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VA, DL to maintain capacity

VIRGIN Australia and Delta Air Lines have downplayed suggestions they may add more flights between Australia and the USA, with DL chief Ed Bastian saying "we want to focus on the most popular business travel as well as leisure destination, which is obviously LA to Sydney".

"At the present time we are going to keep what we've got and see how we can grow the market over time," he said, speaking to media after a joint presentation with Virgin Australia ceo John Borghetti at an American Chamber of Commerce event in Sydney yesterday.

Borghetti said the alliance with DL is key for Virgin Australia.

"Five years ago we were losing a lot of money on America," he said, with the feed brought from the USA by DL's deep network in its home country helping to shore up the operation.

VA and DL have applied for a ten year renewal of their partnership, with the Australian Competition and Consumer Commission currently considering the issue.

Bastian said the carriers were heavily promoting Australia in the USA, with the weaker Aussie dollar expected to boost leisure inbound traveller numbers.

VA operates daily flights to LAX from Sydney and Brisbane, while DL also has a daily 777-200 service into Los Angeles ex SYD.

Eight pages of news!

Travel Daily today has eight pages of news, including a photo page for **Tourism Ireland**, a front cover page for the **National Travel Industry Awards** plus full pages: (click)

- AA Appointments jobs
- Travel Trade Recruitment
- Rail Plus
- One&Only Hayman Island

Roger Byrne joins GA

ROGER Byrne has taken on a new role as sales manager NSW, ACT and New Zealand with Garuda Indonesia.

His extensive industry career has included roles with Qatar Airways, Travelscene American Express and World Aviation Systems.

More appointments on **page 6**.

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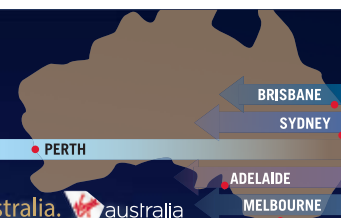


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TRAVEL AGENT AFFILIATE PROGRAM

Mantra buy Outrigger Oz

AUSTRALIAN-LISTED hotelier Mantra Group will bolster its local portfolio after today confirming it plans to acquire Outrigger Hotels & Resorts Australia's collection of four resort properties.

The \$29.5 million agreement with Outrigger Hotels & Resorts' head operation in Hawaii will see Mantra purchase its four resorts, all on the Queensland coast.

Comprising a total of 984 keys, the deal covers Outrigger Surfers Paradise; Outrigger Twin Towns Resorts, Coolangatta; Outrigger Little Hastings Street Resort & Spa and Boathouse Apartments by Outrigger Airlie Beach.

Mantra Group ceo Bob East referred to the acquisition as a "natural fit" for the company in key leisure destinations.

"To acquire properties in Airlie Beach, Noosa and Gold Coast in a single transaction is very rare, these areas represent the most popular and emerging tourism hubs in Australia," East said.

Each property is well suited for domestic leisure, inbound and conference markets, which East said are the "ideal mix" for hotel

assets in the region.

Coupled with future pipeline growth initiatives, the agreement is expected to supplement Mantra Group's "strong organic growth with incremental earning," East commented.

The deal is subject to customary completion adjustments and conditions, but is expected to be finalised by Jun, at which time Mantra Group will indicate which of its brands the resorts will be designated - either Peppers, Mantra or BreakFree.

To assist with the transaction, Mantra Group is aiming to raise \$50 million via the issue of approx 16.4 million extra shares, which will also support additional capital to fund pipeline projects.

helloworld NTIA pact

WINNER of AFTA's 2014 National Travel Industry Awards' Best Travel Agency Group (100 outlets or more) helloworld, has been named as the Silver Sponsor for the new award category of Best River Cruise Operator at this year's NTIA on Sat 18 Jul.

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Virtuoso shows a sell out

THE Virtuoso group will next week host roadshows in four Australian cities, with strong demand from both participants and attendees.

According to Virtuoso md Asia Pacific Michael Londregan “competition from international luxury brands for a place at the roadshow was high, and we had more products vying for the opportunity to meet an Australian Virtuoso adviser than we could accommodate”.

