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Travel Daily

First with the news

Thursday 21st May 2015

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Buenos Aires bargain

AIR NZ is offering \$400 off fares to Buenos Aires in conjunction with its new direct flights to South America which kick off in Dec.

The \$400 discount applies to return flights for travel from 12 Jan 16 booked by 29 May - see the **cover page** for details.

MEANWHILE the \$699 one-way fare on NZ's new Houston route (**TD** yesterday) applies to the Auckland-Houston sector.

Air NZ gm Australia, Leanne Geraghty, said the new route would give Australian travellers access to the "heart of the southern USA" with up to five weekly return flights timed to connect with the carrier's trans-Tasman services across Australia.

New global CLIA head

CRUISE Lines International Association (CLIA) has appointed Thomas P. Ostebo as its new president and ceo - details in **Cruise Weekly** today, and more appointments on **page six**.

Record Magellan profits

PRUDENT cost control has led the Magellan Travel Group to announce a skyrocketing 41% increase in year-to-date net income compared to last year.

On current projections, the result will see group members post a year-end profit for 2015 of more than \$8 million.

The result and year-end forecast was announced to the group's 121 members this month as part of state-based dinners attended by ceo Andrew Macfarlane and senior Magellan management.

Macfarlane said group members continue to prosper in "mixed market conditions" due to a focus away from heavily competed and low-yield mass market segments.

"This drives strong results for our preferred partners and earns increased rewards and, of course, in our model what we get, our members get, undiluted and undiverted," he said.

Macfarlane praised innovations

in tailored consumer and agent protection products developed by the group (**TD** Tue) in the deregulated environment, saying it was also great to see AFTA taking on credit card chargebacks.

Lizard opening 05 Jun

DELAWARE North has announced that Lizard Island will reopen to guests from Fri 05 Jun.

The property has been fully rebuilt and refurbished after being hit by Cyclone Ita in 2014, with its reopening delayed by Cyclone Nathan in Mar this year.

From 05 Jun, the majority of the property will be accessible to guests, including the main Lodge Lounge and Reception, the new Salt Water Restaurant with its interactive kitchen, plus the Driftwood Bar and Wine Cellar.

Greg Magi, executive director for Delaware North's resorts in Australia, said the company is now on track to have the entire resort reopened in mid-Aug, and until then pricing is at 25% off normal retail rates.

VA 'Aviators Club'

VIRGIN Australia has launched a new travel agent "Aviators Club" which allows consultants to earn points for VA bookings.

Points can be redeemed via an online auction system for a range of merchandise, with \$10,000 cash also up for grabs - see **p11**.

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Eight pages of news!

Travel Daily today has eight pages of news including a front cover page for **Air NZ**, a photo page for **helloworld**, plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Virgin Australia Aviators Club
- JITO

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THIS WEEK'S FEATURE AUCTIONS



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Thursday 21st May 2015



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SQ premium econ launch

SYDNEY will be the first global destination to see the new Singapore Airlines premium economy cabin, with the carrier today revealing details of the new product which will debut 09 Aug.

To be fitted to both A380 and 777 aircraft, as well as SQ's new A350 fleet, the premium economy cabin with a 2-4-2 layout will rapidly roll out to other ports including London and Paris.

Service in SQ premium economy will include a choice of three main courses as well as the airline's "Book the Cook" service allowing customers to select their

meals before travel.

French Champagne will be available on all premium economy routes, along with a choice of "curated wines" and a collectible amenity kit.

Premium Economy Class will also feature the next generation of SQ's *KrisWorld* inflight entertainment system.

In-seat power and USB ports will be provided, along with noise-cancelling headphones.

SQ A380s will feature 36 premium economy seats, placed between first class and economy on the lower deck, while 777s will have 28 passengers in the premium economy cabin, between business and economy.

TFE's MICE platform

TFE Hotels today announced the launch of a "next generation technology platform" for business events organisers.

Developed by hospitality software provider iVvy, the new venue and distribution platform will allow TFE to deliver real-time availability for event bookers across its 70 hotels in Australia, New Zealand and Europe.

More information in tomorrow's issue of **Business Events News**.

