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New hotel for SYD T2/T3

APPROVAL has today been granted for the construction of a new "4-5 star hotel" at Sydney Airport, positioned within walking distance of Domestic Terminal 2 and Terminal 3.

The rubber stamp comes after Minister for Infrastructure and Regional Development Warren Truss said he was "satisfied" with SYD's Ground Access Solutions and Major Hotel Development Plan, stencilled in Jun (**TD** 30 Jun).

Truss confirmed the project will be the first airport hotel for the domestic terminal precinct.

The new 11-storey property will feature approximately 430 rooms and rooftop conference & lounge facilities, similar to what is on offer at the Rydges Hotel at the adjacent Terminal 1.

In its proposal, Sydney Airport

said the property will be run by "an experienced hotel operator & will provide a range of services to meet the expectations of airport customers and passengers".

Located on the eastern corner of Seventh Street extension and Qantas Drive, the hotel will be opposite Qantas' Hangar 20 at the eastern end of domestic T3.

Plans also include streamlining traffic flow, widening Qantas Drive, a new multi-level Ground Transport Interchange, dedicated pedestrian path with two-way moving footway and redevelopment of the two existing on-site carparks.

Construction work will begin in earnest and is expected to take up to three years to complete.

Great Train trip brox

RAIL Plus has released its 2015 Great Train Journeys guide with a collection of rail trips through Canada and the Americas, Asia, Europe, UK, China, Russia, Asia, New Zealand, India & Australia.

For more details on the brochure, see the **last page**.

Seven pages of news!

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

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Holidays

New RedBalloon ceo

FORMER Tourism Australia marketing director Nick Baker has been appointed as the new chief executive officer of RedBalloon.

He joins the activities specialist after seven years at TA and replaces current ceo Kristie Buchanan who is leaving to start a family.

RedBalloon has also appointed former Tourism Australia md Ken Boundy as its new Chair.

More appointments on **page 6**.

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Qantas int'l share slipping

QANTAS' slice of international air passenger capacity continues to slide, with new government figures showing its share of overseas traffic dropping below 16% for the first time.

The Bureau of Infrastructure, Transport & Regional Economics' latest report shows QF moved

15.9% of all int'l scheduled pax services to/from Australia for the year ending Dec 2014.

For the five months preceding, Qantas' share of international pax gradually eroded by 0.1 point, and was 17% in Dec 2013.

During Dec alone, QF's share of passengers dropped 1.2 points to 14.9% but still retained the lion's share, with Emirates (9.8%), Singapore Airlines (8.6%), Jetstar (8.5% - up 0.9 percentage points) and Air New Zealand (7.3%) rounding out the top five.

The top city pairs were Sydney-Auckland, with over 150,000 movements (4.8%), followed by Sydney-Singapore (4%) and Melbourne-Singapore (3.4%).

Overall int'l traffic during Dec increased 2.9% to 3.16 million.

For the calendar year, pax traffic was 33.09 million - a jump of 5.6% on the 12 months prior.

Total seats available in Dec rose 1.4% to 4m and seat utilisation spiked from 80.2% to 81.7%.

Qantas operated the fullest outbound flights in the month, with pax loads at 97.7% from Sydney to Indonesia (Jakarta).

Fare index change

THE govt has today released its latest Domestic Air Fare index for Mar, with levels for 'Business', 'Restricted Economy' and 'Best Discount' categories remaining largely unchanged from Feb.

'Full Economy' fare index values have however been pulled, with the Bureau of Infrastructure & Regional Development saying their removal was due to Qantas ceasing to offer this fare type on domestic travel.

The fare index gauges how fares have evolved over the years, with Jul 2003 the base level of 100.

"In the future, if Full Economy fares are offered on sufficient routes, the index for this fare category could be reinstated," BITRE said this morning.



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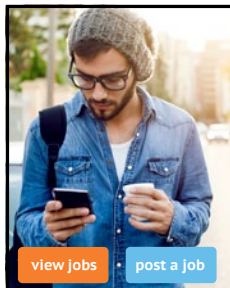
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WA Govt lauds China Southern

TOURISM Minister for Western Australia Kim Hames has heralded the government's partnership with China Southern Airlines, citing the pact for continued growth and extra capacity.