Londregan was upbeat about the prospects for the group, saying the Australian market was being polarised between

customers who are looking for the lowest priced distressed product & “a growing number of those who value the personalised advice of a travel advisor who can create an experience in tune with their needs”.

Londregan said Virtuoso’s strong partnership with suppliers provided a gateway to a more personalised service for clients.

“It is important to recognise that it is almost impossible to VIP oneself,” he said.

“Luxury travellers in particular are looking for service that cuts out the interference created by the traditional booking process - through intermediaries - which eliminates direct contact with the final destination and opportunity for individual service delivery.”

The Australian Virtuoso roadshow will showcase luxury product from around the globe to more than 350 Australian luxury travel advisers.

Solomons local rep

SOLOMON Islands Visitors Bureau (SIVB) has appointed Tropics Tourism & Marketing Services as its marketing representative in Australia & NZ.

SIVB chairman Wilson Ne’e said Tropics would take on all aspects of industry marketing and trade activity here effective immediately.

SIVB ceo Jo Tuamoto said Australia and NZ were pivotal to the organisation’s vision of seeing the tourism sector become the prime source of foreign exchange earnings for the Solomon Islands within the next ten years.

Edgewater Airpoints

MEMBERS of Air New Zealand’s Airpoints frequent flyer program will now accrue ‘dollars’ when staying at The Edgewater Resort & Spa in the Cook Islands.

The new partnership requires a minimum five night stay, with points earned on all Edgewater room and villas categories.



Window Seat

PEOPLE would rather turn to a glass of wine in preference of bed shenanigans with their partner after a long-day in the office, according to results from a new survey commissioned by Sheraton Hotels & Resorts.

The poll on global wine and travel trends found almost half (48%) of respondents in the US, Germany, China, Argentina and China seek solace from a glass of wine to unwind.

Fifteen percent turned to a smartphone/tablet, the same figure as a spouse.

Sheraton’s survey also found people would be most likely to give up their smartphone for a day (29%), sex for a week (23%), or their social media accounts for a week (23%) at home or when travelling, in return for a premium glass of wine.

CX A350 to Auckland

CATHAY Pacific Airways has revealed it is “very likely” to operate Airbus A350-XWB jets on the Hong Kong-Auckland route in the future, replacing ageing A340s, the *NZ Herald* reports.

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*Sydney to Auckland commenced 28 February 2015



Virgin australia

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Vibe North Sydney

TFE Hotels will expand its Vibe Hotels brand in North Sydney, with a Next-Gen hotel slated to open at Northpoint Tower.

The 188-room Vibe Hotel North Sydney is earmarked to open in early 2017, replacing the existing Vibe North Sydney at Milsons Point which is set to close on 31 Mar after being sold last year.

TFE said its North Sydney Vibe property has "consistently delivered solid financial returns".

Starwood Fiji sell out

STARWOOD Hotels & Resorts has put up for sale three assets in Fiji as part of its commitment to an "asset-light strategy".

The group's "trophy" resorts in the country include Sheraton Fiji Resort and The Westin Denarau Island Resort & Spa - representing 576 keys - and Denarau Golf & Racquet Club.

Starwood president of global development Simon Turner said the sale is expected to generate "strong, global investor interest".

Selling agent CBRE Hotels said the Fiji assets will be sold with the benefit of a long-term management contract with Starwood.

Expression of interest close at 4pm on 23 Apr.

QF, EK, BA watch apps

QANTAS, Emirates and British Airways have each separately announced the development of specialised apps for the new Apple Watch which goes on sale to the public in late Apr.

As an extension of their respective iPhone apps, QF and EK's customers will be able to use the watch app to review upcoming flights, access real time info such as flight gate number, flight status & baggage collection point, as well as updates of last minute changes.

British Airways will incorporate flight information onto the watch face, with departure times, flight status and a countdown timer.

QF exec manager of customer & commercial Stephen Limbrick said the Qantas app for Apple Watch "is the next step in making our customer's journey even smoother and more efficient".

