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Monday 9th March 2015

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Crown Sydney gets taller

DEVELOPERS of the planned
Crown Sydney Hotel resort have
revealed the project will increase
in height by up to 40 metres and
will be repositioned to a new site.

Originally, the "landmark hotel"
was to have been constructed
on a harbour pier at Barangaroo
South, near King Street Wharf.

According to revised designs
submitted to the NSW Dept of
Planning and Environment last
week, the scale of the property
will rise to as much as 275 metres
tall but will remain at its initially
slated 350 rooms, suites & villas.

The new masterplan, which
requires govt approval, confirms
the hotel has been moved to a
site on the land in the north-west
corner of Barangaroo South.

The change follows a suggestion
by the NSW Govt to relocate the
resort from the approved pier site,

developer Lend Lease indicates in
the Modification 8 Concept Plan.

The Crown Sydney hotel resort
is billed as "Sydney's first 6 Star
international hotel", incorporating
cafes, bars, restaurants, retail,
function centre, health spa, pools
and VIP gaming facilities.



"Its unique location presents an
opportunity to deliver a landmark
building of global significance on
one of the world's most beautiful
harbours," Lend Lease says.

Alternations to the concept
plan also provide a waterfront
promenade for restaurants, bars
& cafes along a 2.2km length
foreshore, a new southern cove
with steps to the water, a public
pier and a new urban park.

The revised plan will be on
exhibition until 17 Mar.

Today's issue of TD

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Holidays
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MH says it won't give up

MALAYSIA and China have reaffirmed their commitment to locating the wreckage of MH370, one year on from the mysterious disappearance of the service.

The assurance comes upon the release of a 584-page interim report which offered no new clues as to its whereabouts, with slightly more than half of a 60,000sqkm area in the Indian Ocean yet to be scoured.

The report reiterated that nothing out of the ordinary was found in the financial, medical or personal histories of both the flight crew onboard or any pax.

Over the weekend, employees of MH held a private ceremony at the Malaysia Airlines Academy to

remember the 13 colleagues lost.

The carrier's chief executive Ahmad Jauhari Yahya addressed attendees, saying it had been one very long year and that "the search for answers continues".

"Work in the designated zone will be completed in May, and we remain hopeful that the search will help us find the answers that we all seek," Ahmad added.

Ahmad also paid tribute to the "tireless efforts" of all employees in supporting affected families.

ACO at Rock Resort

MUSIC history will be made at Ayers Rock Resort later this year, with three concerts by the Australian Chamber Orchestra to take place at the Voyages resort.

ARIA-winning digeridoo player William Barton will mix his talents with rhythmic guitarist Steve Pigram in a pair of performances at the resort on 30 and 31 Oct.

The events will take place at the Uluru Meeting Place, with a maximum of 380 guests at each.

Voyages Ayers Rock Resort has released special packages around the occasion starting at \$276ppts.

Erbil dropped again

EMIRATES, Etihad Airways and flydubai have suspended services to Erbil in the north of Iraq until further notice due to security concerns in the country.

EY and EK made their moves to cut flights over the weekend, with the latter saying it was also deferring its return to Baghdad, originally due to resume 01 Mar.

WLCL live with QH

QANTAS Holidays' The Cruise Team has enhanced its CruiseNet agent booking system, with the launch of live pricing and availability as well as instant booking confirmations on all of Carnival Australia's World's Leading Cruise Lines brands.

The expansion means CruiseNet now offers live pricing and booking capabilities across 14 major cruise lines, with the additions including Cunard, P&O Australia, Princess, Seabourn, Holland America, P&O Cruises World Cruising and Carnival Cruise Lines (*Carnival Spirit* and *Carnival Legend* only).

"This enhancement is a real game changer for the Cruise Team," said national manager David Clark, with the change meaning distribution partners now have additional choice and convenience available 24/7.

To celebrate the enhancement The Cruise Team is offering 5000 bonus Trip loyalty points per cruise booking for online bookings of a range of WLCL products, valid for bookings deposited on CruiseNet before the end of the month.