Book your own Bonus

COLLETTE has launched its first agent incentive in the Australian market, with a 'Book your own Bonus' campaign which rewards agents with \$25 extra for the first booking, \$50 for the second and \$100 from the third booking onwards.

Bookings made by 31 Oct for 2015 & 2016 departures are valid.

Travel Daily

on location at
Disneyland

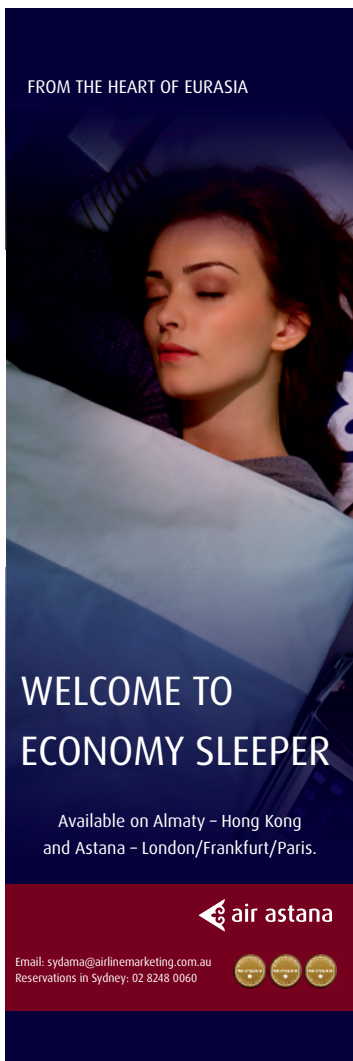
Today's issue of **TD** is coming to you courtesy of Disney and Qantas from Disneyland, California, which is this week launching a massive 60th birthday celebration.

DISNEYLAND'S Diamond celebrations officially begin tomorrow, when the parks will be open for 24 hours straight.

Since opening in 1955, Disneyland Resort has grown to one of the world's most visited destinations, with two theme parks, three hotels and the Downtown Disney entertainment and shopping precinct.

Disneyland still remains the 'Happiest Place on Earth' having welcomed over 700 million visitors in its 60 year history.

Walt Disney's dream was to create a place to make magical memories, and that legacy continues today with special moments aplenty - follow our Disney adventures on Instagram at instagram.com/traveldailyau.



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First with the news

Thursday 21st May 2015

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Solomons ready to “explode”

THE Solomon Islands is on the cusp of a new era in tourism, according to Solomon Islands Visitors Bureau chief executive officer Josefa Tuamoto.

“The Solomon Islands is about to explode in terms of tourism,” Tuamoto told wholesalers, tour operators and other guests at a function in Sydney yesterday.

Tuamoto - the one-time ceo of Tourism Fiji - said the Solomon

Islands’ Government is ready to take the next step forward, tomorrow launching a national strategic plan to address tourism.

“For us as industry players, that tells us where we want to go.

“Tourism has always been a ‘pillar’ for economic growth in the Solomon Islands - but it was just a ‘pillar on paper’. There was no resource put behind it.

“For the first time, the government is serious about tourism and are putting resources into it.” Tuamoto remarked.

Tuamoto said visitor numbers are likely to see positive growth in 2015 - rebounding from a slump of 16% last year - citing a falling out between the Solomon Islands & Fiji on their bilateral air services agreement, which impacted on capacity from the United States.

The SIVB boss said over the next 5-10 years, the Solomon Islands is aiming to crank up the value of revenue raised through tourism from the current level of \$560m to \$1 billion.

“It can be done, and through your help it can be achieved.”

More from Solomons on **page 5**.

Travelport parking

TRAVELPORT’S Smartpoint travel agent desktop now features the Looking4app from Travel Parking Group, providing a fully integrated airport car parking payment solution for clients.

The free plug-in picks up flight and customer PNR details to easily book airport parking in more than 45 countries, with valet plus meet & greet services also available in many locations.

WIN a weekend away

MANTRA Group is offering one lucky reader the chance to win a weekend getaway at Peppers Gallery Hotel in Canberra.

The comp, run in conjunction with **TD’s** sister publication **travelBulletin**, includes two nights stay at the Peppers Gallery resort along with a two-course meal for two at Bicletta restaurant.