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TEN travel agents from New South Wales and Victoria recently experienced the delights of Club Med Albion in Mauritius, courtesy of the all-inclusive holiday specialists, Air Mauritius and Virgin Australia.

Over six fabulous nights, the agents were pampered with five-star indulgences in one of Club Med's premier resorts on the Indian Ocean island, experiencing food, nightly entertainment, golf excursions and use of the resort's spa facilities.

Pictured back row from left are Loretta Abernethy, Craig's Travel Armadale; Deryk Lee, Escape Travel Bondi Junction; Luke Skarbek, Club Med NSW bdm; Josie McPaul, Bayview Travel, Brighton; Nicci Richardson, Club Med Albion guest relations and Karen Knight, Travel Authority Newport.

In front are Elizabeth Bernard, Flight Cente Burwood; Andrew Merheb, Flight Centre Surry Hills; Deborah Zimmermann, FBI Travel, Caulfield; Jo Gaynor, Destination HQ, Beaumaris; Guzel Ismagilova, Club Med HR director - Russia; Andrea Alloway, iTalk Travel, Newcastle and Nathan Salhani, Escape Travel product manager.

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CTM Young Executive recognised

FOR the third year in succession, a member of the Corporate Travel Management team has been recognised as a mover & shaker of the future.

Regional client value manager Queensland Karen McGilvray was named as Young Executive of the Year by The Association of Travel Management Companies (ATMC) for 2015.

McGilvray was recognised for her work with the government sector, travel policy adoption and her supporting work to provide critical client support during the Cyclone Ita disaster.

Karen is pictured at right.



Hayman incentive

ONE&ONLY Hayman Island has launched a trade incentive, offering a two night educational trip for two to the resort including return Economy airfares from Sydney, Melbourne or Brisbane, daily breakfast and a snorkelling excursion.

All domestic travel agent FIT bookings made between 17 Mar and 30 Apr, for travel up to 30 Sep, will be eligible to participate in the incentive, with the top three total room night selling agents over the period winning the opportunity to experience the resort - more info (02) 8272 7070.

RWC ticket resales

RUGBY World Cup organisers have launched an official resale service for ticket-holders wishing to offload tickets for matches they are no longer able to attend.

The service will be available for fans to post tickets from 25 Mar, with listings going live on 31 Mar.

Unsold passes are removed from the site 24-hours prior to kick-off.

It will be the only official resale service for RWC tickets, which will be re-sold at face value through a secure & authorised system - see www.tickets.rugbyworldcup.com.

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Thursday 19th Mar 2015

Ritz Carlton for Melb

LUXURY Marriott International brand Ritz-Carlton Hotel Company has signed an agreement to bring the brand to Melbourne.

Ritz-Carlton Melbourne will offer 250 rooms as part of a mixed-use high-rise on Spencer St in the city CBD and will occupy Levels 64-77, making it the highest hotel open in Australia.

Assisting in the project is Asia-based Fast Corporation, the same firm behind the building of Ritz-Carlton Perth (**TD** 08 Oct 2013).

Construction will begin next year, however no date has been advised as yet for its opening.

The development will feature residential, retail and restaurants.

It will be the second branded property in Australia following the opening of Ritz-Carlton Perth, tentatively scheduled for 2018.

SPTE buyers deadline

REGISTRATIONS for buyers to attend the South Pacific Tourism Exchange will close tomorrow.

The event will take place in Melbourne on 19 and 20 Jun.

Travel Daily

on location in
Argentina

Today's issue of **TD** is coming to you from Buenos Aires, Argentina courtesy of Air New Zealand which will launch flights here later this year.

OUR Argentine adventure wraps up today with a tour of some of the eclectic street art which is prolific in the streets of Buenos Aires.

Murals are everywhere - along with graffiti tags - with the first works created in the wake of Argentina's 2001 financial crisis which left many Buenos Aires citizens unemployed - so some turned to art to brighten the life (and walls) of the city.

The tradition has continued through to today, with many store owners and restaurants now commissioning street artists to create their works which range from New York-style graffiti murals through to stencilling, spraypainting and simple acrylic paints applied with brushes.