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Travel Daily

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Monday 9th March 2015



Sharing the Excite-ment



ABOVE: No, it's not Charlie's Angels. This trio of lovely ladies from Excite Holidays visited the *Travel Daily* office last week to provide an update on the fast-growing agent-only wholesaler, which has set its sights firmly on overseas expansion.

Now managed by Joana Bonto (pictured left with PR manager Jennifer Gaskin and Rachael Power, trade marketing and

partnerships manager), Excite's Australasian office will always be at the heart of the business, but recent key appointments in Athens will also provide a base for the company to focus on growth in Europe and the UK.

Bonto said Excite's Sydney-based development team was also working on some market-leading enhancements which will roll out in the coming months.

Agents remain key

DESPITE ballooning levels of mobile booking trends, qualified travel agents remain a vital cog in the travel booking wheel, according to the final report from European travel show ITB Berlin.

The five-day event yesterday wrapped up for the year during which it saw 175,000 visitors and a spike in trade representation.

In its closing report, ITB Berlin management said globetrotters were still dependent on the expertise and personal assistance afforded by local travel agencies.

"With their ability to offer personal assistance, travel agencies are quite capable of positioning themselves as important sales channels in the face of online travel portals and social media and their relentless rise," the report stated.

Improvements in software were making travel websites easier to use, with hotels also witnessing key change such as smartphones rapidly taking over as room keys.



Window Seat

JAPAN has decided its next act to boost tourism will see it invite visitors into the secretive yet enticing world of ninjas.

Tourist agencies have set up a not-so-secret society known as the Japan Ninja Council.

The not-so-ancient, not-so-mystical clan will have chapters in the Mie, Shiga, Nagano, Kanagawa and Saga prefectures - all areas with dark and shady histories in ninja espionage.

Activities that tourists can take part in will include visiting the Ninjutsu Village where they can take lessons in the "shadow arts" at a ninja training centre.

The organisation will work to spread its message of welcome around the world, with Ninja Tourism to become one of many niche strategies ahead of the 2020 Olympic Games in Tokyo.

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ENGLISH Premier League side Tottenham Hotspur will soon make its first visit to Australia as it takes on Sydney FC in a special exhibition match at ANZ Stadium, scheduled for 30 May.

The football coup was secured

Easter boost for MCY

INCREASED demand for seats over Easter will see Jetstar add 11 supplementary services to the Sunshine Coast from Sydney and Melbourne during the holidays.

An additional 2,160 seats will fly between 01-11 Apr from the NSW and Vic capital cities.

Sunshine Coast Destination Ltd ceo Simon Ambrose said Easter in the region was looking strong.

by the NSW Government's tourism agency Destination NSW.

It will cap off a massive week for ANZ Stadium, particularly the ground staff who will change the field to three different configurations in a week.

Just days prior, the Homebush venue will see the NSW Waratahs take on the Canterbury Crusaders in the Super 15 Rugby, prior to the first match of the 2015 State of Origin rugby league series between NSW and Queensland.

Pictured above kicking goals at ANZ Stadium from left is Sydney FC chairman Scott Barlow, Destination NSW ceo Sandra Chipchase, former Socceroo Brett Emerton and ANZ Stadium managing director Daryl Kerry.

IE A320 maintenance

SCHEDULED maintenance work on Solomon Airlines' (IE) Airbus A320 will see the carrier operate a Boeing 737-300 in its place for a period of close to three weeks.

IE's flagship jet will undergo its annual check-up from 10-29 Mar.

The "slightly smaller" aircraft will be chartered from Nauru Airlines.

During the period, the 737-300 will be utilised on the four weekly Honiara-Brisbane services and weekly flights to Port Vila & Nadi.

GM operations & commercial Gus Kraus apologised to pax for any inconvenience by downsizing the aircraft, but said it ensured a continuation of operation.

