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# Travel Daily

First with the news

Thursday 4th August 2016



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## Jetstar to target corporates

JETSTAR is set to launch a significant new initiative targeting the business travel market in the coming months, with ceo Jayne Hrdlicka hinting strongly at the move at the CAPA Asia Pacific Aviation Summit in Brisbane today.

Speaking about the corporate sector, Hrdlicka said: "we recognise that we haven't always catered to the flexibility requirements of that group."

"We're working closely with Qantas to change that," she said, suggesting there would be different choices for fares providing more flexibility.

She said the Qantas Group has been analysing data to look at who is wanting to fly on Jetstar for the purpose of business, "then making sure we make that as easy as possible for them".

The low-cost carrier is also uncharacteristically beginning to

show some love for travel agents, this month launching a new 'Sales Kit' for the travel trade which details the benefits of being a "registered agent of Jetstar".

These include a dedicated travel agent support hub, BSP settlement and "remunerable gross fares" in which agents will receive payments for fares sold via the Jetstar Agent Hub and API - but not via GDS.

Agents receive \$10 for domestic short-haul bookings or \$25 for international long-haul widebody services, with payments remitted via BSP or bank deposit.

To be eligible for remuneration agents must be located in Australia, Taiwan or Indonesia and be registered with Jetstar.

## Rex live on Travelpport

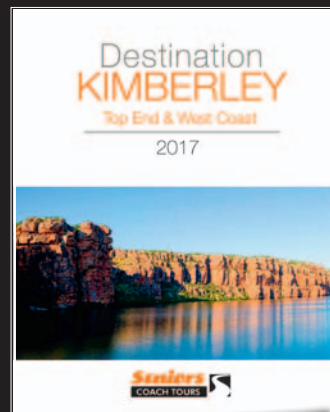
REGIONAL Express, Air Tahiti Nui and Fly Corporate have adopted Travelpport's air merchandising platform, with almost 170 carriers now utilising the firm's Rich Content & Branding to offer fare families, ancillaries and add-ons via the GDS - including VA, NZ, CX, & FJ.

### Today's issue of TD

Travel Daily today has eight pages of news and photos, plus full pages: (click)

- AA Appointments jobs
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## TTC appoints new CostSaver ceo

**THE** Travel Corporation has promoted Uniworld Boutique River Cruises president Guy Young to the newly created joint roles of President of CostSaver, and Global Brand Engagement Officer.

Young will continue to be based in Los Angeles and will report to Trafalgar ceo Gavin Tollman.

His role as ceo of Uniworld will be taken by Ellen Betteridge, who joins The Travel Corporation from her former role as vice president of sales & marketing with Azamara Club Cruises in the Americas.

She also formerly headed up the US operations of Silversea Cruises and prior to that spent over 20 years at American Express, most recently as vice president Retail Travel Business.

Betteridge will take up her new role with Uniworld effective this weekend.

More industry appointments on **page 7** of today's *Travel Daily*.

## Keep borders open - WTTC

**GOVERNMENTS** across the globe must not overreact to the ongoing spate of terrorist attacks by tightening visa requirements, according to the head of the World Travel and Tourism Council, David Scowsill.

In Australia for the CAPA Asia Pacific Aviation Summit in Brisbane, Scowsill told *TD* he is working hard with authorities to keep borders open and continue to facilitate travel, noting that almost all attacks have been from 'home grown' terrorists.

Scowsill also urged governments to be very specific when they issued travel advisories, with most incidents very localised, and general warnings of a "possibility of attacks" across a region only serving to unnecessarily dampen demand.

People across the globe are still travelling, with passenger numbers continuing to grow, although there have been some

shifts in destinations, he said.

Turkey is down significantly due both to terror and the recent coup, while France is reeling from its recent attacks with Tunisia and Egypt also continuing to suffer badly, Scowsill said.

In contrast, travel to countries such as Spain, Portugal, Malta, Italy and Bulgaria is up, in some cases as much as 30%, he added.

Scowsill also gave his views on the impact of the shock Brexit vote, saying the complexity of Britain's withdrawal from the EU means there is unlikely to be any effect in the short-term.

It's more than two years until any formal changes take place, and there are hundreds of laws which would need to be changed affecting the travel sector alone.

Australia's tourism sector continues to thrive, Scowsill noted, hailing the recent inclusion of tourism in the federal cabinet portfolio of trade and investment.

## Ciobo lauds QF/TA

**NEWLY** appointed Minister for Tourism Steven Ciobo yesterday welcomed the fresh marketing partnership between Qantas and Tourism Australia, saying he was "delighted" the organisations had come together again to promote Australia to the world.

"The combined expertise and resources of Tourism Australia & Qantas will help realise the growth potential of our key international markets," he said.

Ciobo said the pact will assist with growing inbound traffic and improve dispersal to regional areas of Australia.

## EK Travelport renew

**TRAVELPORT** has announced the renewal of a global full content agreement with Emirates, enabling agents continued access to EK's fares & inventory through the Travel Commerce Platform.

The partnership between the parties includes an extension of their IT services arrangement.



**MORE INFO**



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**CLICK HERE for further details**

## Asia set to drive tourism boom

AUSTRALIA'S proximity to Asia is having a significant impact on aviation development in the region, with travel demand from the rising middle classes creating a key opportunity, according to CAPA Centre for Aviation ceo Peter Harbison.

Speaking at the CAPA conference in Brisbane this morning, Harbison said he believes we "underestimate the impact our closeness to Asia is going to have on our inbound tourism".

He gave an intriguing overview of developments in global aviation, including the rise of new hubs enabled by aircraft such as the 787 and A350 which allow long, narrow routes to work.

For example the debut of the 787 has enabled the linking of more than 100 new city pairs, with a heavy concentration in the Asia-Pacific region, Harbison said.

### Experience Samoa's Newest Luxe Offerings



Samoa welcomes its second global hotel brand as the iconic Aggie Grey's Hotel in the centre of Samoa's capital city, Apia, reopens its doors as The Sheraton Samoa Aggie Grey's Hotel and Bungalows.

Visitors to Samoa can also add the luxurious Taumeasina Island Resort to its list of accommodation options which also recently opened at the capital of Apia.

Boasting breathtaking views of the Pacific Ocean and the scenic mountains of Upolu, the resort offers three restaurants, two bars, a state of the art fully equipped gym and a luxurious spa.



### Tempo 2-for-1 offer

TEMPO Holidays is offering a last-minute 2-for-1 deal on a range of European cruises for this year with the Across Europe river cruise Aug and Sep departures priced at \$4,947 for 2 travellers.

Call 1300 362 844.

### Abu Dhabi famil

ETIHAD Airways has launched an incentive for agents booking flights to the UAE or as a stopover to Europe, with the reward of a spot on a familiarisation to Abu Dhabi in Oct up for grabs.

The promo is being run during the month of Aug and based on sales with Etihad Airways or Virgin Australia for travel from 01 Aug to 31 May.

Up to 50 places on the famil are available - [winabudhabi.com.au](http://winabudhabi.com.au).

## Airport strikes loom

BORDER Force officers will walk off the job at international airports around the country next Fri for 24 hours, with travellers warned of potential disruption and delays.

The Community & Public Sector Union yesterday said the Dept of Immigration & Border Protection will be striking from midnight at airports, ports and other sites around Australia on 12 Aug.

"Departing and arriving pax on int'l flights are advised to allow extra time and be prepared for possible delays during the industrial action," the CPSU said.

CPSU National secretary Nadine Flood said the action by Border Force, Immigration & Agriculture officers relates to the Turnbull Govt's plan to "strip their rights, conditions and take-home pay", urging the Prime Minister to resolve their concerns.

Flood added national security would not be compromised during the planned strikes.



## Window Seat

PASSENGERS were spellbound by the in-flight entertainment on board an EL AL Israel Airlines flight this week with renowned magician Hezi Dean (pictured below) performing a magic show in the sky.

The mesmerising show made time fly by.

Dean is known for his daring acts, including a stunt where he baffled a crowd in Tel Aviv when he appeared to be floating mid-air on the outer wall of the city's shopping centre.



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Complete Canada Specialist training by 19 August, 2016 at <http://csp-au.canada.travel/>

Incentive applies to new bookings made 28 June 2016 - 19 August 2016, flying Air Canada from Australia to Canada for outbound travel any date from 01 July 2016 onwards.

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Fam to depart 19 September.  
Existing Canada Specialist Agents will automatically receive the 5 bonus points.

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## EK451 crash landing

AN "OPERATIONAL incident" occurred late yesterday at Dubai International Airport on board Emirates flight EK521.

The Boeing 777-300 travelling from Trivandrum International Airport in Thiruvananthapuram, India crash landed upon arrival in Dubai, bursting into flames.

All 282 passengers and 18 crew on board, including two Australians disembarked safely, however, one firefighter died whilst attempting to douse the blaze.

Both the captain and the first officer on flight EK521 have over 7,000 hours of flying experience each.

The UAE carrier said it is "fully collaborating with local authorities to determine the cause of the incident".

The subsequent airport closure led to the delay of EK's outbound flight from Sydney last night, forcing it to depart after curfew.