Today's reaction from Hames follows confirmation from China Southern that it will add a fourth weekly service to Perth starting mid-Jul (**TD** yesterday).

The state government and CZ first signed an agreement back in 2011 when it launched services to the WA capital.

“Since that first flight, the number of Chinese visitors to Western Australia has increased 63% to 37,400 people”, he said.

Chinese visitors injected \$181 million into WA's economy for the last FY, making China the state's third largest international source market in terms of visitor spend.

Hames said Tourism WA, Perth Airport, Tourism Australia and China Southern have been

working collectively to increase flight frequencies “and promote WA as a holiday and business travel destination”.

He said agreements such as this would assist Western Australia reach its tourism goal for 2020 to attract 100,000 Chinese visitors, expected to contribute over \$500 million to the local economy.

Chinese travellers are known to spend up big when in Western Australia, forking out on average \$5,000 per visit - over double the average int'l leisure visitor.

Today live from Peru

HIGHLIGHTS of Scenic Tours' Peruvian Highlands journey will be showcased around the nation on Channel Nine's Today show each morning next week.

Weatherman Steve Jacobs will provide live broadcasts from Peru from sites including Cuzco, the Sacred Valley and Machu Picchu.

Celeb comp winner

CONGRATS to Rheina Balayo from Concierge Traveller who was first off the mark to correctly answer yesterday's Celebrity Interview competition question.

The answer form how many ICC World Cup cricket titles Australia has won was four.

Rheina has won a prize pack including cricket themed Emirates luggage tags & model Airbus A380.

Creative Hawaii brox

A COLLECTION of suggested self-drive tours around Hawaii's main and outer islands feature in the all new Creative Holidays Hawaii program.

Each itinerary is based on three nights on either Oahu, Hawaii (the Big Island), Kauai or Maui, and includes return airport transfers and select touring.

MD James Gaskell said despite the AUD\$ drop against the USD\$, Hawaii still offers “great value” on air & land packages.



Window Seat

HUMAN headline Sir Richard Branson has done it again, this time dressing up as a giant lemur to take part in a celebrity tennis tournament in the Cayman Islands.

Branson teamed up with Anna Kournikova for a friendly



doubles match - initially in the animal costume (left) and then switching to a fetching miniskirt to match his partner.



RIGHT: Conchita eat your heart out.



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Sydney boutique plan

EIGHT Hotels is set to create a new 40-room boutique hotel in the Sydney inner-city suburb of Surry Hills after purchasing a heritage building in Albion Street.

Eight Hotels ceo Paul Fischmann said an application would shortly be lodged for the development, which would also include a number of serviced apartments.

"We want to redefine the guest house experience as well as putting a spin on technology in terms of how you book rooms and check-in," he told the *Australian Financial Review*.

Paradise Resort sold

THE Gold Coast's Paradise Resort has changed hands, with Sydney-based Ralan Group buying it from the Zagame and Pellicano families for more than \$70m.

The 2.5 hectare property has council approval for redevelopment into 1,500 apartments.

EY 787 to Washington

ETIHAD Airways has confirmed it will introduce *Dreamliner* jets on services from Abu Dhabi to Washington DC from 15 Mar, its first US route for the aircraft.

The UAE national carrier began flying the capital-to-capital route two years ago.

EY's 787-9 *Dreamliner* features eight First, 28 Business Studios and 199 Economy Smart seats.

NYC China push

PUBLISHING giant the *New York Times* has launched a new quarterly Chinese-language print publication which targets Chinese travellers to the USA.

City Guide/New York has a distribution of 210,000 copies, and is available in travel agencies, hotels and airport lounges across Asia as well as hotels in New York with a substantial Chinese clientele.

It will carry features on the city's latest restaurants, fashion, shopping and real estate trends, and include listings of top New York retailers together with maps.

New York City is the top destination in the US for Chinese tourists, according to publisher Craig S. Smith.