DGT expansion

DYNAMIC Tourism Group has expanded its client portfolio to include recently launched Sydney-based cruise and tour operator Sydney Out Back.

The firm operates an itinerary to scenic Ku-ring-gai National Park and West Head by coach, paired with a 60-seater catamaran cruise on the Hawkesbury River.

Highlights of the trip include visiting Aboriginal rock art and cultural heritage sites, led by Aboriginal guides.

The product is pitched at both domestic & international visitors.

See sydneyoutback.com.au.



Rd 4 Winner

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CONGRATULATIONS

Kim Tomlinson
from Emirates

Kim is the top point scorer for Round 4 of *Travel Daily's* Super 15 Rugby industry footy tipping competition. Kim has won a gift pack from Emirates.

Major Prize:

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To celebrate our 'Feels Like Home' campaign, Qantas is giving you the chance to reunite with your loved ones or one of your customers with theirs. To be in the running to win up to \$30,000* worth of Qantas flights, tell us in 100 words or less who you would like to bring home and why.

The competition starts 16 February 2015 and ends 16 March 2015. To enter and for full terms and conditions visit qantas.com.au/agents

Welcome home



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Keoghan TNZ p'ship

TOURISM New Zealand has signed *The Amazing Race* host Phil Keoghan as the face of a new cycling campaign that has rolled out in the United States.

The Kiwi native is an avid cyclist and is promoting the land of the long white cloud as the ideal destination for bike touring, due to its diverse and breathtaking landscapes and extensive trail network, said TNZ director of marketing Andrew Fraser.

"With promotion from someone as popular as Phil Keoghan, we aim to motivate those dreaming of a cycling holiday in New Zealand to take the next step and make the booking," Fraser added.

The campaign is centred on Canterbury's Alps 2 Ocean Cycle Trail and the Queenstown Trail.

WN long-haul launch

US BUDGET carrier Southwest Airlines has launched weekly int'l long-haul services from Baltimore/Washington to San Jose, Costa Rica and a service from Houston Hobby to Aruba.

The service from Houston Hobby is the first international flight from the Texan airport.

WN plans to add flights to six other destinations across three countries from Houston Hobby (HOU) later this year.

VIA Rail up Biz routes

AN ADDITIONAL seven routes on the Canadian rail network are now featuring VIA Rail's Business class product.

Guests in Business class on VIA Rail are provided access to a lounges in major stations, comfortable leather seats, free wi-fi service, in-seat power outlets, priority boarding & more.

The new routes include Cobourg-Kingston, Drummondville-Montreal, Cornwall-Montreal, Alexandria-Montreal, Brockville-Ottawa, Belleville-Oshawa and Chatham-London, with services ranging from eight to 14 daily departures, dependent on sector.

More at www.viarail.ca.

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Evergreen NZ combo

A NEW 25-day cruise tour of New Zealand incorporating a 15-day *Diamond Princess* cruise and a 10 day tour of the North & South Island has been released by Evergreen Tours for 2016.

Priced from \$6,695ppts, the trip will depart Sydney on 16 Feb.

The trip features in Evergreen's 2015/16 New Zealand brochure, which also offers a 10-day South Island, nine-day North Island and 15-day nationwide escorted touring options.

GM Angus Crichton says the new combo cruise tour product will appeal to the cruise enthusiast who is seeking to explore the country in greater depth.

A range of early booking deals & discounts are available.

The NZ brochure also recognises Evergreen's 35 years of operation, with a commemorative stamp "Celebrating 35 years in travel - 1980 to 2015" appearing.

FBI gets the inside word on SLH



ABOVE: Small Luxury Hotels of the World paid a visit to the office of Melbourne-based travel agent FBI Travel recently to bring the staff up to speed on the latest developments for its network.

