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Tuesday 9th June 2015

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Qantas to join NDC trial

QANTAS is set to take part in a pilot project under IATA's New Distribution Capability specifically with the aim of distributing QF's Chauffeur Drive capability via a "third party channel environment in cooperation with an Australia-based industry partner".

The move was revealed overnight during the IATA agm which kicked off today in Miami, with QF becoming one of 24 carriers trialling the NDC.

During the agm, IATA ceo Tony Tyler revealed the organisation now expects the global aviation industry to make almost \$30 billion in net profit this year.

He also unveiled a new MoU with Mexico for a future airport in Mexico City (**TD** 17 Dec 2013), and urged deeper partnerships between the industry and governments across the globe on safety, security, infrastructure, regulation and the environment.

Qantas ceo Alan Joyce and head of international Gareth Evans are both attending the agm, with Evans confirming yields continue to improve as fuel prices decline, while competitor capacity growth has slowed, *Fairfax* reports.

Scenic North America

SCENIC this morning released its 2016 Canada, Alaska & USA program, featuring seven new itineraries, more Scenic Enrich events and Freechoice activities.

It's the second brochure featuring Scenic's new brand.

Nauru 'island hopper'

NAURU Airlines will commence operation on a new Micronesia Island Hopper route this week, with the service to be operated using a Boeing 737-300 aircraft.

The once weekly flights will fly Nauru-Tarawa-Majuro-Kosrae-Pohnpei, with the service timed to allow same day connections from Brisbane and Nadi via Nauru.

Today's issue of TD

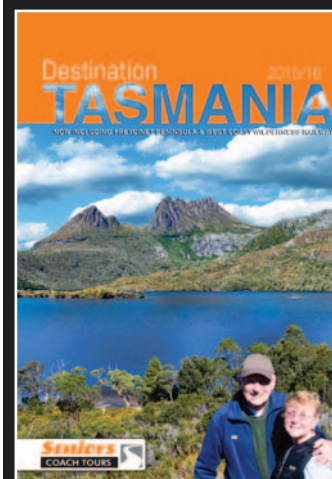
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- Corporate Traveller job ads

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GA boosts JKT-AMS

GARUDA Indonesia is rejigging its European flights, adding a sixth weekly frequency on the Jakarta-Amsterdam route.

The changes will see GA fly Jakarta-Singapore-Amsterdam thrice weekly and JKT-AMS-LGW also three times a week.

Air NZ, Air India to c'share

AIR New Zealand today announced a new codeshare agreement with fellow Star Alliance carrier Air India, with the deal sealed between NZ ceo Christopher Luxon and AI chairman & md Rohit Nandan at the IATA annual general meeting in Miami overnight.

Air NZ will codeshare into "several Indian cities over multiple gateways," while Air India will be able to access the New Zealand market on Air NZ's Tasman flights connecting to AI's current Sydney and Melbourne services.

NZ ceo Christopher Luxon said "the sheer size of India and its growing middle class make it an aviation force that will positively impact international traffic flows".

He said that close to 90,000 people currently travel between India and New Zealand every year "and this number is growing. "This codeshare agreement

will provide greater choice and convenience for those travelling between our two countries in both directions," he said.

Tickets for the new codeshare services are expected to go on sale later this year.

DNSW joins Carousel

DESTINATION NSW is claiming a first by becoming the initial local tourism organisation to utilise the new "Carousel" advertising format launched by social media network Instagram.

Instagram Carousel debuted in the US in Mar, placing branded content within users' Instagram feeds via multiple images which click through to a website.

The platform has just been released in Australia, and DNSW will showcase the state over 30 days with images of Sydney which aim to further boost visitation from the domestic market.

Tianjin next to open

TIANJIN has become the 14th Chinese city to open up to transit visitors, adopting a 72-hour visa-free stopover policy last week.

Available to visitors from 51 nations, the visa allows stays of up to three days before moving on to a third country.



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Tuesday 9th June 2015

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June travelBulletin out now

SUBSCRIBERS to *travelBulletin* have now received their copies of the Jun edition which includes details of Australia's most comprehensive travel industry salary and employment survey.

The study, which found significant disparities in the remuneration of men and women in the industry (**TD 02 Jun**) has been sliced and diced by editor Louise Wallace in the cover story.

The Jun *travelBulletin* also includes reports on the recent TRENZ and Arabian Travel Market shows, while destination features include South East Asia, USA, Bali and Japan - not to mention a section on sustainable tourism and our popular careers feature.

There are columns from AFTA, CLIA and ATEC while regular contributors Ian McMahon and



Steve Jones provide their usual insightful commentary on the latest industry developments.

To subscribe to *travelBulletin* for just \$30 per year go to travelbulletin.com.au/shop, and to view the issue **CLICK HERE**.

AF mulling GDS fee

AIR France is reportedly looking at following Lufthansa in levying a GDS fee on agent bookings in an effort to improve ticket revenues.

"It's a key issue, an absolutely key issue for us. We are evaluating the option," Air France chief exec Alexandre de Juniac said.

According to *Reuters*, bosses at British Airways and Alaska Airlines have applauded the Lufthansa move but stopped short of saying whether they would follow suit.

Air China to Montreal

BEIJING-BASED Air China has confirmed the 29 Sep debut of direct flights between Beijing and Montreal, to operate in partnership with Air Canada.

Initially operating thrice weekly, the route will be the first "transpacific direct link between Asia and Montreal" and will also see Air China's CA code placed on Air Canada flights from Montreal to other ports in Canada.



Window Seat

THE Gods must have been mad.

A group of overseas tourists who felt like risking their liberty by stripping naked on top of Mount Kinabalu are now being blamed for an earthquake which struck the region late last week.

Parts of Kota Kinabalu are cleaning up and assessing the damage after 16 people were killed in the quake.

Sabah Deputy Chief Minister Tan Sri Joseph Pairin Kitingan has laid the blame squarely at the tourists' (bare) feet for their "uncivilised & disrespectful" act, saying he'd had a premonition something bad would happen.

"Whether other people believe this or not, it's what we Sabahans believe. When the earthquake happened, it's like a confirmation of our beliefs," the Minister told Malaysian media.

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MTA members set for a slide



ABOVE: These adventurous MTA - Mobile Travel Agents consultants and support staff were certainly not "board" during a recent family taking in Queensland's Tangalooma Island Resort.

As well as sand surfing on the resort's fabulous dunes, activities included quad-biking and hand-

feeding some playful dolphins.

Pictured enjoying some stunning sunshine are, from left: Shayne Tiplady, Dillah Shahab, Katrina Casey, Tracey McManus, Sally Gorringer (MTA bdm Qld/NT/SA), Chantelle Dalla Vecchia (MTA head office support), Sonia Jones, Michelle Johnston and Rhiannon Dunkley.



Marriott Taipei debut

MARRIOTT International will expand into Taiwan next month with the opening of the new Taipei Marriott Hotel.

Offering 320 guest rooms and suites as well as four restaurants, the property is described as "the largest integrated destination complex in Taipei," with an adjacent convention centre, luxury apartments and a high-end shopping centre.

It will be located in the Dazhi district, around ten minutes from Songshan International Airport.

Ritz into Mandarin

MANDARIN Oriental will add a second property in Spain to its luxury collection, announcing it will invest US\$148 million jointly with a Saudi-based consortium to buy and redevelop the Hotel Ritz.

It will be the group's first hotel in Madrid and second in Spain after the Mandarin Oriental Barcelona, built new in 2008.

Tom Dery AO

FORMER Helloworld chairman Tom Dery was named an Officer in the Order of Australia (AO) in yesterday's Queens Birthday honours for distinguished service to the not-for-profit sector.

Dery, who stepped down from Helloworld last year (**TD** 27 Aug 14) has been chair of the Australian Cancer Research Foundation since 1999.

Other community organisations he has been involved with include the Baker IDI Heart and Diabetes Institute, the Sydney Dance Company and Sydney's Queenwood School for Girls.

A350-900XWB to PHL

PHILADELPHIA will become the next airport to welcome Qatar Airways' Airbus A350-900XWB aircraft, GDS displays indicate.

The Doha-based carrier's plans show the new aircraft will take over the route currently flown by 777-200LR aircraft from Jan 2016.

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CONGRATULATIONS

Darren Burgess

from *Flight Centre*

Darren is the top point scorer for Round 17 of *Travel Daily's* Super XV Rugby industry footy tipping competition. Darren has won a gift pack from Emirates.

Major Prize:

Two return Economy Class airfares to Dubai with Emirates

BYOjet May up 9%

BYOJET parent Disruptive Investment Group this morning confirmed a third consecutive "all time record sales month" for the online travel business.

During May the company's TTV exceeded \$9.62 million, up 9% from another record set the previous month.

"As the BYOjet Group continues to deploy its expansion initiatives across Australia, New Zealand and Singapore, its technology and partnerships have consistently resulted in month-on-month growth," the company said.

"In particular the international platforms performed exceptionally well as BYOjet Group has been successful in penetrating a profitable and growing sector in international markets," the update added.

BYOjet continues to focus on improving its results through the cross-selling of other services such as accommodation, car hire, holiday packages and accommodation which produce a "materially higher profit margin" and currently account for less than 10% of total sales.

Disruptive Investment shares were also this morning placed into a trading halt by the company, pending a capital raising announcement.

DoubleTree for Hilo

THE 388-room Hilo Naniloa Hotel on the east side of Hawaii's Big Island will be rebranded as the Naniloa DoubleTree by Hilton, with renovated rooms open in Q3.

Spoilt Bratz bask in a Ham fam



EIGHT top-selling agents from Infinity Holidays were recently treated to an all-encompassing tour of Hamilton Island as part of a Spoilt Bratz internal incentive.

The wholesale consultants were whisked off to the island for a brief taste of many of the island's idyllic offerings, hosted by Hamilton Island account manager Australia/NZ Michelle Burns.

Highlights included a snapshot of pure luxury as the group were hosted at qualia for a delectable

lunch full of gourmet delicacies.

The group also ventured out to the sparkling Whitehaven Beach, regularly voted one of the best beaches in the world.

Plenty of time cruising the blue waters was also included.

Pictured above from left is the group, which consisted of Amanda Joe-Asare, John Pringle, Michelle Burns, Zac Onfray, Roision O'Doherty, Phoebe Esler, Zsana Raerino, Christine Hall, Brianna Joseph and Paddy Judge.

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Qld hits hole in one for Daniel



BANDING together once again to raise awareness for the safety of children, the travel industry in Queensland raised a considerable \$19,000 contribution to the Daniel Morcombe Foundation.

The annual 'Drive for Daniel' charity fundraiser took place this year at the Carbrook Golf Club under picture perfect sunny skies.

More than 140 players took to the course on the day, another sold out occasion which saw more than \$30,000 in prizes up for grabs in the Ultimate Raffle.

Prizes ranged from electrical goods, travel vouchers, holidays with international airfares, hotel stays and much more.

The event was the fourth annual running of the event, with the total funds raised now surpassing \$60,000 since its inception.

Next year's event is already in the calendar for 18 Mar 2016.

Pictured above at the cheque presentation ceremony from left is Peter Balmer, Sharon Hando, Denise Morcombe, Bruce Morcombe, Scott Wagstaff and Kim Tomlinson.



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Brisbane Wed 10 June
Adelaide Tue 16 June
Sunshine Coast Wed 24 June

Future events in: Northern NSW & Perth

CZ adding Vietnam

CHINA Southern Airlines will launch flights to Vietnam this month, with the 20 Jun debut of thrice weekly 737 flights from Guangzhou to Nha Trang.

AFTA expands HR services

AFTA has today announced a new online tool to help its members manage their HR policies and documents.

Dubbed 'HR Advance,' it is a dedicated portal which also allows users to access current information as well as create documents including Contracts of Employment customised for each business.

It includes 26 "legally compliant documents" including job description forms, warning letters, pay slips and a range of policy documents covering areas such as anti-discrimination and equal employment opportunity, leave, parental leave, conflict of interest, social media and more.

"AFTA is dedicated to elevating industry standards and providing

travel agents with the tools and resources to support best practice in everyday business operations," the Federation said.

AFTA members are eligible to receive access to the tool at a "heavily discounted rate," with the first 50 to subscribe receiving a yearly subscription for \$90+GST compared to \$500+GST normally.

The new member benefit has been sought on behalf of AFTA by Australian Business Consulting Solutions.

See afta.hradvance.com.au.

Travelport LCC deal

TRAVELPORT has announced its first ever global content, merchandising and marketing agreement with Korean low-cost carrier Jeju Air.

The multi-year deal sees the content, including web and group fares, already available via Galileo with expansion to Worldspan agents in the coming months.



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CONGRATULATIONS

Tim Hakens

from *i design travel*

Tim is the top point scorer for Round 10 of **Travel Daily's** AFL industry footy tipping competition. Tim has won a gift pack and Lonely Planet guide from Tourism Ireland.



Major Prize:

Two return Economy Class airfares to Dubai with Emirates

Spain spots available

THERE are still limited spaces for agents wanting to learn more about Spain at the upcoming Tourism Spain roadshow taking place next week in Melbourne and Sydney - for details, email richard.leonard@connexu2.com.

WRD adds in Samoa

SAMOA'S Le Lagoto Resort on Savaii has rejoined the World Resorts of Distinction portfolio.

The boutique property offers ten bungalow rooms and two family rooms, offering "the modern conveniences of a large resort in an intimate, idyllic setting" according to WRD managing director Fiona Wozney.

For more info on the resort, see www.lelagoto.ws.

HRG, Visa partner for Europe "Lodge Card"

GLOBAL TMC HRG has partnered with Visa to launch a 'Central Travel Account' lodging card solution for clients in Europe.

Visa's Central Travel Account is a centralised payment solution which is claimed to give clients total control and visibility of their travel spend.

Vietnam keen to build

A MASSIVE new airport outside of Ho Chi Minh City in Vietnam is on the drawing board in an effort to elevate the country to a regional economic powerhouse.

Vietnam is looking to build an aviation hub aimed at rivalling Singapore, Hong Kong & Bangkok.

Lawmakers in the country are applying pressure to government officials for approval to ensure work on the US\$15.8 billion is able to commence without delay.

Once open, Long Thanh Airport will aim to grow to cater to up to 100 million passengers annually.

It will be an ultra-long term project though, with construction to potentially run in three phases from 2018 to as far away as 2050 once all aspects are complete.

"Our country needs an advanced airport on par with the world," lawmaker Tran Ngoc Vinh said.

"If we're late, we lose this golden opportunity."

Club Med Mauritius magic



ABOVE: Club Med and Air Mauritius recently took this select group of WA agents to experience Club Med La Point aux Canonnières & Albion in Mauritius.

Highlights of the trip included a "Walk with the Lions" courtesy of Safari Adventures as well as plenty of Club Med hospitality.

The group is shown above being welcomed by Mehdi Kamali, recently appointed as gm of Club Med Albion (right).

Pictured from left are Mel Mulhall, TravelManagers; Lisa Baker, Broadway Travel; Jodie Foster, helloworld Mandurah Forum; Tracy Trivanovic, Magic

Travel; Stacey van den Akker, Travel Key Leederville; Fleur Thornton, Air Mauritius; Erin Smith, Club Med; Julie Watson, Travel on Dalkeith; Lorraine Wilson, helloworld Esperance & Rhonda Graham of Vivid Travel.

Towering Emirates

EMIRATES has signed yet another sponsorship deal in the UK - this time with the Spinnaker Tower in Portsmouth.

The tower is one of Britain's tallest landmarks outside of London, with the five year £3.5m deal seeing EK's red branding running up and down the length of the tower.

EK is the inaugural sponsor of the tower, with the carrier's president Tim Clark saying the arrangement "represents our vested interest in the UK where we currently operate 16 daily flights and where we are responsible for injecting and stimulating over £2.1 billion into the country's GDP each year".

The new branding will be in place for the arrival of the America's Cup World Series, sailing in Portsmouth from 23-26 Jul - which will also feature EK on the water as sponsor of Emirates Team New Zealand.

&Beyond expands

AFRICAN operator &Beyond has launched six new mobile camping safaris in Botswana.

The &Beyond Expeditions are privately guided and offer exclusive game viewing experiences in combination with "comfortable and fully serviced" mobile camping accommodation.

Trips range from six to eight nights and include Savute, Chobe National Park, Okavango Delta and Nxai Pans National Park.

The expeditions can be booked now and will run from Feb 2016 - see www.andBeyond.com.

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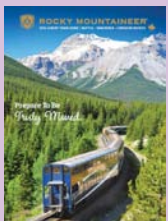
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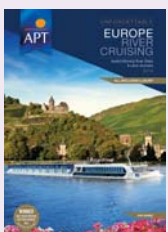
Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



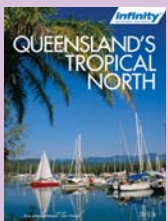
Rocky Mountaineer - 2016 Luxury Train Guide

Flying out to agencies across Australia from today, the new Rocky Mountaineer guide for 2016 offers a range of enhanced product in both SilverLeaf and the ever-popular GoldLeaf flagship. The newly extended Rainforest to Gold Rush route now runs from Jasper through to North Vancouver, incorporating the scenic Sea to Sky Corridor. The guide also offers handy hints and options to include in how to build the perfect Canadian rail holiday.



APT - Europe River Cruising 2016

Two new ships in the *MS AmaStella* and *MS AmaViola* join the APT fleet for 2016, further expanding the APT luxury capacity to 158 pax at a time. The latest guide provides an in-depth look at the Royal Collection of river cruises and onshore excursions including trips on the Majestic Imperator train, private castle visits and a musical soiree in Vienna. New rail trips on The Danube Express have been added, along with Bordeaux cruises.



Infinity Holidays - Tropical North Queensland 2015/16

Nine new hotels have been added to the Tropical North Queensland brochure now available through agencies. Of these, five are in the Atherton Tablelands, with growing visitor interest largely driving the boost in available inventory. Eleven new tours feature including a visit to the Mossman Gorge Visitor. Guests can take in the excitement of the Cairns Amateurs Racing Carnival.



Singapore Airlines Holidays - Beach Escapes 2016

Holidays to some of the most tranquil settings in Asia inclusive of flights with Singapore Airlines star in a new dedicated Beach Escapes guide released by SIAH. The guide features seven-night packages, all coming with an option to add a city stay in Singapore. Twelve resort properties in the Philippines are available, with Boracay, Cebu and Bohol all brand new destinations.

Traditional favourites such as Thailand and Vietnam are also on offer.



Sunlover Holidays - Gold Coast 2015/16

Already featuring a strong lineup of hotels, the Gold Coast guide from Sunlover Holidays has grown further, with extra day touring, suggested itineraries and more added. New properties in Broadbeach, Elanora and Palm Beach make their debut, each offering a unique holiday offering, depending on your style. Boasting a new layout, the program features car hire options, transfers both to and from airports as well as popular local theme parks.



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Applications close Fri 19 Jun 2015. Please [click here](#) for more details.



Chu oneworld chair

CATHAY Pacific ceo Ivan Chu has been nominated as the chairman of the **oneworld** airline alliance for the coming year, succeeding IAG ceo Willie Walsh.

As chairman of the alliance's Governing Board, Chu will act as "first among equals" for the ceos of the member carriers.

Celebrity incentive

CELEBRITY Cruises this morning launched a 72-hour sale on selected 2015 Europe itineraries, including competitive fares and US\$100 onboard credit.

Agents who book and deposit eligible itineraries before 10am on Fri 12 Jun will receive a \$300 prepaid Visa debit card.

More info 1300 754 500 or see www.cruisingpower.com.

Sign up to **Cruise Weekly** for all the latest cruise industry news.

Winglets cut fuel use

DESIGNERS of the unique Blended Winglet Technology have announced the component has saved a collective five billion US gallons (18.9 billion litres) of jet fuel on fitted aircraft worldwide.

This translates to a reduction of around 48.5 billion kilograms of CO2 emissions on commercial and business jet operators.

Winglets, designed by Seattle firm Aviation Partners, are now fitted on over 6,100 individual aircraft across more than 20 different aircraft models globally.

The curved-up ends on the end of wings, which are fitted to many aircraft flying in Australia, work by reducing drag, or wind resistance, and therefore fuel consumption.

Tuesday 9th June 2015

EY adds Accenture

ETIHAD Airways has announced a new collaboration agreement with global consulting firm Accenture "to support the implementation of its business transformation program to improve productivity, efficiency and enable growth".

Accenture will provide strategy and management consulting services in the areas of human resources, finance and procurement, working with technology partner SAP to implement a new Enterprise Resource Planning solution.

A new Testing Centre of Excellence will be established in Abu Dhabi as part of the project.

Etihad has also appointed PA Consulting to develop its shared services strategy, while tax and advisory firm Grant Thornton will implement "global best practice tax functionality".

QF New Cal renewal

THE International Air Services Commission has confirmed an application for Qantas seeking the renewal of a determination which allocates 239 weekly seats in each direction on the New Caledonia route.

The existing determination is set to expire on 20 May 2016, with the IASC now inviting other applications for the capacity with a 12 Jun 15 closing date for notice of intention to apply.



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Product Coordinator

Join our Product team and assist in the development and co-ordination of our international touring products.

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APPLICATIONS CLOSE 26 JUNE 2015

Mt Kinabalu normal

GROUND operator Destination Asia has advised all aftershocks in the Mt Kinabalu region of eastern Malaysia have subsided after an earthquake struck last Fri.

Emirates connects to rail

NINETEEN new destinations in regional and rural France have been added to the Emirates route network through a partnership with French railway firm SNCF.

The pact allows guests to buy a single ticket combining air travel with a rail journey to 19 cities and towns served directly from Paris Charles de Gaulle Airport.

Destinations available include Aix en Provence, Angers-Saint-Laud, Avignon, Bordeaux-Saint-Jean, Champagne-Ardenne, Le Mans, Lille-Europe, Lorraine, Lyon Part-Dieu, Marseilles Saint-Charles, Montpellier-Saint-Roch, Nantes, Nîmes, Poitiers, Rennes, Saint-Pierre-des-Corps-Tours, Strasbourg, Toulon and Valence.

Emirates' executive vice president and chief commercial officer Thierry Antinori said the pact complements the existing EK

services to Paris, Lyon and Nice.

"Emirates already flies more than 1.2 million passengers to and from France every year. With TGV Air, we're connecting French regions to our global network and facilitating inbound and outbound traffic," Antinori commented.

Lights out for Vivid

MIDNIGHT last night brought the closure of the Vivid Sydney Festival for 2015, hailed by all involved as a major success story.

The festival's opening weekend drew 280,000 people alone, with NSW Tourism Minister Stuart Ayres saying the festival captured the imagination of all visitors.

Over 500 speakers participated in 150 Vivid Ideas events during the festival, with 70 bands & 382 musicians entertaining visitors.

Journalist || Epping, NSW

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- Influential role
- Competitive salary

The Travel Daily Group is looking for the services of a proactive journalist to join the team and write across our expanding portfolio of online and print titles.

You have the overarching responsibility to prepare, write and edit copy for the daily publication of news in addition to ensuring deadlines and quality standards are achieved. You will manage coverage, suggest angles and leads, conduct interviews and participate in events in the pursuit of unique content generation.

If you have up to three years experience in journalism, are a talented self-starter, have sound understanding of desktop publishing and social media then this could be your next long term role.

To apply email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 15/06/15.

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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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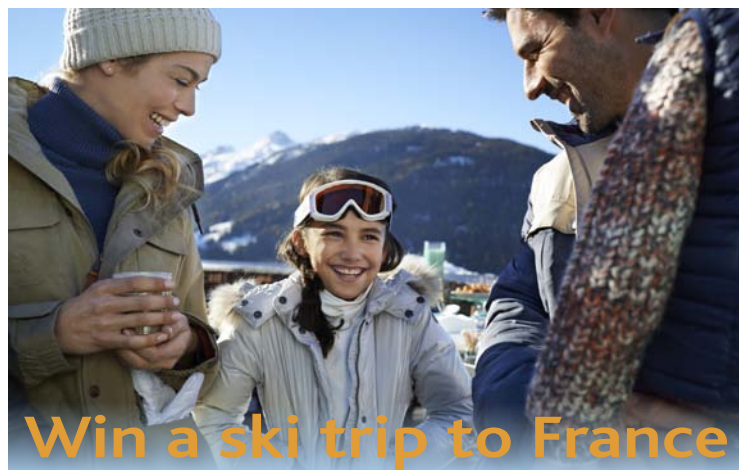
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Win a ski trip to France

This month *Travel Daily*, *Club Med* and *Air France* are giving readers the chance to win a ski trip to France. The prize includes:

- Return economy flights to Paris, France with Air France and
- Seven nights at a Club Med Ski Resort in France

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to clubmedcomp@traveldaily.com.au

Q6. Which Club Med children's club would a child aged 3 be placed in?

Club Med
Premium all-inclusive resorts

AIRFRANCE
Terms & conditions

Amadeus HK deal

AMADEUS has signed a strategic agreement with Hong Kong-based online travel agency priceline.com.hk, which is a joint venture between Hong Kong's Hutchison Whampoa and US-based priceline.com.

The new pact continues a nine year association between the companies.

Honolulu air upgrade

INFRASTRUCTURE upgrades will be carried out at Honolulu Airport after the facility was granted US\$16.5 million from the Department of Transportation to fund the works.

Much of the money will be spent on widening one of the runways, while \$500,000 will cover a replacement of a lighting system which allows flights to continue during periods of low visibility.

"The quality of our airports is critical to the success of our visitor industry and economy," Senator Mazie Hironi said.

The island is expecting a 7% rise in air traffic capacity this year.

Cuba door slams shut

AMERICANS are once again restricted on travel to Cuba after the Republican-majority in the US Senate voted to reinstate a half-century ban on the island nation.

Tourism was one of 12 approved reasons stated by the Obama administration in Jan (**TD** 16 Jan) aimed at relaxing restrictions on Americans visiting Cuba.

As a result, new scheduled air services and cruise itineraries between the mainland and Cuba now cannot proceed.

The motion was defeated 276 votes to 176, carried as part of a transportation funding bill.

Republican Congressman Mario Diaz-Balart said expanding flights and cruises to the island "would violate both the spirit and letter of U.S. law".

Dusit lands in China

THAI property group Dusit Hospitality will expand its Chinese footprint, announcing two new properties under its Dusit Thani and Dusit Princess will open in Shanghai in 2016 and 2019.



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NOT A TYPICAL SALES ROLE!

LEISURE SALES MANAGER

BRISBANE – SALARY PKG \$75K + SUPER + BONUS

A great opportunity exists to make this your own & join a luxury brand as a sales manager. You will be responsible for managing a territory, developing & implementing sales strategies, growing sales revenue & building strong ongoing relationships with key clients. This role will have you out and about on the road & does require interstate travel. Great salary package on offer. Must have previous experience with luxury hotels & leisure segment to be considered.

ARE YOU A SMOOTH OPERATOR?

CORPORATE TRAVEL OPERATIONS MANAGER

SYDNEY – \$85K - \$95K PACKAGE

Feel at home in this fast paced corporate office where you will be overseeing a team of skilled travel consultants. You will need proven leadership skills and have exceptional knowledge of corporate travel, training, & development and client relationship management. This role allows you to work with your fellow Operations Managers to manage the future growth and development which is on the horizon. Don't miss this opportunity to be part of this great team!

PROMOTE THE BEST – MARKET LEADER

BUSINESS DEVELOPMENT EXECUTIVE

MELBOURNE – SALARY PACKAGE TO \$70K

Bring your business development skills and agency network to a PREMIUM brand & be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the leisure market. Use your relationship building skills to secure new business, together with your strong ability to communicate. Join a LUXURY wholesale company today.

MAKE AN IMPACT TO CLIENT ACTIVITY

CORPORATE ACCOUNT MANAGER

SYDNEY – PACKAGES FROM \$85K

Are you the master at keeping relationships strong? As part of the Key Account Management team you will be responsible for the day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. You will be able to effectively manage their high volume business and present with excellent communication and interpersonal skills. This corporate TMC has all the tools you need to succeed.

TAKE THE TRADE TO SUCCESS

SALES & PARTNERSHIPS MANAGER

SYDNEY – FROM \$90K +

A unique opportunity in the market to manage a newly established product. Due to continuing growth the role will manage channels throughout Australia & New Zealand. You will be required to implement strategies and develop relationships to increase brand awareness in the market.

You will be required to travel both nationally & internationally with this global brand. Can you own relationships and be the face of this brand? Apply Now!

EARN TOP \$\$\$!

CORPORATE BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY OTE \$80K

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

THE PERFECT MIX

PROGRAM SOLUTIONS MANAGER

PERTH – SALARY PACKAGE TO \$75K

Are you looking to develop into an account manager role for a global company? Utilise your current experience and passion for delivering results in the travel industry. You will be focused on growing existing accounts for this global TMC with progression for growth. You will be a born networker who can demonstrate confidence and the ability to build and nurture relationships in a fast paced environment. Call the exec team and don't miss this fantastic opportunity!

MAKE YOUR MARK IN MARKETING

MARKETING BRAND CAMPAIGN MANAGER

SYDNEY - FROM \$90K + BONUS

An exciting newly created role for an experienced marketer to make their stamp for a leading travel company. You will be able to execute strategies across all channels, working closely with the marketing & sales team as well as their external media agencies. You will need to be creative and dynamic to work collaboratively with stakeholders. Do you have a minimum of 5 years' experience in a marketing role and direct report experience? This role is for you!

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Ben Carnegie

Event Director - Sydney

- ▶ A career making opportunity
- ▶ Global agency
- ▶ Excellent remuneration package

A well respected, high end agency seeking an Event Director for an annual event program. Previous experience in strategic event management, staff management & strong budgets management experience is ideal for this role.

We are seeking candidates that have worked in an event agency at a senior level with experience in any of the following areas: conferencing, incentives, special events or exhibitions. It's not so much the specific sector rather the overall knowledge of logistics, timelines, client relationships management and long term planning for events that ultimately grow and develop year on year.

A knowledge of the travel industry is also of major benefit for this role as target markets for this event cross over multiple industries. If you like a challenge and aren't afraid to get your hands dirty then this role should appeal to you!

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

Online Customer Service - Night shift!

- ▶ **Work 7 nights and get the next 7 completely off!**
- ▶ Good PC skills and reservations experience required
- ▶ Salaries \$45K pkg June start Sydney

Fun, dynamic company based in Surry Hills & close to public transport will see you work with an online booking tool servicing online enquiries from agents & the direct public.

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Online Travel Marketing Social Media - Sydney

- ▶ **Salary up to \$70K**
- ▶ Online web and social media focus
- ▶ Esteemed cruise brand

Seeking a broad range of experience in SEO/SEM & social media including Google adwords and analytics and online campaigns. Oversee brand representation both print & online.

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

Inbound Groups Consultant - Sydney

- ▶ **Fabulous work culture**
- ▶ Centrally located CBD office
- ▶ Salary to \$55K + DOE

Stable work environment where you will prepare group bookings and quotes including sourcing product and documentation for Australia's main tourist areas.

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

Cruise Consultants - Sydney

- ▶ **Work with trade in the cruise sector!**
- ▶ Fastest growing travel sector
- ▶ Salary to \$50K + super

A well-known cruising agency has a vacancy in their North Sydney office for an experience consultant. This company offers stability and prestige.

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

FIT Inbound Travel Cons - Sydney

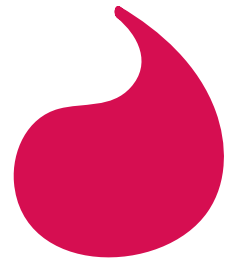
- ▶ **Stable company with low staff turnover**
- ▶ Boutique inbound travel company
- ▶ Salary starts at \$55K + super + incentives

Our client is a well-established, stable and reputable Inbound Travel Agency located on the fringe of Sydney CBD. They boast high retention & unique products - so don't delay!

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



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the one
that we want.



Travel Expert positions are currently available in the following locations:

Travel Managers

- **North Sydney & Norwest:** <http://applynow.net.au/jobs/F164499>
- **Brisbane:** <http://applynow.net.au/jobs/F166660>
- **Melbourne & Surrounds:** <http://applynow.net.au/jobs/F164013>

Business Development Managers

- **Melbourne:** <http://applynow.net.au/jobs/F167739>
- **Sydney:** <http://applynow.net.au/jobs/F189051>

Business Solutions Managers

- **Sydney:** <http://applynow.net.au/jobs/F189248>
- **Melbourne:** <http://applynow.net.au/jobs/F189262>

Account Managers

- **Brisbane:** <http://applynow.net.au/jobs/F189414>



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