## Botanica promotion

**BOTANICA** World Discoveries has special booking deals on two of its most popular cruise itineraries for 2017.

Book the 12-day Athens to Rome departure on 22 Apr 2017 and fly Business class from \$3,995pp and have the \$7,250 single supplement waived.

Lock in the 14-day cruise from Tokyo to Osaka on 05 Apr 2017 and fly Business class for \$1,995pp plus have the \$3,000 single supplement removed.

Deals valid for bookings made by 31 Aug, call 1300 305 202.

## Accor/Amadeus pact

**AMADEUS** has renewed its distribution agreement with its longest standing hotel customer, AccorHotels.

The three-year partnership means the hotel's full inventory will be available to Amadeus-connected travel agencies and travellers worldwide.

Find out the results of the salary survey in the August issue of *travelBulletin*.

CLICK HERE to read

travelBulletin

## Evergreen holds Africa pricing

"EXCELLENT supplier relationships" has enabled Evergreen Tours to hold pricing at the 2016 level on the company's 2017 Africa Touring & Cruising brochure, out now.

The program includes a 16-day South Africa Explorer from Cape Town to Johannesburg which incorporates three nights in Kruger National Park and two nights in Addo Elephant Park and in the Drakensburg Ranges.

Guests will head to Elephant Whispers and interact with the pachyderms in one of Evergreen's new *You're Invited* experiences and explore the Cape Peninsula, Garden Route, Panorama Route and Blyde River Canyon.

With earlybird pricing, the new itinerary leads in at \$5,345pp.

General manager Angus Crichton (pictured) said the 2017 program builds on last year's success in Africa, with other



popular trips returning, including the 29-day Ultimate South Africa tour and 20-day South Africa and Victoria Falls trip - more **HERE**.

## WEX QBT contract

**CORPORATE** payment solution WEX Australia has broadened its master agreement with the Helloworld Grp by signing travel management company, QBT to its virtual payments solution.



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## Aussies brewing for Oregon



**REPRESENTATIVES** from Travel Oregon are in Australia this week for the region's annual roadshow, with suppliers meeting with agents, trade partners and media at events conducted in Brisbane, Melbourne and Sydney.

This year's promotion included a focus on craft beer, for which the US state is well renowned.

Oregon is home to some 600 brewers working at 246 brewery facilities in more than 70 cities - the most breweries per capita in the world, Travel Oregon ceo Todd Davidson told *Travel Daily* at last night's event in Sydney.

Portland-based brewmasters Bridgeport Brewing & Hopworks gave attendees at a media event a chance to sample their wares, while other visitors from the state

included Mt Hood Territory, the Oregon Coast, Travel Portland, Brewvana and Jupiter Hotel.

Davidson told *TD* growth from the Australia/NZ market remains strong, despite concerns about the AUD vs the greenback.

"Aussies are resilient and air competition to the US is high."

In the past year, visitation was up 10% to 42,000, entrenching Australia inside the state's top five international markets, and that's without a direct air service from Australian shores.

**Pictured** from left are: Joanne Motto, Todd Davidson, Lisa Itel and Karen McCradle from Travel Oregon; Heather Anderson and Billie Moser from Travel Portland & Corey Marshall, Travel Oregon.

More images [HERE](#).

## Virtuoso Wellness

**VIRTUOSO** has launched a new wellness program in response to the "booming health and wellness trend" which is predicted to reach \$680 billion by next year.

The new community will launch Sun, 07 Aug during the company's Travel Week in Las Vegas in an "inspirational" Wellness Zone full of products and demonstrations.

Virtuoso Wellness will unite travel advisors serving a health-conscious clientele with hand-picked partners including hotels, cruise lines, tourism boards and tour operators for networking, education and marketing.

Partners for the new initiative include Ananda in the Himalayas, Golden Door, Six Senses Hotels Resorts Spas, Un-Cruise Adventures and Uniworld Boutique River Cruises.

## Cambodia Vines trip

**A GOURMET** cycling tour through Cambodia has been introduced by Tour de Vines.

The eight-day itinerary balances cycling, sightseeing and food tastings.

Participants will start in Siem Reap on Oct 29 and wind up in Phnom Penh.

It is priced at \$2,500 per person twin share; see more [HERE](#).

Thursday 4th Aug 2016

## Stanley Hotel opens

**PAPUA** New Guinea has welcomed new 5-star hotel Stanley Hotel & Suites to the country's capital Port Moresby.

Opening its doors this week, the hotel offers 433 rooms including 99 serviced apartments with a wide range of facilities such as a café-style restaurant, a lounge bar, spa, gym and hot tub.

It also has 2,000 square metres of function space, an executive club lounge and the largest ballroom in PNG.

PNG Tourism Promotion Authority ceo Jerry Agus said the new luxury property "is just the tip of the iceberg for upcoming tourism infrastructure growth".

## Malindo cc payments

**KUALA** Lumpur-based carrier Malindo Air is now accepting credit card payments.

The carrier permits payments using MasterCard and Visa credit cards for complete transactions (no part payments), with no extra surcharge currently applied for sales made through BSP.



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## NCAA to Sydney

**THE** countdown for the inaugural NCAA College Football Championships in Sydney is now on, with athletes due to clash helmets on 27 Aug.

Held at the ANZ Stadium, the game between UC Berkeley's Cal Bears and University of Hawaii's Rainbow Warriors will be the first time the two teams have met outside of the United States.

There will be pre-game entertainment on the day and an American food bonanza organised by Destination NSW.

## Rio security increase

**MILITARY** forces will be deployed to patrol iconic tourist sites in Rio de Janeiro as the city prepares for the Olympic Games, reports *News.com.au*.

Tourist attractions to receive military protection include the Christ the Redeemer statue and Sugarloaf Mountain.

Justice Minister Alexandre de Moraes said using military forces will free up police to patrol other areas during the games.

## StudentUniverse pact

**STUDENTUNIVERSE**, the Flight Centre Travel Group owned US entity, has completed a successful merger with Journeys are Made @ GapYear.com, a social network which powers gap year experiences.

With some 230,000 young travellers in the UK choosing to take a break between study each year, StudentUniverse head of marketing Dan Baker said the sector was a "critical piece of the UK student travel market".

"Teamed up with the website GapYear.com, we are leveraging each brand's individual strengths to help grow our combined footprint and expand our product offering in the UK market as one selling brand," he said.

## WYSE registrations

**ENTRIES** are now open for WYSE's Global Youth Travel Awards.

Organised in partnership with Destination Canada and International Experience Canada, the awards are designed to recognise outstanding performers in the youth, student and educational travel industry.

The honours will be presented during a gala dinner in Belgrade, Serbia on 23 Sep.

To register, [CLICK HERE](#).

## Taronga TISL & 'Zoonsnooz' nod



**PLANS** for a new education and research unit at Taronga Zoo in Sydney have been given the go ahead by the NSW Government.

According to filed paperwork, the \$22 million Taronga Institute of Science and Learning (TISL) will create approx more than 20 full-time jobs during operation.

TISL will require the heritage former Staff Amenities Block to be demolished, making way for a new three-storey structure which will retain the existing lecture theatre and add laboratories, training rooms and office space.

"The proposed works at Taronga Zoo will improve educational and research facilities, and provide facilities for the zoo's 'Animal Encounters' project" an immersive educational experience," NSW Planning's Assessment Report notes.

The structure will also provide

facilities for school visits and the new 'Zoonsnooz' programs.

Zoonsnooz is a fresh concept that will permit up to 42 primary school aged students to stay overnight in the classroom and participate in evening and morning tours of Taronga Zoo.

Applicants have proposed three hubs for the TISL - the Learning Hub, Science Hub and Visitor Hub, the latter of which is a less formal educational and visitor experience that will provide visitors greater contact and immersion with animals.

The Visitor Hub also provides Taronga with "opportunities for greater exposure for the zoo and Sydney as a whole through facilities for visiting dignitaries".

"It will reinforce Taronga Zoo's position as a major tourist attraction and improve NSW's tourism sector," Taronga said.

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## TG off to Tehran

**THAI** Airways International has opened reservations for a new four times weekly route between Bangkok and Tehran, with the flights set to debut on 01 Oct.

## Solomons gearing for growth



A SENIOR delegation from the Solomon Islands visited Australia yesterday as part of the destination's ongoing push to boost visitation.

The Solomon Islands economy is transitioning to a strong concentration on tourism, with Australia their largest market.

The group included Solomon Islands Minister for Culture and Tourism, Bartholomew Parapolo, who outlined a number of major tourism-focused infrastructure developments under way.

These include airport upgrades, with six domestic airstrips funded together with development partners Australia and NZ.

Cruise is a key priority and there's expansion of the Honiara International Seaport to handle cruise ships more efficiently.

The Australian government is also helping fund hydrographic mapping of the Solomon Islands archipelago, which will enable

ships to explore other parts of the country (more details in today's issue of **Cruise Weekly**).

Other initiatives include road upgrades to open up rural areas, and Parapolo said there was also ongoing reform in the country's civil aviation sector.