Pictured above are Willie Best, FBI Travel; Jan Hui, Hotel Belles Rives & Hotel Juana, France; Danny Engleman, FBI Travel; Andrea Spalletti Trivelli, sales manager APAC for SLH; Mark

Chaskel, FBI Travel; Alison Pye, director of sales St James Hotel - London; Gabi Vincent, director of sales for the yet-to-be-named 'Treasury Hotel', Perth and Anneke Brown, hotel manager, 'Treasury Hotel', Perth.

Residence JFK 1st sale

ETIHAD Airways has reported the first booking for its luxurious A380 three-room Residence suite on the New York JFK route (**TD** Thu) was snapped up "just hours" after going on sale last week.

Chief commercial officer Peter Baumgartner said the quick sale reflected the "high demand" for Etihad's services to the UAE.

Shangri-La Mauritius

LE TOURESSROK Resort & Spa will rebrand under the Shangri-La brand from Nov following an extensive refurbishment of the 203 room property (**TD** 20 Jun).

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Sales Period: Now – 31 March 2015

Travel Period: Now – 30 September 2015

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Monday 9th Mar 2015

Cebu sale to Honkers

RETURN flights from Sydney to Hong Kong have gone on sale through low-cost Filipino carrier Cebu Pacific Air, with seats on sale priced from \$599 return on flights transiting via Manila.

Fares include taxes and fees but exclude meals and checked bags, valid for travel until 31 May.

Q2 signs Ambassador

TRAVEL focused social media portal Q2Connect.com has signed media personality Tracey Spicer as its official Ambassador.

The platform allows people to connect with colleagues or potential customers travelling in or on the same flight, cruise, hotel or at the same conference either during or afterwards.

Specialist YVR famil

TOURISM Vancouver is inviting Australian travel agents to complete its Vancouver Specialist training program before 15 Mar to be in with a chance to attend a Specialist famil in May this year.

The interactive program is designed to help agents improve their knowledge of the Canadian city to boost sales opportunities.

Agents selected to take part will receive return flights, five nights in Vancouver, two nights at a B.C. wilderness lodge and more.

CLICK HERE for more details.

Weeks left for e/birds

SCENIC Tours is reminding the trade only a short period remains to take advantage of earlybird deals on fully-escorted itineraries to Western Australia and the NT.

Incentives available include free return flights, valid on tours such as the 11-day Territory Explorer.

New Scenic FreeChoice & Scenic Enrich activities have been added to enhance the 2015 program.



We're Hiring!

Due to expansion and our recent success in acquiring new business, World Travel Professionals is looking for talented individuals to join our dynamic team in Sydney.

International Corporate Consultant

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Client Relationship Manager - Sydney

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Brochures of the Week

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.



Greece & Med Travel Centre - Celestial Cruises

Still a very new line, Celestial Cruises was born from the former Louis Cruises, with its latest brochure detailing voyages to, from and around Greece and its islands, Turkey, Italy, Croatia, Cyprus and Montenegro. The guide looks at entertainment and dining offerings onboard the line's fleet and the array of three, four and seven-night voyages in all corners of the Eastern Mediterranean. Information on ports visited, hotel suggestions and activities to do while there can also be found within.



World Drive Holidays - Citroen World Drive Holidays

Up to 9 free days hire are available on a wide range of different Citroen models in Europe through World Drive Holidays, all explained in its newest guide. Free pick-up and return is available in France, with minimal one-way fees throughout much of Europe. Vehicles are new, with GPS included on many models. The brochure details why an extended Citroen rental is ideal for clients taking a longer holiday in Europe. Deals include insurance, unlimited mileage, roadside assistance and access to up to 40 countries.



Travelmarvel - India River Cruising 2016

Following the success of its maiden year, Travelmarvel has simplified its India program for 2016, offering four itineraries of 12-31 days in duration. Confirmed marketing support from India Tourism has resulted in greater interest in the destination from the public. The most popular program is the 14-day Authentic India tour which takes in a cruise on the River Ganges on a brand new vessel and can be extended to include a six-day land tour. A range of early booking incentives are also now in market.