Visit Bhutan in 2015



AUSTRALIANS are being invited to join the citizens of Bhutan in celebrating sixty years of Gross National Happiness, with 2015 declared as "Visit Bhutan Year".

The commemoration marked this week with a visit to Australia by representatives of the Tourism Council of Bhutan and the country's embassy in Bangkok.

Visit Bhutan Year also coincides with the 60th birthday of Bhutan's fourth monarch King Jigme Singye Wangchuck, "the architect of Bhutan's tourism policy".

Bhutan is nestled between India to the south and China to the north, with the mountainous country last year welcoming a total of just over 2,000 Aussie visitors, making Australia its ninth largest market.

Tourists can purchase holidays in Bhutan at a government-mandated package rate of US\$250 per day in peak season (Mar-May and Sep-Nov) which includes all meals, 3 star accommodation and sightseeing.

Of this total, \$65 goes towards development within the country.

There are also four and five star accommodation options, and Bhutan can be accessed via flights from a number of gateways in India and Nepal.

Pictured above at a Sydney event earlier this week wearing traditional *ghos* are Ugyen Dorji,

Royal Bhutanese Embassy; Ambassador of Bhutan DASHO Kesang Wangdi and Damcho Rinzin from the Tourism Council of Bhutan.

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If you are a driven marketing expert with experience working with the eastern markets have high level written and oral communication skills, practical understanding of tourism distribution and international leisure markets are encouraged to apply for this dynamic and exciting position.

Applicants are required to address the selection criteria and quote the position number. For further information contact Manager International Operations, Danielle Thomas, 08 8999 3805.

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Vacancy Closing: 19 March 2015

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A&K: See the Irrawaddy now!



THE local head of bespoke travel firm Abercrombie & Kent (A&K) is urging Aussie travellers to book travel to Myanmar in 2015 if they hope to see the waterways in a relatively 'untouched' state.

A&K managing director for Australia Sujata Raman sounded the alarm bell yesterday at an event in Sydney.

Raman recently returned from Myanmar - two decades after her inaugural visit to Burma - to experience the luxury firm's new Irrawaddy River-based vessel that debuted at the end of 2014, the 20 cabin Sanctuary *Ananda*.

Prior to her departure, Raman said she was "nervous that it may have changed terribly", but found that despite Myanmar being "a lot busier and developed," the pace of life on the "Irrawaddy hasn't changed very much".

However, with more cruise specialists such as APT and Scenic Tours planning to launch their own operations in the region from next year, Raman insists that 2015 is the time to see Burma.

"I do say to people, if you have any interest in Myanmar, go now."

"There are about three mass market ships that are going into the river next year, or in the next couple of years, and I fear this is going to become like one of the European waterways."

"I hope not, but if anyone is interested in going, go now," Raman commented.

Using the expertise of a local ship builder, A&K has designed *Ananda* with a very shallow draft, enabling the vessel to sail year-round on both the Irrawaddy and Chindwin Rivers "which is quite unusual" and means it "doesn't get caught out by rising sand banks in the middle of the year".

On the luxury touring front, Raman said A&K's local operation has developed a small group (18 pax maximum) product in tandem with its USA office, to offer 40 itineraries to all parts of the world.

The product is offered specifically for Aussies, Americans and a few Brits and has "really taken off".

"All departures are guaranteed, for the trade that is a big plus."

Other features of the Luxury Small Group Journeys include "best of the best" experiences & hotels, resident tour directors and travelling bell-boys.

Also, A&K's "sharply priced" 'Connections' program debuted successfully last year, created for guests wanting a little bit more flexibility, offering more free time and not quite as many inclusions.

"Connections is designed for people who do not want to stay in a really luxurious hotel every night of the trip," she added.

Pictured at Quay restaurant in Sydney from left are Serena Mitchell, PR & communications manager; Sujata Raman and Joel Victoria, head of marketing, Australia/New Zealand.

Viceroy to Chicago

VICEROY Hotel Group will expand its portfolio in the United States, with a seventh property earmarked for Chicago.