An annual festival celebrates the street art, which is intriguing in that it is constantly evolving, with many works only in place for a couple of years before they are covered by new ones.



IT'S TIME TO CELEBRATE THE BRIGHTEST STARS OF THE INDUSTRY

Voting is now open for the 2015 National Travel Industry Awards.

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AR launch COR/MIA

AEROLINEAS Argentinas will commence new weekend flights between Corboda and Miami using Airbus A340-300s from Jul, the SkyTeam carrier has confirmed.

Sexy women in Sacsayhuaman!



EIGHT personal travel managers recently experienced a family of a lifetime when they were whisked off for a 10-day exclusive TravelManagers Peru educational.

The group flew with LAN Airlines to Lima via Santiago and was hosted by PromPeru.

The action-packed itinerary included a visit to the fabled Lost City of the Incas - Machu Picchu and the Amazon jungle, coupled with visits to plenty of other locations of historical, cultural and geographical significance.

Escorting the PTMs were Manuela Nielsen from PromPeru and Nagiba Nagpal from LAN.

The TravelManagers agents pictured overlooking the city of Cuzco, Sacsayhuaman; from left are Julie Lunn, Kerrin Poupou, Alexa Petherick, Julianne Gazal-Rizk, Manuela Nielsen (PromPeru), Karen Doyle, Kirsty Whittaker, Claire Kilcullen, Deborah Davies and Nagiba Nagpal (LAN Airlines).

Egypt visa in advance

AUSTRALIAN travellers heading to Egypt will need to formally apply for a visa in advance of their visit under new regulations imposed by the country this week.

Individual visitors arriving after 15 May will require the visa prior to arrival at an Egyptian gateway.

According to *The Guardian* in the UK, the move is aimed at preventing the arrival of militants seeking to join terrorist cells.

The move is expected to impact Egypt's tourist arrivals, which saw a 70% increase year-on-year for the quarter ending 30 Sep 2014.

TN/SB c'share nod

AIR Tahiti Nui has won approval from the US Department of Transportation to place the code of Aircalin on its flights from/to both Papeete and Los Angeles.

The airlines announced the new codeshare in Jan, at the time requesting expedited approval.

Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

American Express Global Business Travel has made a number of senior appointments, including the expansion of **Philippe Chereque's** chief technology officer role to become Chief Commercial and Technology Officer. Senior vice president internal business systems, **Steve Curts**, has also been appointed to the newly created role of Chief Strategy Officer, with both reporting to CEO Bill Glenn. In addition, **Christine Ourmieres-Widener** has been named as Chief Global Sales Officer.

Emma McInnes has been promoted within **On the Go Tours** to the role of National Sales Manager, based in the operator's Brisbane office.

Fraser Hospitality has promoted **Benjamin Nesbitt** to the role of General Manager of **Fraser Suites Sydney**.

Ruwan Peiris has been appointed as Regional General Manager for NSW and the ACT for **InterContinental Hotels Group**. He joins IHG with extensive industry experience, most recently as area gm with Accor Hotels where his role included responsibility for the company's Darling Harbour, Sydney properties.

Accor has appointed **Hayden Hughes** as General Manager of its Darling Harbour hotels as well as Area Manager of Ibis Budget. Hughes has been with Accor since 2002, most recently as gm Ibis Sydney Airport..

TripAdvisor has appointed **Irene Sung** to the newly created role of Head of Client Development, TripAdvisor Asia Pacific, with responsibility for managing key client relations and formulating business strategies in key verticals for TripAdvisor Display Advertising. She was formerly head of branding at Google. Also, former TripAdvisor sales manager in Southeast Asia **Aaron Leong** will report to Sung as Client Development Manager.

Amanda Mukhtar has been appointed as Marketing Manager for online cruise specialist **ecruising.travel**. Her career has included roles with Corporate Travel Management and more recently Captains Choice.

Mantra Group has appointed **Graeme Back** as General Manager of its new **BreakFree on Cashel** hotel in Christchurch. He will relocate from his current role at Beqa Lagoon Resort in Fiji to head up the 263 room property which has been revamped to the tune of \$30 million.