Infinity Holidays - Gold Coast 2015/16

Spread over 61 pages is the new Gold Coast guide from Infinity Holidays, making it an essential travel companion and detailing all the highlights of the region. Many packages are aimed at families and easy to find in a 'Family Recipe' genre section, which covers apartment-style accommodation and fun things to do including the many exciting theme parks. A number of new tours and hotels along the coast and west to the Hinterland have been added, marked with easy-to-find "New" flags.

Software acquisition

VACATION Club WorldVentures will broaden its member services through the acquisition of an end-to-end cloud-based systems platform for travel providers.

The direct-selling membership firm which expanded to Australia in recent years will operate the system to handle reservations, contracts, operations and distribution.

Customers can utilise the portal in real-time to access travel packages, with specials backed by photos, videos and travel tips.

The platform is backed by the multi-user "software-as-a-service" computing infrastructure.

New routes for CZ

CHINA Southern Airlines has confirmed a series of new routes from its Guangzhou hub to cities across Asia, Europe and Africa.

Nairobi will join the network from 05 Aug (**TD** 04 Mar), with direct links to Rome, Sabah, Krabi and Vientiane all set to begin during the 2015 calendar year.

Mandarin credit hack

UPSCALE hotel brand Mandarin Oriental has confirmed its hotels had been affected by a credit card security breach late last week.

The group says it appears only its US-based hotels were affected.



Famil in FOCUS

FAMIL in Focus is our new feature, showcasing some of the photos from recent industry famils. If you want your famil to be featured, email advertising@traveldaily.com.au.



Having a Capital Time and Drinking Wine

A GROUP of 10 Helloworld agents have been wined and dined in the beautiful surroundings of Northern California. Flying courtesy of United from both Sydney and Melbourne - on the new 787 Dreamliner route - the group started in California's capital city of Sacramento where they rode a 15-person bike while sampling local brews, tequilas and fresh sushi platters. They also got to explore the gold mining history of the city while checking out the natural beauty of the surrounding region. After a quick stop at the shopping outlets (of course!), the agents spent two nights in the beautiful Napa Valley and enjoyed wine tasting, boutique shopping and exploring the area on the Napa Valley Wine Train. They then spent a night in San Francisco which included a fantastic dinner at the Tonga Room at the Fairmont. The group was hosted by Viva Holidays, United, Visit Napa Valley, the Sacramento CVB and San Francisco Travel.



LEFT:
The agents looking fly in their In N Out Burger hats on their Alopex Eco Adventure tour in Sacramento.

The group included: Kirsten Simpson, helloworld Echuca; Michelle Pacunskis, helloworld Traralgon; Joanne Bell, helloworld Menai Marketplace; Angela Brasacchio, Modica Travel; Katarzyna Polak, helloworld Emu Plains; Susan Taylor, Travel & Cruise Bright; Susan Laybutt, Travel Menai Metro; Helga Saxarra, helloworld Newcastle; Janice Walklate, Ulladulla Travel; Joy Martin, helloworld Morwell; Eliana Martinez, United Airlines; Aida Osta, Viva Holidays and Tristan Freedman, Gate 7.

RIGHT:
Lounging about at the Verge Center for the Arts, Sacramento.



Vanuatu Smartraveller

DFAT has reissued its travel advice for Vanuatu, reminding travellers that during the cyclone season (Nov-Apr) severe storms may develop with little warning.

UK consumer protection change

BRITAIN'S Civil Aviation Authority has announced a revamp of its Air Travel Organisers Licensing (ATOL) scheme, with the changes meaning financial checks will be carried out on all members regardless of their size.

A consultation paper had previously proposed removing the "Small Business ATOL" which provided minimal requirements for operators carrying less than 500 passengers a year.

However after concerns that standardising the ATOL could be unaffordable for smaller operators, the Small Business ATOL will now be retained in a modified form.

Effective 01 Oct, new applicants for the Small Business ATOL will still be capped at 500 pax and £1m in annual turnover, but will also be subject to a "solvency test" and require £30,000 in paid-up share capital plus an initial £50,000 bond.