Slated to open in 2017, the hotel will be positioned on State Street in Chicago's Gold Coast.

Viceroy has 16 properties open or under development globally including US-based properties in Miami, New York, Palm Springs, Santa Monica and Snowmass (Colorado) and Beverly Hills.

United daily to MEL

STAR Alliance carrier United Airlines has commenced its new seventh weekly service on the Los Angeles-Melbourne route using Boeing *Dreamliner* aircraft.

Thursday 12th Mar 2015

Beyond stay/pay deal

A RANGE of hotel stay/pay deals are on offer through Beyond Travel across parts of Eastern Europe over the northern summer and most of 2015.

Options include a 'stay four, pay three' promo in Budapest at the boutique 4-star Hotel Parlament, priced from \$255pp, and a 'stay five, pay four' at the 5-star Hotel Pariz in Prague priced from \$665.

Travel validity depends on hotel, for more info call 1300 363 554.

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- Maintaining an accurate and ongoing sales pipeline.
- Preparing regular reports on market activities and initiatives to enhance the Company's position in the market.
- Representing the Company at seminars, conferences, product launches, trade and public expos.

The successful candidate will need to demonstrate the following,

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- Excellent time management.
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- Willingness to travel within QLD, interstate and overseas.
- Australian citizenship or Permanent Residency status.
- A current driver's license and own car.

Experience within the travel industry with a business development background would be an advantage.

Qualified candidates are invited to send their application by 5pm Monday, 23 March 2015 to Michael Kirkby, Sales Manager QLD via info_bne@singaporeair.com.sg or by mail to GPO Box 49 Brisbane QLD 4001.

Only suitable candidates will be accorded an interview. All applications will be treated in strict confidence.

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Sales Period: Now – 31 March 2015

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Autograph expansion

MARRIOTT has announced two new additions to its Autograph Collection of independent hotels in the US, led by the recently renovated 56-room Triada Palm Springs in California.

The brand will also add its first in Portland, Maine in May when it opens The Press Hotel, built in a former newspaper building.

Air Serbia APAC plan

ABACUS International, parent firm of Sabre Pacific, has been selected by Air Serbia to handle its global distribution services in the Asia Pacific region as the carrier looks to expand its reach.

The tie-up will see all schedules and fares for 40 routes operated by Air Serbia available to agents using Abacus tech solutions.

Multiple connections operated by JU equity partner Etihad Airways will also be loaded for booking as part of the agreement.

CEO Dane Kondić said the tie-up was "an important step" in the growth of Air Serbia in Asia Pacific.

All nighter at Disney

DISNEYLAND at Anaheim will launch its 60th anniversary Diamond Celebration & the start of summer with a 24-hour party taking place in both theme parks.

The day-long event will run from 6am on 22 May until 6am the following morning and will also see the debut of three new evening fireworks spectacles in Paint The Night, Disneyland Forever and a new World of Color.

Guests will enjoy character encounters at both parks, which will feature diamond-style decor.

QR buying into hotels

QATAR Airways has continued its expansion into the hotel sector, purchasing its first property outside of Qatar in the form of the Sheraton Skyline Hotel at London Heathrow.

The property will be renamed the Oryx Sheraton Skyline London Heathrow but will continue to be managed by Starwood.

QR is aiming to add new hotels to its portfolio in the US and UK.

AY Light fare option

FINNAIR is set to introduce a new "Light" fare option for pax carrying only hand luggage.

The fare will be available on services operated by AY between Helsinki and countries in the Baltic and Scandinavia regions.

Light will be the cheapest option for Finnair passengers and will go on sale from 17 Mar.

Pax holding Light tickets will be able to upgrade to include a checked bag if required either in advance or at the airport.

MEANWHILE, AY will launch daily frequencies on the Helsinki -Gdansk (Poland) route from 11 May, with services operated by Flybe Finland using ATR-72s.

Swagman brox out

AFRICAN wholesaler Swagman Tours has launched its three brochures for the 2015 season, with copies able to be obtained directly or through TIFS.

Each guide focuses on a different touring style, from escorted small groups to independent journeys.