Urban Purveyor Group, the hospitality company behind various eateries including the Bavarian Bier Cafes, has appointed **Tom Pash** as its new Chief Executive Officer. Owner John Szangolies will move into the role of Executive Chairman of the firm.

Charlotte Bell has been appointed as the new President and CEO of the **Tourism Industry Association of Canada**. She was formerly head of corporate affairs for the Atlantic Lottery Association.

Fiji's Likuliku Lagoon Resort has welcomed the return of Executive Chef **Shane Watson**, who was the property's first chef when it opened in 2007.

Beyond Travel has appointed a second NSW Sales Manager, in the form of **Martine Nunes** who brings over 20 years experience to the role.

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Globe goes green for Tourism Ireland

ST PATRICK'S Day was celebrated around the world this week, with a plethora of prominent buildings in major cities turning green in honour of the patron saint of Ireland.

Melbourne joined the Global Greenings for the first time ever, with the Royal Exhibition Building going

green, while Perth's Council House, the Story Bridge in Brisbane and the Sydney Town Hall, Hyde Park Barracks and State Library of NSW also joined the fun.

This page features a selection of images from around the world - lots more on our Facebook page at facebook.com/traveldaily.



ABOVE: China's Great Wall of China.

LEFT: Skytower Auckland goes green.

RIGHT: The Sydney Town Hall.

BELOW LEFT: State Library of NSW.



LEFT: Council House Perth; and **BELOW:** Melbourne's Royal Exhibition Building

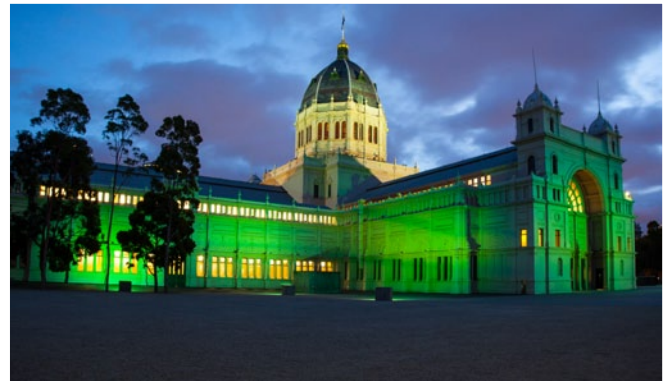


RIGHT: Edinburgh Castle, Scotland.

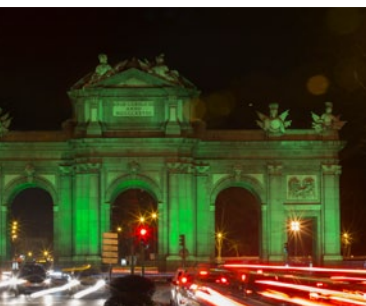
BELOW: The London Eye.



RIGHT: Puerta De Alcalá in Madrid joined the Global Greening.



RIGHT: Sydney's Hyde Park Barracks.



LEFT: Rome's Colosseum.

BELOW: Whistler Village, Canada.



BELOW: BMW World in Munich, Germany.



EK TBIT lounge opens

EMIRATES has opened a new dedicated First and Business class lounge at Los Angeles Airport's Tom Bradley Int'l Terminal, also open to Platinum & Gold members of Skywards.

MEANWHILE, construction of the new Terminal 4 Connector Building at LAX reached a milestone this week with the final structural beam put in place.

Expected to be completed next year, the US\$115 million project will provide a multi-level, multi-use secure thoroughfare between TBIT and Terminal 4.

Reyne-ing SE Asia

POTENTIAL Scenic Tours Southeast Asia customers will get a taste of the luxury travel firm's product offering with coverage from Vietnam & Cambodia to air on Channel Nine's *Getaway* travel show over three weeks.

The coverage will include the popular tourist sites of Angkor, Siem Reap, Phnom Penh and a cruise on the Mekong River and Halong Bay.

The 30-min instalments will be held on Sat 21 & 28 Mar and Sat 04 - check local guides for times.