Other measures to be introduced as a result of the review will require a "new and

more sophisticated financial test" for ATOL holders with revenue of between £1m and £5m, and all new "standard" ATOL applicants will also be required to put up a £50,000 bond.

All accountants reporting on ATOL holders will be required to demonstrate their competence to sign off on the reports to their professional accountancy body.

CAA spokesman Andy Cohen said the measures "will help to increase consumer confidence in the ATOL.

"The rebalancing of the ATOL licensing arrangements means the CAA will be carrying out financial checks on all ATOL holders appropriate to their size; this will enable us to reassure holidaymakers that financial checks have taken place and the likelihood of detriment and inconvenience is reduced," he said.

Dubai ATC conference

AIR traffic control professionals from across the globe will gather in Dubai 05-07 Oct this year for the ATC Global Exhibition & Conference.

The event will be supported by the UAE General Civil Aviation Authority, Dubai Air Navigation Services, Dubai Airports and Emirates Airline.

QF HHonors bonus

QANTAS and Hilton HHonors are inviting their loyalty program members to register for an offer of quadruple points on selected Asia-Pacific hotels, valid for bookings and stays before 30 Jun.



Business Development Manager - VIC/WA

CVFR Consolidation Services (a business of CVFR Travel Group) is looking for a Business Development Manager - VIC/WA for its growing Consolidation business. CVFR Consolidation Services is one of Australia's largest National Air Ticket Wholesale businesses.

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- Travel Industry Sales experience mandatory
- Salary Package and Bonus Structure - TBD

Please send your resumes to resume@cvfr.com.au

Green with excitement!



WA winery in UWEA

MARGERET River winery Vasse Felix has been admitted to the Ultimate Winery Experiences of Australia collection.

The Tourism Australia-backed initiative aims to raise the profile of the country's wine attractions and "beyond the cellar door" experiences including scenic flights, wine education and more.

Activities available at Vasse Felix include casual wine lounging and a la carte food and wine pairing.

Big year for Sheraton

TWENTY new Sheraton-brand hotels are set to open in what the Starwood flagship name says will be a "strong year of growth".

The marque will open for the first time in Sri Lanka & Romania, aiming to continue the success from debut openings in Tajikistan and Samoa in 2014.

Sheraton says it plans to enter 14 new countries by end of 2018.

ABOVE: No, it's not a

leprechaun - Ivona Carr from Scenic Tours has gone all out to prove her Irish credentials with the above entry in this month's **TD** Tourism Ireland competition.

Complete with Guinness, a trusty Lonely Planet guidebook and other Irish paraphernalia, Ivona is now in the running to win a trip to Ireland.

This month's competition is a bit different - you have to "green" yourself, your business like Ivona **before St Patrick's Day next Tue 17 Mar**, and then answer a series of daily questions.

So get out your shillelagh - you have to be in it to win it, with the prize including return Economy flights from Australia to Ireland for two, a 7 day "Focus on Ireland" Insight Vacations guided holiday, and pre and post tour accommodation in Dublin courtesy of Tourism Ireland.

See the competition box at **right** for more details.



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www.chooseyourownpath.com.au

Tracking plan agreed

MEMBER states of the Int'l Civil Aviation Organisation (ICAO) have agreed to implement a system whereby commercial aircraft will be required to record and report their position every 15 minutes.

The measure was agreed by 850 members at the ICAO High Level Safety Conference in Montreal.

The new standard will also apply to remote areas and is expected to be ratified and put in place by the third quarter of this year.

A three-tiered system will see aircraft monitoring categories on three levels - normal, abnormal and distress - and has been devised as a reactive step largely from the MH370 disappearance.

IATA welcomed the move, with director general Tony Tyler saying: "The conference conclusions should be a reassurance to all travellers that safety is always aviation's top priority."

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Berlin base for FR

IRISH low-cost carrier Ryanair will launch a new base in Berlin from 27 Oct, with the operation to have five aircraft located at Berlin Schoenefeld airport, about 22km from the city centre.

The move will see the introduction of 16 new routes, including services from the base to Alicante, Athens, Barcelona, Bari, Bologna, Bratislava, Brussels, Glasgow, Madrid, Malaga, Palermo, Palma Mallorca, Riga, Rome Ciampino, Valencia and Venice.

Berlin Schoenefeld will become Ryanair's 73rd European base.

INSIGHT VACATIONS
The Art of Touring in Style

WIN a trip to Ireland

This month **Travel Daily** is giving the travel industry a chance to win a trip to Ireland, courtesy of **Tourism Ireland** and **Insight Vacations**.

The prize includes:

- Return economy flights from Australia to Ireland for two people (including taxes)
- Pre and post-tour accommodation in Dublin, courtesy of Tourism Ireland
- Insight Vacations 7-day "Focus on Ireland" guided holiday for two (twin share)

To win this amazing prize you'll need to do two things:

- Send us a photo that celebrates Ireland's national day by greening yourselves, your business, whatever you want, for St Patrick's day before COB 16th March and,
- From 17th March answer the daily question correctly and have the most creative answer to the final question

Send your 'going green' photo by COB 16th March to:
irelandcomp@traveldaily.com.au

Having some trouble thinking how you can go green? Check out these guys for some inspiration:

Terms & conditions

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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

GLOBAL PRESENCE

CORPORATE TEAM LEADER

PERTH (CITY CENTRE) - SALARY PACKAGE TO \$80K

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

LIVING THE DREAM!

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.

TIME TO GET CREATIVE!

DIGITAL MARKETING MANAGER

SYDNEY (CENTRAL LOCATION) – UPTO \$85K PACKAGE

Due to recent expansion this industry leader are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience to join their team. 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!

PUT YOUR NEGOTIATIONS SKILLS IN USE

BUSINESS DEVELOPMENT EXECUTIVE

MELB OR SYD – SALARY PKG TO \$80K+ (DOE)

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

USE YOUR HUNTING SKILLS

CORPORATE SALES EXECUTIVE

MELBOURNE – SALARY PACKAGE NEGOTIABLE

Bring your corporate hunting skills to a global travel company and 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 SME market. Use your negotiation skills, to secure new business, together with your strong ability to communicate. Senior salary will be on offer to the successful applicant.

LOOKING SOMETHING DIFFERENT?

BUSINESS DEVELOPMENT MANAGER

SYDNEY – UP TP \$70K PACKAGE

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!

SEO/SEM CHAMPION REQUIRED

MARKETING SPECIALIST

SYDNEY (CENTRAL LOCATION) – EXECUTIVE SALARY

This award winning travel company is looking for a marketing extraordinaire. The role has a broad spectrum but will focus on online, analytics, EDMs and database management with SEO/SEM experience essential. This is your chance to showcase your skills and move to a company that continues to grow and can offer ongoing career advancement and progression. Don't miss this outstanding opportunity to be part of an exciting phase of growth!

ARE YOU A MODERN GURU?

INDUSTRY SALES/ACCOUNT MANAGER

SYDNEY CBD – UP TO \$85K PACKAGE

Responsible for managing a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You will be able to effectively communicate client objectives across the business, in the reverse, you will be responsible for communicating travel industry trends to the clients and keeping them abreast of new product or innovations. Are you tech savvy with a real passion for the industry? This role is for you!

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Working in partnership with the Australian Travel Industry

Groups Consultant

Brisbane, \$Lucrative, Ref: 1608HB1

Are you an experienced Groups agent who needs a change? If you are you a Groups travel expert with a passion for ski holidays and winter sports, then this could be an ideal role to combine all of these travel niches. As a Ski Specialist, you will sell ski holidays and packages made up of both air and land, predominately to university and school groups. Your excellent customer service skills, first hand ski destination knowledge, strong attention to detail and Galileo expertise is a must.

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

Travel and Airfare Specialist

Central Coast, \$Competitive DOE, Ref: 2158SZ1

Work closer to home and enjoy the luxury of moving away from face to face consulting! A great opportunity is open for a consultant with experience in leisure travel to work within a well established and family orientated business. Sabre and Tramada knowledge preferred but not essential as other GDS knowledge will be considered. My client needs someone with good knowledge in airfares including RTW, complex itineraries and understanding fare notes. Office based, Monday to Friday only!

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

Travel Consultant

Melbourne, Excellent Package, Ref: 1237MD2

Are you looking for a change? Wanting to develop your skills and knowledge to the next level as a Travel Consultant? And relocating out of the rat race of the city?! An excellent opportunity has arisen with this successful and established busy Leisure Travel Agency based in the Northern suburbs of Melbourne, for a motivated, positive and experienced consultant to join their team! You must have working knowledge with Gal & Crosscheck along with great product & destination knowledge.

For more information please call Megan 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 3+ years experience within a dynamic travel company in Adelaide. You would be joining this expanding team working with both domestic and international product including cruise. This is a role for those with a proven background in sales, and will attract experienced consultants looking to progress into a Team Leading position. Those with working knowledge of Sabre preferred, looking to advance their career!

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

Retail Travel Consultant

Brisbane, \$45K + uncapped comm. Ref: 1573AW3

Are you a retail travel consultant looking for a fresh challenge? This independent and successful retail agency located in North West of Brisbane offers support, lots of enquiries and high end bookings. You will be an experienced retail agent offering exceptional customer service, first hand product knowledge, strong Galileo, Crosscheck and up to date airfare knowledge. Solid commission structure is in place so there is an above average earning potential for this high end agency.

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

Senior Travel Consultant

North Shore - Sydney, Up to \$50K + Super, Ref: 1317MB1

Amazing opportunity to work closer to home and have the added option of driving to work or catch public transport. We are looking for an Senior Travel Consultant who is looking to step up in a boutique agency. Work for a well-established company a picturesque surrounds of the North Shore of Sydney. Enjoy a new role where no two days will be the same where you will be utilising your passion for cruise, with a mix of face to face and over the phone consulting with repeat and new business.

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

Travel Manager

Melbourne, Competitive base salary, Ref: 1277DV1

This is an outstanding opportunity to work in a supportive team environment, work on sought-after lucrative product and be supported by successful Business Development Managers in the country! My client is looking for dedicated and high-achieving Travel Manager to become part of their successful and expanding team. The lucky Travel Manager will need to have excellent experience within the travel industry and have experience with corporate clientele! Excellent base and OTE on offer!

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

Business Travel Consultant

Perth, \$50-\$58K, Ref: 1528LB

A rare vacancy currently exists for an international travel consultant within a national corporate travel management company. With locations Australia wide, this is an excellent opportunity for a service and support focused individual, with solid international consulting knowledge looking to further their career with a major TMC! Career development and excellent base salary plus incentives on offer for the right person working Mon-Fri only. Those with working Amadeus knowledge favoured!

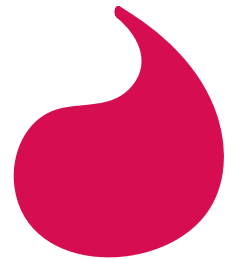
For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



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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>
- **Perth:** <http://applynow.net.au/jobs/F166228>
- **Brisbane:** <http://applynow.net.au/jobs/F166660>
- **Melbourne & Surrounds:** <http://applynow.net.au/jobs/F164013>
- **Hobart:** <http://applynow.net.au/jobs/F166940>

Business Development Managers

- **Perth:** <http://applynow.net.au/jobs/F188274>
- **Sunshine Coast:** <http://applynow.net.au/jobs/F188586>
- **Brisbane:** <http://applynow.net.au/jobs/F188052>
- **Melbourne:** <http://applynow.net.au/jobs/F167739>



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