Industry Appointments

Click here for our latest jobs in Travel, Tourism, Events and Hospitality.



WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Anna Powell has joined **Trafalgar** in the role of Sales Manager, looking after the Queensland and northern NSW regions. Powell brings 20 years of industry experience in roles with Singapore Airlines and Australia Zoo.

Helloworld Limited has shuffled some personnel to optimise support structures for its Associate and Affiliate members. **Michelle Ryan** has been appointed as National Manager Affiliates and Concorde Agency Network; **Steve Brady** is now National Manager Associates and **Kate Cameron** is now National Manager of the helloworld for business arm. All positions will report to **David Padman**, who has had his role expanded to include the Affiliate and Concorde Agency Networks.

E-ticketing firm **Hahn Air** has welcomed **Susan Strössinger** and **Robert Jason Heerenveen** as its new Global Account Management department heads. The pair will oversee 22 Account Managers around the world.

Marriott International has promoted **Rajeev Menon** to the role of Chief Operations Officer for South East Asia & Pacific, based in Singapore. Menon was formerly Country Manager for the brand here in Australia.

Richard Forbes has taken on the role of Director - Communications and Marketing Services at **Gold Coast Tourism**, the move effective this week.

Movements have taken place at **Mantra Group**, with a number of new General Manager appointments across its three brands. These include **Daniel Russell** at Mantra Wings on the Gold Coast; **Troy Fettes** at Mantra Sierra Grand Broadbeach; **Thomas Berstad** at Mantra One Sandy Bay Road; **Rodney McGlew** at Mantra Bunbury Hotel; **Jason Patterson** at Mantra Wollongong and **Nathan Copsey** at Mantra on Jolimont. Further, **Craig Smith** has been named as new Area Manager for the southern Surfers Paradise / Broadbeach region on the Gold Coast.

Online cruising retailer **Ecrusing** has appointed **Amanda Mukhtar** as its new Marketing Manager, overseeing the company's growing brand.

Based in Singapore, **HRS Corporate** has appointed **Sarah-Jane Tempest** as Director of Corporate Solutions for the APAC region. Elsewhere, **Charles Tan** has joined as Global Account Manager, also for Asia Pacific.

Sales Executive NSW/VIC/QLD - Full Time - Sydney



Are you passionate about the travel industry and looking for that next step forward?

Are you someone who loves driving new market opportunities?

We are seeking an energetic Sales Executive for a full time position located at our Sydney Office. The successful candidate will be a fun loving, business savvy, confident sales person to work with a portfolio of established agents.

The company is Tourism Holdings Australia Pty Ltd (**thl**), and the brands include Britz Campervans, maui Motorhomes, Mighty Campervans, United Campervans, KEA Campervans, Britz USA, RoadBear RV USA, Kiwi Experience, Waitomo Glowworm Caves, and The Legendary Black Water Rafting.

The role will involve generating new clients while managing existing clients in NSW, VIC & QLD. Your territory will include key retail agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales and presentation skills preferably with experience in the youth travel industry. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

You will report to the Key Account Manager Australia based in Sydney, with regular intrastate and interstate travel required.

If you're ready to get out of the office and onto the road and think you have what it takes, please submit your application via the following link:

<http://careers.thlonline.com/jobdetails?jobmc=20055THL>

Applications close Friday 13th March 2015.

Klick toasts to travel influencers



ABOVE: The emerging consumer segment of Professional Aunties No Kids - colloquially known as PANKS - was celebrated as a key travel influencer at a recent Travel Trends luncheon.

Hosted by Klick Communications, the event saw 15 of the firm's key industry partners invited to canvass the latest trends in technology, tastes & family tribes.

Brands present at the lunch included Tourism Australia, Saffire Freycinet, Mudgee Region Tourism and Voyages Indigenous Tourism.

Pictured above from left at

the lunch is Matt Casey, Tourism Federal Group; Janneke Leffers, Voyages Indigenous Tourism; Dmitry Bobin, Tourism Federal Group and Victoria Bowness from Klick Communications.

Expedia Americas buy

EXPEDIA has expanded an existing partnership with Latin American OTA Decolar by buying a minority stake in the company.

The OTA giant spent \$270m for a stake of just under 20%, the latest in its recent investment spree.

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Domestic Business Development Manager

Great Southern Rail strives to deliver a trip of a lifetime beyond people's expectations, promising exceptional customer service and awe-inspiring adventure on The Ghan and Indian Pacific.

An exciting opportunity exists for an experienced and driven business development professional to join the Great Southern Rail (GSR) team at the Adelaide Parklands Terminal. This position operates across both wholesale and retail markets and is primarily accountable for building new and further enhancing existing business partnerships.

GSR is seeking a candidate with exceptional interpersonal skills, emotional intelligence, outstanding business acumen and incomparable motivation and drive to achieve objectives. The position offers the chance for the successful candidate to demonstrate their talent in managing complex and large partnerships and to display strong and decisive leadership abilities.

The successful candidate will be results oriented, a strong commitment to quality and a well developed attention to detail. For more information click on this advertisement.

Applications close COB Tuesday 17th March 2015.



Skytrax picks for 2015

CHANGI Airport in Singapore has been named World's Best by air travellers for the third year in succession at the 2015 Skytrax World Airport Awards in Spain.

The facility took out the gong in the highest subcategory based on passenger volume of 50m+ pax.

Changi Airport Group ceo Lee Seow Hiang said the award was particularly sweet as it came during a time of transformation.

"We are undertaking a number of significant development projects including Terminal 4 and Jewel Changi Airport, with some works taking place amid ongoing airport operations," Lee said.

Auckland repeated its win from last year as it took out Best Airport in the Australia/Pacific.

Brisbane received Best Airport Staff Service and Gold Coast Airport claimed the gong for Best Regional Airport in this region.

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Thursday 12th Mar 2015

Aussies eye long-haul

SPENDING on travel is tipped to increase by 19% year-on-year among Australian holidaymakers, with trips taken more frequently, according to a TripAdvisor study.

The annual TripBarometer Global Travel Economy surveyed more than 44,000 pax, of which 2,756 were from Australia & NZ.

Polling revealed more than one in two Aussies are planning more long-haul trips, with 50% going to a "dream destination" and having saved their pennies to achieve it.

Canada was rated as the dream destination for Aussies, while on an inbound basis, six nationalities considered Australia a dream trip.

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:

1. 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,
2. 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.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

THIS IS IT!

GENERAL MANAGER

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

This leading travel company is looking for an experienced general manager to lead this close knit team and join them in this newly created role of General Manager. Previous experience managing a successful travel business & being able to drive performance is a must. Proven ability to build good working relationships, strong negotiation & commercial acumen is essential along with having a can do attitude. Enjoy an executive salary package + bonuses.

MANAGE AN EXPERIENCED TEAM

CORPORATE TEAM LEADER

PERTH (CITY CENTRE) - SALARY PACKAGE TO \$86K

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.

A PRODUCT THAT ALMOST SELLS ITSELF

ACCOUNT EXECUTIVE

MELBOURNE – 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!

JOIN THE WINNERS IN CORPORATE TRAVEL

BUSINESS DEVELOPMENT MANAGER

MELBOURNE – GUARANTEED SALARY \$100k

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!

AWARD WINNING TOUR OPERATOR

MICE SALES MANAGER

NORTH SYDNEY – UPTO \$95K PACKAGE

This leading tour operator is looking for an experienced Sales Manager who can combine their high level sales skills with their strong MICE network. This is your chance to step into this management role, with one direct report. Your key strengths will include strong proven sales skills in the B2B space, the ability to win and nurture top clients and maximize brand profile across Australia. Exciting opportunity not to be missed - Apply today!

JOIN THIS FORWARD THINKING PCO

BUSINESS DEVELOPMENT MANAGER

NORTH SYDNEY LOCATION – OTE \$120K

This well-known PCO is looking for an experienced BDM. The role is focused on lead generation and pure business development components.. This is your chance to showcase your strong presentation, negotiation and selling skills working for an industry leader. Monday – Friday role with some travel and client entertaining after hours requirements. You will have industry sales experience, preferable from events in hotels or production Apply today!

ARE YOU TECH SAVVY?

INDUSTRY SALES/ACCOUNT MANAGER

SYDNEY CBD – UP TO \$85K PACKAGE

Are you tech savvy with a real passion for the industry? This role is for you! Join this market leader where you will be enjoy managing a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. Essentially you will be able to effectively communicate client objectives, as well as communicate travel industry trends and keeping them abreast of new product or innovations.

TIME TO GET CREATIVE!

DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UPTO \$85K PACKAGE

Due to recent expansion this industry leader is 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, although will focus on implementing winning online 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!

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www.aaappointments.com.au



Working in partnership with the Australian Travel Industry

Group Specialist

Gold Coast; to \$60K Package DOE, Ref: 1423PS1

Experienced Groups Specialist with experience booking all aspect of leisure travel? If you have current experience booking complex small to medium groups and are looking for a 9 – 5, Monday – Friday role then we want to hear from you! A growing independent are expanding their high end brand. To be considered for this role you will need a high level of attention to detail, exceptional customer service skills and the ability to deal with varied and fiddly bookings as a minimum requirement.

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

Corporate Travel Consultant

Sydney, Up to \$65K + Bonuses, Ref: 1611MB1

My client is a reputable, leading independent TMC located north of Sydney. They are looking for an experienced Corporate Travel Consultant with GDS experience to be apart of their growing team. As an experienced Corporate Consultant you will be working on last minute changes, including international & domestic flights, accommodation and car hire. You will need to be professional have an enjoyment for a fast paced environment and working to deadlines. Monday to Friday business hours.

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

Specialist Leisure Travel Consultant

Melbourne, \$Competitive, Ref: 1713KF2

Want to work for a successful travel agent and become an invaluable part of their team consultants?! Do you have solid all-round leisure travel experience and want to bring this to an established, well-respected travel agency on the South East Coast of Victoria? This is the travel agency opportunity you have been looking for. Offering a loyal repeat clientele and less walk-ins, a competitive base salary along with commission and a long term career opportunity, this role will not last long.

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

Travel Consultant/Team Leader

Adelaide, \$DOE, Ref: 1605LB2

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.

Cruise Specialist

Brisbane, Competitive, Ref: 1573AW4

We want to hear from you if you are an experienced Travel Consultants wanting their work/life balance back. If you live in North West Brisbane, this role is on your doorstep. You will be currently working in the Travel Industry, have wealth of industry knowledge including airlines, wholesalers, cruise products (cruise accreditation is an advantage), travel insurance and other auxiliary products. You would be a proficient user of a GDS. Warm client base is waiting for you! Apply now!

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

Junior Groups Travel Consultant

Sydney, Package up to \$35K, Ref: 1622SZ1

No experience required!!! This is a fantastic opportunity for someone wanting to get into the Travel Industry or get back into the travel industry. An entry level position, you will get trained in groups and event coordination as my client focuses on school educational trips around Australia and Internationally. Drivers licence essential + company car will be provided for you to use when attending events. Great supportive environment, fun and dynamic office! Monday to Friday only 9am -5pm

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

Travel & Events Coordinator

Melbourne, \$50k-\$60k, Ref: 2105MD1

Leading Events Management Company are looking for an experienced group travel & event coordinator to look after and manage group bookings for corporate international and domestic events! Manage air bookings, hotel group allocation, booking with suppliers, delegate registration and payments. If you have experience managing large group travel via a GDS, knowledge of events pro or events air and experience managing corporate events end to end please apply now! Great salary + super on offer!

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

Business Development Manager | TMC

Perth, \$70K-\$85K OTE, Ref: 1619LB1

Amazing opportunity! Ready to leave consulting behind and get involved in business development? We are looking for a BDM to work in the corporate sector for this award winning TMC. If you are currently working in corporate travel and looking to step up into a new & financially rewarding role, this is your chance interviewing ASAP! You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Excellent salary and incentives on offer.

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



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