Tintswalo rebirth

CHAIRMAN of the recently fire-gutted Tintswalo Atlantic Lodge near Cape Town, Ernest Corbett has revised the envisioned date for the property's relaunch from Dec (**TD** 04 Mar) to mid-Oct.

LA - a Staple for any US visit



TINSELTOWN beckoned this group of agents, hosted last week on a famil through LA and Santa Barbara by the Los Angeles Tourism Board & United Airlines.

The ten consultants were all incentive winners, earning their place in a joint promotion by the organisations to push United's new Melbourne-Los Angeles Boeing 787-9 *Dreamliner* flights.

Travelling in United Economy Plus, the group experienced UA Club Lounges and Los Angeles' new auto immigration kiosks at Tom Bradley International Airport Terminal, staying three nights at Lowes Hollywood Hotel & the Hollywood Roosevelt Hotel.

Highlights included a visit to Grand Central Market, Universal Studios Hollywood, the TMZ Hollywood Tour, the Red Line behind-the-scenes tour, shopping at The Grove and a Hollywood bar crawl with Intrepid Urban

Adventures.

Beyond LA, the agents ventured to Santa Barbara in Business class on the AMTRAK Pacific Sunlander.

There they discovered the sights on a trolley tour and took a lunch cruise on the Double Dolphin vessel, with two nights at the Best Western Plus Pepper Tree Inn.

Pictured outside Staples Center prior to the LA Lakers vs Dallas Mavericks basketball match from left are Bronwen Simpson, Hills Travel Centre; Lisa McCracken, Travel on Crown; Yvonne Lennard, Toorak Travel; Kerrie Tsauis, Flight Centre Lower Templestowe; Michelle Nagy, Flight Centre Bondi; Craig Gibbons, LA Tourism; Tracie Pascoe-Lark, Escape Travel Stock Exchange; Lisa Chew, STA Travel UNSW; Kelli Fisher, Meridian Travel; Stephanie Eichler, Flight Centre Waurin Ponds and Emma Harding, Travel Beyond.

CX profit up 20%

CATHAY Pacific has reported a HK\$3.15b (A\$523,000) profit for the year to 31 Dec, with passenger revenue up 5.4% to HK\$75.7b (A\$12.6b) and the overall load factor improving 1.1 percentage points to 83.3%.

Passenger numbers rose 5.5% to 31.6 million for the year, with demand strong in all classes on long haul routes.

The year saw the introduction of new routes to Doha, Manchester and Newark, while Dragonair added Penang and Bali.

747-8 330min ETOPS

BOEING'S behemoth 747-8 *Intercontinental* has received a green light from the US Federal Aviation Administration for 330-min Extended Operations (ETOPS).

The move comes as newly enforced FAA regulations require pax aircraft with four engines to fly beyond 180-min from an en-route alternative airport.

Boeing said with 330-min ETOPS, the 747-8I can fly long distances more directly "on virtually any worldwide city pair routing".

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INSIGHT VACATIONS
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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:

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 17th March and,
2. From 18th March answer the daily question correctly and have the most creative answer to the final question

Send your answers to: irelandcomp@traveldaily.com.au

Millions climb the steps to kiss the Blarney Stone - what are they hoping to gain?

Terms & conditions

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Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Publisher/Managing Editor: Bruce Piper **Editor:** Guy Dundas **Assistant Editor:** Matt Lennon

Contributors: Louise Wallace, Jenny Piper, Sarah Piper **Editorial email:** info@traveldaily.com.au

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

WORK FOR THIS DYNAMIC ORGANISATION

**CLIENT REALTIONSHIP MANAGER
SYDNEY - SALARY PACKAGE UP TO \$85K**

Due to expansion this award winning TMC is looking for an experienced CRM, an exciting time to join a dynamic team. You will be managing a portfolio of high profile accounts and be responsible for identifying growth opportunities and travel trends in the industry. Essentially you will have experience from a TMC or similar, with outstanding knowledge of managing multiple accounts and reporting requirements. Claim your spot and apply today!