Located in Canberra’s new arts and dining precinct, the hotel is closely located to the capital’s popular landmarks including Lake Burley Griffin and features a gym, library bar and more.

To enter, all you have to do is tell us in 25 words or less why you want to win - **CLICK HERE** to enter.

HA suspends Sendai

HAWAIIAN Airlines is rejigging some of its Japan services, with the cancellation of Sendai flights from 01 Oct this year.

The current thrice weekly 767 Honolulu-Sendai-Sapporo flights will switch to operate only between Honolulu and Sapporo.



Window Seat

DISNEY has pulled out all stops for its 60th anniversary (see p2) with the Diamond Celebrations which start tomorrow including media from around the world.

Travel Daily is on site for the massive event, with every aspect of the visitor experience impacted by the celebration including updated attractions and even Diamond-themed food and beverage offerings.

Sleeping Beauty’s castle is glistening with glass crystals - and of course there’s a huge array of dazzling anniversary merchandise and souvenirs.

More than 500 new items are available for visitors to take home including clothing, collectibles and toys, with some of the items pictured below even including a 60th celebration Coca-Cola bottle.



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HAWAIIAN
AIRLINES



Travel Daily

First with the news

QANTAS Agency Partnerships this week hosted about 100 travel agents on a behind the scenes tour of its new A330 aircraft.

The group experienced the product first hand, with experts from QF's Aircraft Project team and Customer Experience Design and Development shared details about the product features.

The refurbished A330 fleet took to the skies in Jan this year, with the new product being progressively rolled out across the domestic and international network.

The agents are **pictured** above on the tarmac with Rob Harrison, whose title is now QF Head of Sales and Tourism Development.

Scoot heads to Osaka

SCOOT Airlines today announced its second Japanese destination, with the addition of Osaka to its network from 08 Jul.

The carrier will operate Boeing 787 aircraft to Osaka six times weekly, with three flights via Bangkok and three via Kaohsiung in Taiwan.

CEO Campbell Wilson said Osaka had "long been on our radar" and combined with existing Tokyo services the new destination means travellers can "complete the 'golden triangle' of Tokyo, Kyoto and Osaka without backtracking".

Launch fares lead in at SG\$99.

Asian feeds for Cairns

PHILIPPINE Airlines says it will aim to promote its new Cairns and Auckland service (**TD** yest) to Asian markets not currently connected to the North Qld city.

PAL regional sales mgr Ian Robinson said he was aware China and Japan both had direct links to Cairns, while Korea was a largely untapped market.

Likewise, Robinson said the route will open up the Philippines to new customers in North Qld who may have not considered the destination or its 7,107 islands for an Asian holiday.

"Cairns draws on the Tablelands, Western Qld, it draws on Townsville, probably down as far as Mackay. It will draw on markets in that area.

"There's a lot of thought gone into it," Robinson told **TD**.

Trafalgar US air deal

TRAFALGAR is offering a companion air deal flying Virgin Australia to the USA for just \$1099 per person return.

The deal is available in conjunction with any Trafalgar guided holiday in the USA or Canada, for bookings by 31 May of two or more people travelling Jul 15-Mar 16 - trafalgar.com.

Savings are also available on some Trafalgar US land content.



WIN TICKETS TO AN EXCLUSIVE SCREENING

This week *Travel Daily* and *Princess Cruises*

PRINCESS CRUISES
come back new
are giving readers the chance to win two tickets to the world premiere of 'Women He's Undressed' onboard *Sun Princess*, as well as cocktail reception on June 10.

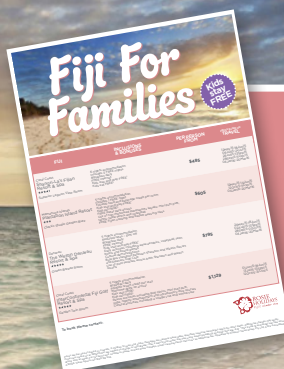
'Women He's Undressed' takes an intimate look at the life of Academy Award winning Australian designer Orry-Kelly. Unfamiliar at home, the Kiama born designer created wardrobes for the silver screen from the 1930s to 1960s. Kelly's design credits include; Hollywood's biggest studios, memorable stars, and film hits such as 'Some Like it Hot' and 'An American in Paris'.

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Thursday 21st May 2015

NZ committed to LHR

AIR New Zealand ceo Chris Luxon says the carrier's long-haul flights to the UK via Los Angeles are operating profitably, with up to 50% of passengers travelling only on the transatlantic sector.

Speaking to **TD** at TRENZ in Rotorua yesterday, Luxon said the mix of patronage on the route had changed, with the superior Air NZ 777 premium product attracting a loyal following of LA celebrities and businesspeople.

There's also a strong VFR component to the business, given New Zealand's strong historical links to Britain.

The LHR route is an exception to Air New Zealand's strong Pacific Rim focus, with Auckland ideally positioned as a logical hub for Australians heading to the Americas, Luxon said.

No plans for ROT

AIR NZ is unlikely to resume its direct flights to Rotorua from Australia, with the service previously heavily subsidised by the central North Island region.

NZ ceo Chris Luxon said he believed funding was better deployed within the region to boost "demand conditions," with Rotorua easily accessible by road or flights via Auckland.

flysolomons taps into Sydney



SUSTAINED trade support will be crucial to the success of a new weekly service linking the capital of the Solomon Islands with Sydney, an executive from Solomon Airlines has remarked.

Solomon Airlines - which goes by the moniker of 'flysolomons' - has been plotting the NSW route for around 12 months, marketing manager Colin Sigimanu told **Travel Daily** at an event for trade partners in Sydney yesterday.

The Honiara-Sydney service will commence on 01 Jun, with IE using its flagship Airbus A320 with 16 Business & 120 Economy class seats on the route.

"Sydney is an exciting venture for us...Initially it will operate as once a week, and with your support we are looking to build and develop the Sydney market with additional services direct to Honiara," he said.

Sigimanu added that Sydney was "key" to the flysolomons' development, providing not only feed from the Sydney basin but from untapped regional and new domestic markets, as well as international connections.

"We see that as a very important opportunity we'd like to explore," he added.

Pictured at yesterday's event with some of the entertainers from left are Colin Sigimanu, Solomon Airlines; Josefa Tuamoto, SIVB ceo and Wilson Ne'e, SIVB chairman.

PAL excited about link

CAIRNS was chosen as a transit port for Philippine Airlines' New Zealand service (**TD** yest) due to a desire not to get involved in the "well covered" SYD-AKL/MEL-AKL route, **TD** has been advised.

Philippine Airlines regional gm Australia and New Zealand Ian Robinson said Cairns to Auckland was a less saturated route.

"There's not a lot of full-service carriers into Cairns," he said.

Robinson didn't rule out more frequencies or larger aircraft on the route if demand warranted.

MEANWHILE, PAL said it would like to boost its Sydney services to daily on the back of the newly won capacity increase to Australia.

Vivid anticipation

PREVIEWS of the Vivid Sydney festival last night and tonight are building excitement in the lead-up to the big switch-on on Fri.

The Destination NSW initiative runs from 22 May-08 Jun, with NSW Tourism Minister Stuart Ayres encouraging tourists to start planning their visits now.

Lighting installations used during the festival will use 100% green power via a partnership with Powershop, and The Banksia Foundation has also been engaged to further boost Vivid's sustainability performance.

See www.vividsydney.com.



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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.

Returning to the Board of **Helloworld Limited** is **Peter Spathis**, resuming as a non-executive director from this week. Spathis served on the Board from 2002-2012 as the appointed representative of Sintack Pty Ltd. In addition, the Helloworld Board has lost **Stephen Bennett**, who announced his retirement from the role, also effective this week.

Holding over 25 years industry experience, **Camilla MacInnes** has joined **Abercrombie & Kent** as the firm's Sales Manager Southern NSW/ACT. MacInnes was most recently working with Entire Travel Connection.

Property representation firm **Randall Marketing** has appointed **Golin McPherson** as its new Client Relations Manager. McPherson brings 17 years industry experience at both retail and wholesale levels to her role.

Accor has made a number of changes to its executive management in Australia and New Zealand. **Chris Sedgwick** has been named as the new Senior Vice President Operations, New Zealand, Fiji and Polynesia, replacing **Garth Simmons**, who is moving to the role of Chief Operating Officer Malaysia, Indonesia and Singapore. Replacing Chris as Vice President Operations Queensland/Northern Territory is **Matt Young**. In addition, **Gillian Miller** will relocate to Perth to take on the role of Vice President Operations Western Australia.

Indochina touring firm **Buffalo Tours** has welcomed two new Business Development Managers. The brand is now represented in Vic, SA & Tas by **Matthew Edwards**, while **Liz Johnston** will cover NSW, ACT and Qld.

Relocating to Perth from China, American **John Kockan** will take up the reins as General Manager at **Pan Pacific Perth**. In the same role at Pan Pacific Xiamen will be **Eric Kee**, replacing Kockan.

The **Canadian Tourism Commission** has bolstered its management ranks with **André Joannette** appointed as Chief Financial Officer and Vice President Finance and Operations, effective 15 Jun. Now serving as General Counsel and Corporate Secretary as of 11 May is **Sarah Sidhu**.

Scott Grant has been named as General Manager for the soon-to-open **Ibis Mackay Airport Hotel**. Grant brings nearly a decade in two stints with Accor to his new role working in hotels across northern Australia.

Last-minute hotel booking app **HotelsQuickly**, which recently launched in Australia and New Zealand, has appointed **Niklas Olsson** to the newly created role of Director of Offline and Partnership Marketing.

Hawaii Lodging and Tourism Association CEO **George Szigeti** is the new President & CEO of the **Hawaii Tourism Authority**, overseeing overall tourism strategy. He replaces Ronald Williams, who held the role on an acting basis following the departure last year of Mike McCartney.

Based on the Gold Coast, **Wyndham Vacation Resorts Asia-Pacific** has welcomed **Adam Geneave** to the newly created role of Vice President Customer Experience, tasked with developing customer service culture.

The Langham, Hong Kong has hired two new Business Development Executives in **Ricky Li** and **Betty Yan**. Both bring solid experience in hotels and will work on developing the Chinese and corporate markets.

Starting this week, **Albert Cheong** has been promoted to Chief Executive Officer for Malaysia's **Sunway International Hotels & Resorts**.

airberlin has shaken up its management, in effect from 01 Jun. **Julio Rodriguez** has been named the new Chief Commercial Officer; **Captain Oliver Lackmann** is the new Chief Flight Operations Officer and **Ole Orver** is the new Senior Vice President of Network Strategy Planning.

LH adds Watch app

LUFTHANSA passengers can now use their Apple Watch as a boarding pass up to 24 hours prior to departure, through a new app launched by the carrier.

Mammoth skis into town

REPRESENTATIVES from the US ski resort town of Mammoth Lakes are in Sydney this week meeting with travel agents and ski wholesalers as part of an annual sales call to Australia.

Mammoth Lakes director of sales and int'l marketing Michael Vanderhurst and Mammoth Mountain int'l marketing manager Kristin Rust are here to push the California resort in conjunction with Brand USA & Visit California.

Australia is the number one int'l market for Mammoth Mountain, contributing the bulk of a 27% year-on-year jump in visitation over the northern winter season.

Speaking to **TD**, Kristin and Michael said this year's sales call was about furthering the resort's local recognition, with plentiful air access from LAX, SFO and SAN.

"Our message is always that California is a destination, Mammoth Mountain is always a destination, one particularly for people coming who have been coming to the US for a while.

"Mammoth is perfect for first-timers also," Rust commented.

Sydney and Melbourne are the targets this year for the annual

sales call, while Auckland, which is normally visited, has been left off the ten-day itinerary for 2015.

A new product known as "The Cali4nia Pass" will be heavily promoted locally during meetings with ski wholesalers and agents.

The pass is valid at Mammoth, June and Bear Mountains, Snow Summit and for Night Skiing, with no blackout dates season-long.

It is priced from US\$799, with a Premium Option at \$899, with the booking season for 2015/16 having recently opened.

Rust said the sales team was "feeling strong" about it.

"Things are looking ahead of where we were a year ago."

Also on the agenda will be promoting the Mountain Collective group of resorts, which recently added Thredbo as its first resort in Australia (**TD** 08 May).

Fusion adds Marriott

SURFERS Paradise Marriott Resort & Spa on the Gold Coast has joined the Fusion portfolio of properties being represented as a meetings destination to the Victorian MICE market.



Retail Travel Consultant - full or part time

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An award winning, boutique agency located in Pennant Hills in Sydney's North is looking for an experienced consultant.

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Applications close 31 May

helloworld for business summit

THE recent helloworld for business Summit concluded in Hong Kong with delegates applauding the focus on leadership, the speakers and the workshop selection.

The Summit wrapped with spectacular celebratory drinks at Aqua and dinner at Hutong overlooking Hong Kong Harbour.

Qantas was the major Summit Sponsor, as well as sponsoring drinks and dinner.

RIGHT:

Brad Jukes of Acland Travel; Elizabeth Gaines, helloworld; Kevin Manuel and Tom McGann, McGann Travel.



ABOVE: Elizabeth Gaines of helloworld and Steve Limbrick of Qantas with the helloworld and Qantas staff and crew.



LEFT: Karsten Horne of Reho Travel; Richard Van Kempen, Orba Travel Brokers; Peter Hosper, The Travel Authority; and Tom Goldman of Goldman Travel.



LEFT: Kevin Headings, Georgina Byrt and Rachel Dunn of Sanford International Travel with Steven Pike of The Travel Authority.

RIGHT: Neil Ager of Qantas Tom Brennan and Geoffrey Fairall of Atlantic Pacific Travel; David Greenland from Concierge Travel Group; and John Lewis of Complete Business Travel.

BELOW: Cathy Sinnett, Langham Hospitality Group; Donna Meads-Barlow, DBT Travel; and Craig Adamson, Leading Hotels of the World.



ABOVE: Roger Knight, Nicole Burton and Andrew Burton of Total Travel WA with Richard Van Kempen, Orba Travel Brokers.

LEFT: Lisa Byers, The Travel Authority; Jeremy Martin, Travel Together; Sarah Hackett, DBT Travel; and Timothy Owens & Deborah Canty-Forrest of Travel Together.



LEFT: David Padman of helloworld; Kristine Chippendale from Qantas; Kate Cameron, helloworld; Neil Ager of Qantas; and Mike Thompson, helloworld.

RIGHT: Larissa McKenzie, Hunter Travel Group; Stacey McVilly, RACT Travel; and David Filmer, Hunter Travel Group in front of Hunter Travel Group ceo Brett Dann.



Mall of America sites

MINNESOTA has made a play for a larger slice of the global tourism market, introducing a series of multilingual websites promoting the Mall of America.

Visitors to mallofamerica.com will be directed to the site closest to their device's language setting.

The platform features tourism content such as trip planning advice and video content, with the project put together in conjunction with Brand USA.

Mövenpick expansion

SEVEN hotels will be added to the Mövenpick Hotels & Resorts portfolio in Asia over the next three years in a newly announced growth program for the brand.

Properties have been confirmed to open in Thailand, Indonesia, Malaysia, China and Vietnam, with talks for 10 more ongoing.

New openings on track for this year will take place in Jeddah, Riyadh, Morocco and Kerala.

WA tourism funding

FUNDING for the construction of a lookout in Broome's Chinatown district is among three tourism projects announced for WA by the federal government.

On a matched dollar-for-dollar basis via the Tourism Demand Driver Infrastructure Program, projects to be funded will also include a redeveloped Mersey Pt Jetty in Rockingham and a tender dock for cruise ships in Busselton.

Trade Minister Andrew Robb and WA Tourism Minister Kim Hames will jointly provide \$5m each for the three projects.

"It is a case of, if you build it, they will come," Hames said.

QT lights up Sydney

AHEAD of the launch of Vivid 2015 tomorrow, QT Sydney has released a new stay deal with the Museum of Contemporary Art.

Priced from \$350 per night, the package includes accom, brekkie and entry to Light Show at MCA.

Airnorth clarification

AGENTS can receive a 90% reduction on normal fares under a new industry discount released by Darwin-based carrier Airnorth, not \$90 as stated in **TD** yesterday.

AMEX agents taste Chinese treats

WEST and East were covered comprehensively by this group of American Express Global Business Travel agents on this fam.

China's two major east-coast cities of Beijing and Shanghai were visited, with the group split into two to cover the highlights and check out some of the best Starwood properties available on both sides.

Hosted by Air China and Starwood Hotels & Resorts over six days, the group began their journey in Shanghai, visiting the Le Royal Meridien on East Nanjing Rd and the Westin Bund Centre.

Highlights in the city included the Yuyan Gardens, a walk along the Bund and a scenic boat ride at the Zhujiagiao water village. Onward to Beijing and the group were treated to a hosted dinner at the St Regis, visited the Summer Palace and ticked the Great Wall off their bucket lists.

Pictured above preparing for the Juyong Guan section of the Great Wall, in the back row from left is Olivia Leong, Starwood Hotels & Resorts and Nerell



Binios from American Express.

Middle row: Lisha Dittberner, Air China; Suzie Tyson, Donna Malley, Jess Jackson and Sam Shearing, all from American Express.

Front row: Kate Butler and Daniela Ziino-Rodriguez of AMEX.

EK lifts soccer deals

EMIRATES has added to its portfolio of football sponsorships, announcing it will appear on the jersey front of Portuguese giant Benfica in a three-year deal.

To celebrate the deal, the carrier confirmed it will double capacity between Dubai and Lisbon, with a second daily flight from next year.

Indigo heads to LA

THE first Hotel Indigo branded property will open in Downtown Los Angeles late next year, InterContinental Hotels has said.

IHG has signed a management agreement with Greenland Group for the 18-storey property, which will offer 350 rooms located near the LA Live entertainment district.

Win a trip to Egypt

This month **Travel Daily** and **On the Go Tours** are giving the travel industry a chance to win a trip to Egypt.

This awesome prize includes:

- Return flights for two
- 14 day King Ramses Tour for two

To win, answer every daily question and have the most creative answer to the final question.

Send your answers to onthegotours@traveldaily.com.au

Send us your best caption for this picture.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

WORK FOR A PREMIUM BRAND REGIONAL HOTEL M&E SALES MANAGER SYDNEY – \$75K + BONUS

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role gives you a unique opportunity to get ahead with a premium brand. Your experience in corporate sales will have given you the skills in developing leads & building relationships whilst signing up valuable new business. If you have a background with high end incentives and a real passion for the MICE industry, this role is for you!

FAST FORWARD YOUR CAREER ACCOUNT MANAGER PERTH – SALARY PACKAGE TO \$75K

Looking for a good mix of account management & sales? Utilise your current experience & drive to deliver positive results in the travel industry. You will be focused on securing new accounts for this global TMC whilst maintaining existing accounts. You will be a born networker who can demonstrate confidence & the ability to build & nurture relationships in a fast paced environment. Call the executive team today - Don't miss this fantastic opportunity!

BEST DEVELOPMENT AT ITS BEST BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PKG \$60K + CAR + COMMS PKG
Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

GREAT NEW OPPORTUNITY! MARKET DEVELOPMENT EXECUTIVE BRISBANE – SALARY OTE \$75K + SUPER

This global leader is looking for an experienced travel professional to develop their low cost carrier market. A diverse role which will see you analysing data & trends, working with different departments on set up, reconciliation, pricing competitiveness, marketing internally, developing sales, training & best booking practices. 5+ years' experience, analytical, problem solving & relationship building skills required. LCC experience a plus. Great package on offer!

YOUR CHANCE TO MOVE INTO ACCOUNT MGMT JUNIOR ACCOUNT MANAGER SYDNEY & PERTH – SALARY PACKAGE UP TO \$75K

If you have gone as far as you can go as a Corporate Travel Consultant/Team Leader/Sales Executive and you're ready to move into Account Management, this global corporate agency has a role to support the AM team. You will be managing the existing client base including devising strategies to build business and exceed customer satisfaction. Are you from a B2B background and looking for a new challenge? Are you a born networker? Contact us

HUNT DOWN YOUR NEXT GREAT ROLE BUSINESS DEVELOPMENT MANAGER SYDNEY – PACKAGE FROM \$85K

If you are an experienced BDM who can find new leads and win new business, this role will suit you. You will establish, maintain and grow commercial relationships through the travel agency channel. The role requires extensive travel around NSW, so you'll be flexible and you will need to be confident in delivering information and speaking in front of people. If you love life on the road and have proven experience in a similar role, please apply now.

EXOTIC FIVE STAR PRODUCT

**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.

SELL YOUR SOCKS OFF! CORPORATE BUSINESS DEVELOPMENT MANAGER BRISBANE – SALARY OTE \$80K

An amazing opportunity exists to join this dynamic travel management company as a BDM. You will be responsible for developing a pipeline & building relationships to acquire new business along with implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential

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Working in partnership with the Australian Travel Industry

Business Development Manager

Brisbane, Attractive package, Ref: 1739AW1

Our client is an award winning global Hospitality Group looking for an experienced Hotel BDM to join their team in Brisbane. You will be a well networked Hotel sales professional with expertise in developing new business opportunities while maintaining existing accounts. You will be responsible for generating revenue within your portfolio of Corporate and PCO clients. Attractive salary package and industry perks are on offer for the right candidate. Interviewing now for an immediate start!

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

Product Manager

Sydney, up to \$80K + Super, Ref: 1574SZ5

Are you an experienced Group Touring Product Manager and looking to work for a brand that is recognised across the nation? This is your opportunity to really establish yourself further and demonstrate your skills by working closely with the Director of Product and looking over a team of coordinators. Some travelling to the areas surrounding the Hunter Region will be required, this is a contract role until the end of July 2016 which then will see you potentially move within the company

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

Travel Consultant

Melbourne, OTE up to \$80K, Ref: 1585MD2

Are you looking for something a little different in the travel industry? Looking to move to a company that offers you more perks and a better way of life? This well established travel company has an opening for an experienced consultant based in the various locations throughout Melbourne. We need a motivated and enthusiastic candidate that can hit the ground running in this fantastic opportunity! You will have 12 months experience along with GDS such as Galileo – Apply Now!

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB6

This first class tour operator 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 & training experience within the travel industry? Are you often described as a very proactive person? 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.

Retail Travel Consultant

North of Brisbane; Competitive salary, Ref: 1731PS1

A rare opportunity has arisen at a well established retail travel agency for a travel consultant with excellent worldwide product knowledge. To be successful for this role you will have strong worldwide leisure product and destination knowledge, excellent GDS skills and experience of working successfully to set sales targets. If you would like to join a local reputable agency that offer a wonderful family feel working environment with 9-5 Monday – Friday hours, please contact me today.

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

Industry Support Coordinator

Sydney, \$DOE, Ref: 1548MB1

This is a new opportunity for an experienced travel consultant with strong attention to detail that is looking for their next challenge. This is a very diverse role for an ideal candidate who has exceptional attention to detail and can handle multi tasking in a large capacity. You will be working for a leading name in the travel industry and be well supported in this role. This is a fantastic career opportunity to expand your experience and knowledge within the industry.

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

Senior Travel Consultant

Melbourne, \$55-60k, Ref: 1717DV1

Are you looking for a change of scenery and the chance to be able to use your skills in an excellent new role?! My client has a brand new retail role in one their delightful offices in Melbourne and are looking out for a passionate, experienced retail travel consultant! I'm looking for a candidate who could help assist with some managerial/team leader duties alongside booking tailor-made packages, tours, cruise and worldwide adventures! Excellent base salary offered in return!

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

Business Solutions Corporate Travel Manager

Perth, \$75K OTE, Ref: 1734LB1

Rare business development opportunity in corporate travel! Do you have a sound understanding of corporate travel, business development experience, ideally with a proven sales record? This leading travel company is looking for a business solutions manager to assist with their ongoing expansion across the travel market. You will be using your networks & initiatives to help grow and foster existing accounts in identifying areas for improvement. Excellent salary & career progression available!

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



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