a savvy individual who creates successful business by their ability to identify and win new accounts!

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

Senior Travel Consultant

Adelaide, DOE Ref: 1605LB1

Currently there is a fantastic opportunity for a travel professional with ideally 2+ years experience within a leading travel company in Adelaide. You would be joining a small team working with both domestic and international high end product. This is a rare senior role for those with a proven background in silver service as well as sales, and will attract consultants willing to go that extra mile for their clients. Those with experience working on Galileo and Crosscheck preferred.

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch