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Travel Daily

First with the news

Monday 22nd June 2015



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Today's issue of TD

Travel Daily today has eight pages of news, a **SkyTeam** cover wrap & full pages from:

- AA Appointments jobs
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- Corporate Traveller job ads
- Air New Zealand

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Celebrity **X** Cruises

TA inks \$80m air p'ships

TOURISM Australia has penned new deals with Virgin Australia and Etihad Airways valued at \$80 million over the next five years to promote the nation to leisure and business travellers globally.

The deals were announced at TA's Australian Tourism Exchange being held in Melbourne.

The \$50 million deal with Virgin Aus represents the largest ever commercial agreement TA has entered into with an airline partner, and further cements their existing three year deal.

Tourism Australia md John O'Sullivan said building strong & sustainable relationships with airlines has become "a key plank in our growth strategy".

Coverage will span marketing promotions and trade & business events, with Virgin Aus ceo John Borghetti saying the renewed pact "demonstrates a significant increase in our investment and commitment to inbound tourism".

Borghetti said VA would work with its alliance partners - Etihad Airways, Air New Zealand, Delta Air Lines & Singapore Airlines - "to market Australia on the world stage in innovative and powerful ways".

Separately, Tourism Australia inked a \$30 million Memorandum of Understanding with Etihad Airways, building on its existing three year partnership.

"Together we add real muscle to Tourism Australia's efforts to promote tourism from overseas and enable visitors to see more of Australia while here," said EY boss James Hogan.

Etihad's primary focus will be to drive traffic out of the UK, Germany, France and Italy.

More from ATE on **page five**.

15 years of SkyTeam

SKYTEAM is celebrating 15 years in operation, with 1,050+ destinations - see **cover wrap**.



Air NZ Argentina fam

AGENTS keen to test their knowledge on South America have a chance at winning a place on Air New Zealand's seven-day famil to Buenos Aires next year.

So far, three spots on the famil have been filled, with another 17 left to fill - see **page 12** for details.

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Busselton expansion

THE Western Australian Govt has announced it will inject close to \$60 million into the expansion of Busselton Regional Airport in a move aimed at enticing east coast flights to the area by 2018.

Work is earmarked to begin in early 2017 on widening the runway, upgrading the terminal and adding new infrastructure.

"New infrastructure at the airport will enable new interstate airline routes, facilitating the movement of people from other states in Australia that will drive wider economic growth in the South-West," WA Premier Colin Barnett said on Sat.

Barnett said in the long-term the project hoped to encourage direct international flights.

Regional Development Minister Terry Redman added direct flights from the east coast cities will take tourism to the WA South-West "to a new level".

A new name for the airport will include Margaret River in the title.

Aussie Specialist revamp

A MULTI-FACETED approach to training travel agents about Australia will be adopted as part of a revamped Aussie Specialist Program, relaunched this morning at ATE 2015 in Melbourne.

Aimed at driving inbound visitation for Australia from all key

source markets worldwide, the key element of the reinvigorated program will be a new website available optimised for both desktop and mobile devices.

New resources will be rolled out onto a redesigned digital platform as part of the program, with a team of Aussie Specialist trainers being recruited to provide face-to-face training for travel sellers.

In addition to training modules, the platform will feature itinerary suggestions, fact sheets, news, destination FAQs, maps and more.

The program will be rolled out in 11 languages beginning in Aug.

AFTA ACCMC chair

STEVEN Heller, partner at accounting firm DFK Laurence Varnay has been appointed by AFTA as the new chairman of its Code Compliance Monitoring Committee, replacing Dr June Smith who resigned last week.

MEANWHILE, AFTA's renewed push for allied membership is intended for suppliers such as airlines, car rental providers and hotels, not wholesalers as stated by *Travel Daily* on Fri.

AFTA said the vast majority of industry wholesalers are already accredited in the ATAS program.

VA suspend SYD/AUH

VIRGIN Australia is advising agents it will be temporarily suspending its flights operations between Sydney and Abu Dhabi from 27 Oct to 06 Apr inclusive.

The suspension is due to scheduled maintenance of Virgin Australia's Boeing 777 fleet, and impacts VA29 (SYD/AUH) and VA30 (AUH/SYD).

Passengers booked on affected flights will be re-accommodated onto codeshare flights operated by alliance partner Etihad Airways.

Guests will be rebooked into Business or Economy Class on EY, while pax booked in Premium Economy on VA can upgrade to Etihad's Business for \$1,000 or downgrade to Economy, receiving a refund of \$390 per sector.

Travel agents can use the waiver code of SWF152506AUH15 to avoid additional fares, taxes & change fees for guests impacted by the cancellation of Virgin Australia's services to/from Abu Dhabi, until 31 Aug.

Nickelodeon Land?

SEA World Gold Coast has confirmed it will open a new multi-million dollar themed land in late 2015 based on Nickelodeon characters which will feature four new "kid-friendly" rides including a mini rollercoaster.

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Travel Daily

First with the news

Monday 22nd June 2015



ACCC Airservices tick

THE Australian Competition & Consumer Commission has ruled in favour of Airservices Australia's plan to boost prices on some of its monopoly services.

Among the changes are terminal navigation charges which will rise at 19 airports by between 0.2% & 3.5% and aviation rescue and fire-fighting service charges which will go up between 1.0% & 10.1% at 26 airports, effective 01 Jul.

The competition watchdog said that since 2011 when it approved the long-term pricing proposal, Airservices has improved its consultancy with industry.

Air NZ sells Safe Air

BLENHIEM-BASED aviation maintenance, manufacturing and design business Safe Air will be sold by Air New Zealand to Airbus Group Australia Pacific Pty Ltd, the parties announced today after signing a conditional agreement for the acquisition.

QF, VA tight May OTP

QANTAS achieved the highest on time performance (OTP) for arrivals and departures among major airlines on domestic routes during May, new government data released today shows.

The gap between Qantas and second placed Virgin Australia appears to be lessening, with QF at 89.6% and VA at 88.8% on arrival flights.

OTP for departures was closer, with QF at 90.8% and VA just behind on 90.3%.

Accor Super Sale

OVER 100 AccorHotels spread around the country are offering savings of up to 30% during the group's 'Super Sale', valid for stays between 10 Jul-29 Aug.

The promo includes free brekkie and is valid when booking online from today until 26 Jun.

Members of Accor Plus and Le Club AccorHotels can save an extra 10% - accorhotels.com.

Mantra Grp additions

CEO of the Mantra Group Bob East has confirmed the expansion of the group's BreakFree and Peppers brands domestically.

Effective 01 Sep, Mantra Grp will enter the Adelaide market for its Peppers brand, which will take over a CBD located 5-star hotel which will be rebranded as Peppers Adelaide Hotel.

Further, the firm has secured a management deal of the 193 one- & two-bedroom unit Darling Towers complex at 233 Collins St in Melbourne, which will rebrand as BreakFree on Collins on 26 Jun.

QF Taiwan handback

QANTAS has informed the Int'l Air Services Commission it seeks to hand back 861 seats of its current allocation of 2,121 per week in each direction on the Taiwan route, effective 06 Jun.

If approved, the Determination will leave QF with 1,260 seats for a further 5yrs from 07 Jun 2016.



Window Seat

A YOUNG couple took their desperation to catch a flight way too far last week, running out onto the runway to stop their plane leaving without them.

The pair were caught in traffic and arrived too late for their Ryanair service from Malta to Italy, with the gate closed by the time they reached it.

Undeterred, they forced open the security door, ran down the apron and frantically began waving for the plane to stop before being swiftly arrested.

EVA Airways' partnership with Japanese mascot Hello Kitty has clearly taken over the airline, the Japanese mascot appearing on everything, even the toilet paper (pictured).



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Freestyle HOLIDAYS

Monday 22nd June 2015

Spicers Syd addition

SPICERS Retreats has announced the acquisition of Victoria Court Hotel in Sydney's Potts Point.

Group sales director Kylie Stever told **Travel Daily** at ATE15 the heritage-listed property will undergo renovations commencing next week.

The hotel will be downsized from 23 rooms to 15 suites and comprise three terraces.

The Victoria St property is slated to open late 2016 under the new name of Spicers on Hughes.

Spicers on Hughes will join Spicers Vineyards Estate, Hunter Valley and Spicers Sangoma Retreat, Blue Mountains in the group's NSW portfolio.

Krabi Resort rebrand

THE 240-room Krabi Resort in Thailand will officially relaunch under the 5-star Dusit Thani brand from 01 Jul, to be known as Dusit Thani Krabi Beach Resort.

AirAsia X US approval

KUALA Lumpur-based no-frills carrier AirAsia X has been given a nod to commence scheduled passengers services between Malaysia and the USA from the US Department of Transportation.

The two-year approval enables the carrier to begin selling seats on its proposed services from the Malaysian capital to Honolulu, via Osaka (**TD** 07 Apr).

AirAsia X intends to operate the Hawaii service on a four weekly basis, commencing 01 Nov.

Cosmos '16 Americas

THE Globus family of brands has released the 2016 United States & Canada including South America program, featuring over 35 itineraries & three new trips.

New options include an eight-day Kentucky Classics and nine-day America's Historic Heritage in the southern states, accompanied by a 10-day Ecuador: From the Andes to the Amazon journey.



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Leisure arrivals stamp 2014

FOURTEEN of Australia's top 20 leading inbound source markets recorded growth over the full calendar year of 2014, according to the official International Visitor Survey for the year ending Dec.

Issued by Tourism Research Australia, the year saw a record 6.4 million visitors aged 15 and over enter Australia, racking up a collective 223 million room nights.

The results were up 8% and 3% respectively, while together these arrivals put \$31.1 billion through Australia's cash registers, up 7%.

Visitors coming to Australia for a holiday improved 8% to 2.9 million, while those classified in the VFR market were up 10%.

However, holiday visitors were staying shorter periods, which was reflected in a 3% drop in room nights, although this figure still dominated at 71.3 million.

Asian markets continued to perform strongly, with booming arrivals from China continuing to

see a result in 784,000 arrivals, a strong jump of 18% year-on-year.

The figures found Chinese visitors empty their wallets while in Australia, posting a 19% climb in spend to more than \$5.7 billion.

Tourism Australia managing director John O'Sullivan said the figures cemented the role tourism plays in the overall economy.

"The latest IVS figures round off what was a record-breaking 2014, both in terms of international arrivals and the money they inject into our visitor economy.

"It's important now that we take forward this momentum into the rest of 2015, and beyond to 2020," O'Sullivan added.

Other source markets proving a particular boon for Australia were the USA (+11%), Malaysia (17%) and Singapore (+10%).

Broken down by state, growth both in visitor numbers and spend was recorded in all states and territories except SA and ACT.

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BALCONY: \$2936pp

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Monday 22nd June 2015

Travel Daily
on location in
Melbourne

Today's issue of **TD** is coming to you from Melbourne, courtesy of Tourism Australia and Tourism Victoria

MELBOURNE is playing host to the 2015 Australian Tourism Exchange (ATE), Australia's largest annual travel and tourism business-to-business event.

Official proceedings kicked off yesterday and will continue through to this Thursday 25 Jun.

This year marks a record attendance of almost 2,500 delegates comprising of Australian sellers, buyers and international & Australian media.

ATE15 also sees 100 new Australian tourism products and experiences participating in the event for the first time.

This week will provide a unique opportunity for international travel buyers to attend scheduled business appointments with Australia's tourism industry at the Melbourne Convention & Exhibition Centre, engage at networking events and experience Victoria first-hand through day tours and familiarisations excursions.

5m Velocity members

VIRGIN Australia's Velocity loyalty program reached 5m members last month.

Public affairs specialist, Libby Armstrong told **TD** at ATE15 the partnership with fuel provider BP (**TD** 22 Apr) had assisted in surpassing the program's targets.

"May 2015 was the highest joining month in the program's 10 year history, where we acquired a record of close to 200,000 new members", said Armstrong.

The free-to-join program "focuses on rewarding people for every day spend", she added.

Additional supplier partnerships within the program that support this strategy include Australia Post, Aussie Home Loans and Jetts Fitness where members "earn while you burn".

Aussies booking EY's 'The Residence'

AUSTRALIANS have embraced Etihad Airways' ultra-high-end three room suite with "a handful of bookings already from this market", senior manager communications, Stephen Mahoney revealed to **TD** at ATE15.

In fact, two Aussie guests made a booking on The Residence two days prior to their departure in celebration of a special occasion.

Since the launch of The Residence by Etihad, "it has brought us out of the midst, and made it easier for passengers to identify the airline from other carriers", added Mahoney.

What's doin' at the Melb Cricket Ground?

OFF the back of a record Origin crowd of 91,953 that packed the MCG last Wed, the Melbourne Cricket Club (MCC) has unveiled new developments at ATE15.

A revamped website was launched at mcg.org.au last month, "making it easier for consumers and travel agents to access information about our venue, tours, events and ticket purchases," said MCC tourism marketing executive Michelle Edmonds.

The city is also gearing up for the next big event in Jul, The International Champions Cup.

The Lock-Up Bar, located within the old stadium police cells is the latest addition to the MCG's hospitality offerings, and will officially open in Aug.

Sep/Oct will see the MCG transformed for the first time to cater for a week of celebrations and activities during AFL Grand Final week.

Spectators can also enjoy Wi-Fi throughout the venue from Dec, making it easier to share their experiences on social media.

Edmonds said almost 30,000 league fans from interstate booked tickets for the Origin last week, and is confident that the latest developments and exciting new events "will continue to attract visitors from abroad to our iconic venue".

New for Mt Buller

WITH the official opening of the 2015 snow season kicking off at Mt Buller two weeks ago, visitors can expect a range of new offerings at the resort this winter.

"2015 sees the arrival of PoPo Kitchen, the only Asian influenced food court in any Australian ski resort," media & marketing officer Kate Monahan told **TD** at ATE15.

The team from Australian Sleddog Tours has returned to Mt Buller offering new tours and experiences, from a meet and greet with the Siberian Huskies, to an extended half-day tour.

Snowmaking capacity will jump 30% due to the purchase of a new submersible pump, and will allow the resort to propel 800 litres of snow per second.

Tirol T-Bar has also received a major upgrade, improving the reliability of the lift.

Old Clare revealed

FURTHER plans for Sydney's The Old Clare Hotel in Chippendale (**TD** 20 Feb) have been revealed at ATE15.

The 62-room design hotel will open its doors this Aug and features a rooftop pool and entertainment area offering sunrise yoga at the pool deck, filmings and live music.

Guests will also have access to a gym, meeting space, day spa, two bars and three independent restaurants to be opened by world-renowned chefs.



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Thank you very much, ETG!



EIGHT agents from the Express Travel Group lit up Vegas even more recently during a four-night famil to the City of Sin.

Hosted by the Las Vegas

Five new for LHW

INDEPENDENT luxury hotel collection Leading Hotels of the World has added five new members to a collection, now spanning over 400 properties.

The new members include the AltaGracia Boutique Hacienda in Costa Rica; The Gainsborough Bath Spa, England; Hotel Royal, France; La Badira in Tunisia and The Patina, Capitol in Singapore.

Convention and Visitor Authority and flown over by United Airlines, the group won their spots as top sellers of the destination.

Activities included a helicopter flight at night over the Strip, taking in the extravaganza of a Cirque Du Soleil performance and seeing the Blue Man Group.

Vegas being Vegas, the group also went a little crazy on the more abstract 'Dig This' Heavy Equipment Playground while some went for a zipline tour or for a drive in luxury sportscars.

The group stayed at Treasure Island during their visit, and are **pictured** above with Elvis at the famed Graceland Wedding Chapel.

Booking.com UAE plan

ONLINE travel agency Priceline is holding talks with Emirates, the UAE Government and destination management companies to develop corporate tie-ups in the Middle East as the booking agent continues to expand its content.

Priceline Group president and chief executive of Booking.com Darren Huston told *Arabian Business* a potential tie-up in the UAE would complement existing partnerships with airlines across the world to market their inhouse hotel packages.

Most of Booking.com's current joint ventures are based in the US, but Huston said: "We'd love to do Dubai next."

"A regular destination marketing firm cannot contract every property, it's too much work and they can't drive enough bookings."

Summer of 2016 open

ALBATROSS Tours has released departure dates for its European summer itineraries in 2016, with pre-registrations now available.

Two new tours on the shelf for 2016 include the 14-day 'Ireland Connection' and the 15-day 'Italian Lakes and Tuscany' tour.

Agents are being encouraged to register their clients' interest now, with deposits due in Sep for those keen to proceed and book.

Monday 22nd June 2015

TAT Mega-Fam places

AGENTS have the opportunity to win a place on a mega-famil to Thailand by completing the online training course launched recently by Tourism Authority of Thailand.

The syllabus consists of three training modules focusing on everything from visitor FAQs, how to get around, things to see & do, best time to go and much more.

Modules cover content relevant to major cities such as Bangkok through to the more tropical enclaves of Phuket, Phang-Nga, Krabi, Surat Thani and others.

Twenty places are up for grabs on the famil for agents completing the program before 15 Jul - see www.thailand.net.au/training.

SIA Hols Maldives

SAVINGS of up to 40% off the brand new Amilla Fushi in the Maldives are available through Singapore Airlines Holidays for bookings until 31 Oct.

Seven nights in an Ocean Lagoon House are priced from \$7,995ppts including half-board & SQ flights for travel after 31 Jul.

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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.



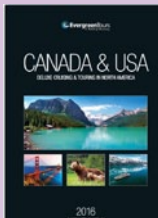
Travel the World - Group, Incentive & Charter Travel
Designed solely as a guide for travel agents, Travel the World has put together a handy guide offering tips on how to increase profitability from group, charter and incentive groups. The TTW product range is all covered and details packages from Ponant, Windstar Cruises, Silversea and Tauck, through to the ocean lines of Carnival International and Holland America Line.

Handy hints on best assisting groups of 10 or more are also featured.



Pinpoint Travel Group - The Collection 2015/16

The crème de la crème of the Pinpoint range has again been collated into a single book, with the new offering reflective of some of the world's most idyllic and acclaimed accommodation on the planet. A larger range of product in Australia and Bali has been added for this year, along with a brand new section on Vanuatu. Pinpoint says the guide is perfect for highly discerning travellers or for higher budgets to indulge.



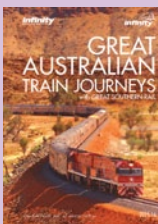
Evergreen Tours - Canada & USA 2016

A hefty 164 pages has been needed to cover the broad itinerary range from Evergreen Tours in North America. Over 50 tours, some with cruises, feature in the guide. Headlining the new additions is a 23-day USA Great Lakes Cruise Tour, which includes a voyage onboard the Haimark-owned vessel *Saint Laurent*. Cruise plays a major part in the latest season, with a growing selection of departures on iconic rivers in the Pacific NW & the 'Mighty Mississippi'.



World Expeditions - Himalayas 2015/16

They say variety is the spice of life, however it also doubles as a theme for the latest brochure from active trekking firm World Expeditions. More than 70 tours are packed into the guide, ranging from easy family walks in the foothills through to major mountaineering treks to test even the most experienced. For the time-rich, consider perhaps the gargantuan 152-day Great Himalayan Trail, which crosses the entire country from east to west.



Infinity Holidays - Great Australian Train Journeys

The title alone of the latest brochure from Infinity Holidays evokes mental images of rolling through the outback or along the coast. A number of new packages have been added this year including a four-day Ghan Expedition, which also details the exclusive Platinum Service. Combination itineraries taking in a rail trip with a cruise are covered, along with off-train touring.



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Canada arrivals drop

AUSTRALIA recorded a 6.7% fall in arrivals to Canada for the month of Apr, largely blamed on the late Easter period in 2014 which aligned with Anzac Day.

Travel Daily
First with the news
Monday 22nd June 2015

Queen's Birthday in Malaysia



A GROUP of Aussie agents took to the skies in Malaysia Airlines' biggest bird to spend the Queen's Birthday long weekend sampling the varied offerings of Malaysia.

While in the country, the group stayed in Starwood hotels, with Tourism Malaysia also playing a role as host for the weekend.

Both corporate and retail agents were part of the group, each keen

to learn about different things but in agreement that Malaysia was able to cater to all requirements.

Many had never flown on MH before and were impressed at the standard of service, hurriedly making bookings on their return.

The group is **pictured** above checking out the lounge before their flight.

Deal with Slovenia

AUSTRALIA has signed a reciprocal working holiday deal with Slovenia, allowing citizens of both countries to partake in an extended stay in each country.

The agreement applies to people aged between 18-30 for short-term working arrangements for a period of one year.

Airbus wins with Wizz

HUNGARIAN low-cost carrier Wizz Air has wrapped up the 2015 Paris Air Show with an order of 110 Airbus A321neo aircraft.

The purchase is worth a huge \$13.2 billion at list prices and also includes options for a further 90, to be delivered from 2019-2024.

It is to date the largest single order globally for the A321neo.



Corporate Business Manager

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South Pacific brand rethink

MEMBER states of the South Pacific Tourism Organisation have agreed to a branding overhaul to "better represent the tourism aspirations & goals of the region".

The decision was cast during the Board of Directors Meeting at last Fri South Pacific Tourism Exchange in Melbourne, the second event of its kind and first to be held in Australia.

Sixteen countries make up the group including American Samoa, Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Marshall Islands, Nauru, New Caledonia, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Tahiti,

Timor Leste, Tonga, Tuvalu and Vanuatu.

The move follows consultations and a review of the existing brand by Stollznow Consultants, and talks with stakeholders and consumer groups.

SPTO chief Ilisoni Vuidreketi said the new brand was necessary "to fully capture the essence of the South Pacific".

"Our current brand has the sun, blue ocean and palm tree elements which is recognised in the world, however we are about innovation & increasing visitors to our region and it is the visitors who have stated that we need to relook at our brand," Ilisoni said.

MEANWHILE, the Pacific Island countries have agreed to band together to establish a Pacific Cruise Tourism Development Strategy 2015-2019.

The strategy was revealed during a Strategic Cruise Development Forum conducted at the SPTO which included South Pacific Tourism Organisation stakeholders, cruise consultant Chart Management and CLIA.



AFL Rd 12 Winner



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CONGRATULATIONS

Liz Tuckett

from *Sunshine Coast Destinations*

Liz is the top point scorer for Round 12 of *Travel Daily's* AFL industry footy tipping competition. Liz has won a jersey of the AFL team of her choice, courtesy of inPlace Recruitment.



Major Prize:

Two return Economy Class airfares to Dubai with Emirates

White paper response

FEDERAL Trade and Investment Minister Andrew Robb has praised the attention given for tourism in the Northern Australia White Paper (TD Fri).

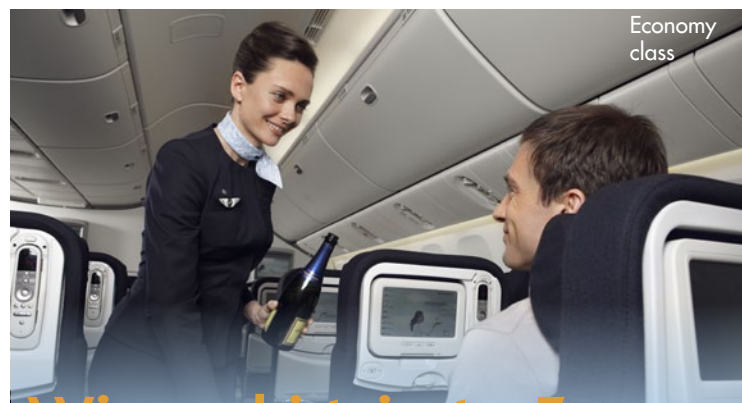
Labelling tourism and hospitality as possibly "our fastest growing sector in coming decades," Robb said the right visa settings, luring skilled labour and investment appeal was vital to ensure success.

Reform to visas for tourists from China and India and expanding access for working holidays were highlighted as actions to pursue.

Aircalin winter promo

AIRFARES to Noumea with Aircalin have been reduced by up to 20%, now priced from \$549 ex Sydney, under a new promo for travel from 22 Jun to 24 Mar.

Travel Daily
First with the news
Monday 22nd June 2015



Economy class

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

Q15. How many lounges does Air France own?



TripAdvisor Marriott

MARRIOTT has joined Accor as the second major hotel chain to sign up to TripAdvisor's Instant Booking Platform (TD 31 Oct).

The firm's 4,200 properties worldwide will be available to book directly via the TripAdvisor metasearch results, a move which sent the website's share price on a 14% spike as it moves to secure more multi-national chains.

Other hotel chains on the Instant Booking platform include Best Western and Choice Hotels.

Solomon Air charter

THE Solomon Islands Govt and the Kiribati National Olympic Committee have engaged Solomon Airlines to ferry athletes on charter flights to the 2015 Pacific Games in Port Moresby.

Charters are scheduled for 01, 02, 09, 16 and 19 Jul.

GM comm & ops Gus Kraus urged passengers to contact the airline for updates to ensure they are aware of and can avoid any disruption to their travel plans, as a result of the one-off charters.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOIN THE BIG GUNS

BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)
PERTH – SALARY PACKAGE TO \$75K

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMS to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

OPERATE TO SUCCESS

CORPORATE TRAVEL OPERATIONS MANAGER
SYDNEY – \$85K - \$95K PACKAGE

This company has future growth and development on the horizon so don't miss out on joining them on this fabulous journey. As a manager you will need to possess the required skills and have exceptional knowledge of corporate travel, training, and development of staff and client relations. This role allows you to take full management of your team and make the operation run smoothly. Don't miss this opportunity to be part of this great team!

STEP IT UP A NOTCH

BUSINESS DEVELOPMENT MANAGER – VIC/QLD
MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

MANAGE THE TEAM!

TRAVEL MANAGER
ROCKHAMPTON – OTE TO \$75K

Come join this reputable travel agency located in Rockhampton as a hands on travel manager. Developing and training a small team of consultants you'll know the secrets of motivating a team to achieve successful results and provide exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top salary package on offer.

SALES WITH A DIFFERENCE

BUSINESS DEVELOPMENT MANAGER
SYDNEY – PACKAGES FROM \$70K + CAR + PHONE

This unique tour operator offers bespoke group travel to a specific market. You will establish, maintain and grow relationships in a targeted market. The role requires travel around NSW, so you'll be flexible and you will need to be confident in delivering information and speaking in front of people. If you love life on the road and you are looking for a business development role with a difference, then this role will offer you this and much more.

MANAGING LARGE MARKET

CORPORATE ACCOUNT MANAGER
MELBOURNE – SALARY PACKAGE TO \$75K+ (OTE)

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

PRODUCT PROFESSIONAL!

PRODUCT MANAGER
BRISBANE – \$80K

Are you experienced in product management? We have a rare opportunity to join this travel company as a Product Manager. You will be responsible for managing the delivery of a number of products as well as the negotiation of wholesale contracts and promotional activity with suppliers. Strong understanding of the wholesale travel sector, negotiation & relationship building skills required. If you are passionate about product then we want to hear from you!

MICE PEOPLE COME RUNNING

BUSINESS EVENTS MANAGER
SYDNEY - \$85K PACKAGE

An exciting new role for a recognised tourism board to promote business events to a leading destination. The role offers variety with ongoing excitement and new challenges to promote a great destination to the market. If you have a passion for MICE and you are well connected in business events, then this role will reward you like no other job in the market. Be part of a great team based out of Australia with interstate travel and inspirational leadership.

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State Sales Executive QLD

Brisbane, \$60K + bonus + car, Ref: 1776AW1

A role like this is a rarity in Queensland so if you have current experience in sales representation within the travel agency network in QLD, we want to hear from you today! You will come with a strong existing network, a history of exceeding your sales targets, self motivation and drive. You will enjoy selling this well known product and you would not only receive an annual bonus but also access the travel industry perks. We are interviewing now so don't delay your application!

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

Domestic Corporate Consultant

Sydney, \$65K + Super, Ref: 1752PE1

An opportunity has presented itself for a confident Domestic Corporate Travel Consultant to make a move into an established and well respected boutique company that has absolute appreciation for their staff. You will have a min of 2 years experience in Corporate Consulting, having used a GDS preferably Sabre with a professional mannerism and strong attention to detail as some ADHOC admin duties will be required. Located near Central Station, this is a Monday to Friday position working 9am -5pm.

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

Entertainment Travel Consultant

Melbourne, \$55-60k, Ref: 1780KF2

Would you like to work with the bright lights of entertainment? This successful agency is looking for someone to join their team, booking entertainment travel. From music artists to national sporting teams, they've been the travel manager behind more than 400 performance-related and sporting events, worldwide. This is a unique opportunity for savvy entertainment consultants who know how to think outside the square and are a creative problem solver. Interviewing now for an immediate start!

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

Senior Travel Consultant

Perth CBD, \$55-60k, Ref: 1788DV3

I have a fantastic new opening for experienced savvy Travel Consultant in the Perth area! This role isn't just another travel consultant opening, this is the chance to work for a company that specialises in high-end leisure and offers a stable and rewarding environment. To be successful in this role my client requires an experienced Travel Consultant that has first-hand travelling experience alongside their working history! Working great hours in a professional and experienced environment!

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

Mandarin &/or Cantonese Travel Consultant

Southside Brisbane, \$Competitive, Ref: 1724PS1

Are you a multi-lingual English and Mandarin or Cantonese speaker? This is an excellent new opportunity to join a fast growing outbound travel company as a Travel Consultant where you will be responsible for arranging Group and FIT travel. The successful candidate will have solid destination and product knowledge of Asia, Europe and USA. If you can sell Saigon to Angkor Wat, The Great Wall and Terra-Cotta Warriors to the Cherry Blossoms of Kyoto we want to hear from you today!

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

Product Manager | Asia

Sydney, Up to \$70k, Ref: 1804MB1

Are you looking to challenge yourself in your next Product role? Do you want to progress in your career development? A long standing, industry leading wholesale travel company based in Sydney has a new and exciting position on offer for an experienced Product Manager specialising in Asia. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards delivering exceptional products!

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

International Wholesale Consultant

Melbourne, OTE \$70k, Ref: 1787MD1

Are you an experienced and passionate Retail Travel Consultant looking to move away from F2F sales? Working to creating international packages for travel agents, and direct to the public this role will be highly sort after! This will be varied, fast paced role within a call centre team environment! A great chance to earn a decent salary with excellent company benefits. If you have at least 2 years travel industry experience, then say goodbye to face to face consulting! Interviewing now!

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

Business Development Executive

Adelaide, \$50k, Ref: 1634LB10

Are you an experienced sales executive or business development consultant that is looking for a new challenge within the travel industry? Are you confident in generating and converting new leads for retail agents and tour operators? My client requires a hard working candidate to join their team and help further this growing company! An excellent rewarding opportunity with further development and excellent salary package is on offer for the lucky candidate! This is a fantastic opportunity!

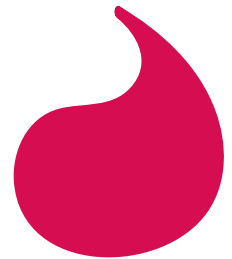
For more information please call Dave on
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- **Brisbane:** <http://applynow.net.au/jobs/F166660>
- **Melbourne & Surrounds:** <http://applynow.net.au/jobs/F164013>

Business Development Managers

- **Melbourne:** <http://applynow.net.au/jobs/F167739>
- **Sydney:** <http://applynow.net.au/jobs/F189051>
- **Perth:** <http://applynow.net.au/jobs/F188274>

Business Solutions Managers

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