ANALYST – TECHNOLOGY FOCUS

**BUSINESS AND SYSTEMS ANALYST
SYDNEY – SALARY PACKAGE UP TO \$85K**

Are you experienced with online booking systems and have a strong background in technology? In this role, you will be responsible for building and executing new system processes to improve business performance, identify areas of improvement relating to business and technology processes, together with overall analysis of business practices and procedures. Bring your analytical approach to this winning travel company with ongoing career progression.

OPPORTUNITY TO WORK WITH A GREAT BRAND

**MICE SALES MANAGER
SYDNEY - SALARY PACKAGE \$95K**

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!

LOOKING FOR CAREER PROGRESSION?

**SALES & ACCOUNT MANAGER
SYDNEY – POTENTIAL \$85K PACKAGE**

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

GROWING IN LEAPS AND BOUNDS

**ACCOUNT EXECUTIVE
MELBOURNE – UP TO \$70K 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!

GLOBAL PRESENCE

**CORPORATE TEAM LEADER / MANAGER
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.

SPECIALIST WHOLESALE TOUR OPERATOR

**BUSINESS DEVELOPMENT MANAGER – SA/NT
ADELAIDE – SALARY PKG \$55K + COMM PKG + MILEAGE**

Are you a proven sales professional in Adelaide looking for a new product to promote? Responsible for the SA/NT market, your primary role is developing strategies to increase sales, growing sales revenue, building strong ongoing relationships with key industry agents, together with attending trade shows/expos. Previous experience in the travel industry as a sales executive or solid sales consulting experience essential.

TOUR OPERATOR

**SENIOR MANAGER
BRISBANE CBD – EXECUTIVE PKG**

This award winning company is looking for a senior manager to join their dynamic team. You will be responsible for supporting, managing & coaching the team to succeed, ensuring the business delivers exceptional levels of customer service, managing & reporting on the company's performance. Proven ability as a senior manager leading and managing a successful business, good communication skills & commercial expertise is essential.

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TRADE RECRUITMENT**



Online Travel Consultant

Gold Coast, OTE\$60K+, Ref: 1551PS1

Are you a sales guru with strong fares & GDS knowledge? Have you built your skill set to a level where you can work autonomously within a team environment? This award winning agency are offering a real work life balance where you'll even get your lunch breaks back! Suited to target oriented consultant who is solution focused, I.T savvy and is adaptable to a changing environment. Experience of working to targets & strong product knowledge required. Excellent career progression opportunities!

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

Travel Branch Manager

Newcastle, Excellent base + uncapped commission, Ref: 1411MB1

A fantastic opportunity has arisen for an experienced travel professional who would like to take their next step into Retail Travel Management. As a Retail Travel Branch manager you will be responsible for managing the daily running of the office as well as motivating your team to achieve sales targets. You will still have a hands on role consulting and using your expert travel knowledge to interact with colleagues and clients. Help lead this branch continue with growing success.

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

Luxury Travel Specialist

Melbourne, \$40k-\$50, Ref: 1478MD1

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

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

Business Travel Consultant

Perth, \$50-\$58K, Ref: 1528LB6

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.

24/7 Online Travel Consultant

Brisbane, OTE\$50K + uncapped comm, Ref: 1635AW1

Would you like to step away from face to face consulting? Do you enjoy communicating with clients via email? Are you available to work to a 24 hours roster 365 days? We have a role that will provide you with multiple opportunities to make solid commission, work in a supportive and autonomous work environment with the travel industry leader. Multiple benefits are on offer including ongoing training, career development, travel discounts and famils. Interviewing now for an immediate start!!!

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

Leisure Travel Consultant

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

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

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

Travel Manager

Melbourne, Competitive Base Salary, Ref: 1277DV2

Calling all Travel Managers in the Victoria area! This is your chance to join a well established successful travel industry company! The successful Travel Manager will need to have excellent experience within the travel industry and have experience with corporate clientele!! You will be rewarded handsomely working in a supportive team environment and working on sought-after lucrative products! If you have the drive to be a high-achieving Travel Manager then please get in touch!

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB2

This destination specialist is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales experience within the travel industry? Are you often described as a very proactive person? YES? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

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