There is a new awareness of the need to encourage investment in tourism infrastructure and the government is also offering a range of incentives and assistance Parapolo added.

"We want to upgrade our standard of product, developing our natural, historical and cultural assets...we are changing legislation to be more tourism friendly," he said.

**Pictured** above from left are: Barney Sivoro, Solomon Islands Department of Tourism director; Jo Tuamoto, Solomon Islands Visitors Bureau ceo; Victor Sharan from Solomon Airlines and Wilson Ne'e, SIVB chairman.



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## 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 email [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Hilton Sydney** has announced the appointment of **Jens Frank-Mikkelsen** as Director of Business Development. The Danish national has over 15 years' experience in the Hilton family. In his new role he is responsible for directing the hotel's commercial functions.

**G Adventures** Australia and New Zealand welcomes **Adelle Clement** as its new Trade Marketing Executive. She previously worked with the International Exchange Programs at STA Travel.

**Michael Scott** is **Uber's** new Communications Manager, Australia and New Zealand. Scott comes to the role from his prior position as Communications Manager for Jetstar.

Communication agency **WE Buchan** has appointed **Jen McDermott** as an Account Director. McDermott moves across from The Travel Corporation where she was responsible for driving its PR strategy across its global family of brands in Australia.

Chief Operating Officer at Intercontinental Hotels Group (IHG) **Karin Sheppard** has been appointed to the board of **Tourism Accommodation Australia**. Over the course of her 15 years with IHG, Karin has held senior commercial roles in Australasia, Europe and the Middle East.

**James Dowe** is **DriveAway Holidays'** new Digital Marketing Manager. He has previously worked with the Cancer Council of New South Wales, Nine MSN and Optus.

**Park Hyatt Sydney** named **Etienne Karner** as their new Executive Chef. Karner began his career in France with experience in Michelin Star restaurants. His debut with the Hyatt family began at Grand Hyatt Goa in India, where he led the kitchen at The Verandah. His most recent role was Executive Sous Chef at Park Hyatt Dubai.

Former Australian Wallabies captain **George Gregan** and Fijian dual-code rugby player **Lote Tuqiri** have signed on as ambassadors for the 2016 **Fiji International** golf tournament.



## Join The Travel Corporation – A Family of Brands Trafalgar Sales Manager - NSW

With almost 70 years of expertise and insider knowledge at Trafalgar we pride ourselves on customer service and excellence. As a family-owned business, our passion for creating amazing holidays is in our DNA. We reveal the must-see sights, but we also take guests deeper into the real culture of each destination. Created with our network of local connections, our hand-picked Insider Experiences reveal the unique people, places and traditions in every location - Trafalgar is Simply The Best.

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With a clear appetite for sales, you will be part of the market leading New South Wales team for Trafalgar. You will cultivate strong relationships with existing customers to drive brand awareness and identify new customer prospects to maximise sales. You will work closely with our Head of Sales to achieve business objectives while executing your sales plans by effectively representing Trafalgar to both trade partners and consumers.

**Click to Apply**



## WIN A LUXURY HOLIDAY WITH CLUB MED



This month *Travel Daily* and *Club Med* are giving readers the chance to win a trip to Indonesia. The luxury prize includes:

- An all-inclusive 7 night stay in Club Med Bintan Island Resort Indonesia.

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to [clubmedcomp@traveldaily.com.au](mailto:clubmedcomp@traveldaily.com.au)

4. How long does the ferry transfer to Club Med Bintan Island take?

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### Silversea investment

**SILVERSEA** has announced a US\$170 million revamp of its entire fleet - the largest in history for the luxury-liner.

*Silver Whisper's* facelift will take place at the end of 2016, whilst *Silver Wind* receives her makeover during her dry dock in Oct, where furniture and furnishings will be upgraded.

Beyond the cruise line's classic fleet, *Silver Discoverer* is also set to be revamped, with its lounge remodelled and public areas reenergised - more in today's *CW*.

### Choice WA growth

**CHOICE** Hotels Asia Pacific has expanded its presence in Western Australia, today announcing the addition of three new hotels to its portfolio.

The three properties which have been added are Comfort Inn & Suites Goodearth Perth, Quality Hotel Ambassador Perth and Econo Lodge Karratha.

Group APAC ceo Trent Fraser said the additions "will perfectly compliment the other WA hotels under our franchise group and give travellers even more choice".

### LATAM to PNT

**LATAM** Airlines is set to operate twice-weekly seasonal flights to Puerto Natales, Patagonia from Santiago, between 02 Dec-25 Feb using Airbus A320s.

**Travel Daily**  
First with the news  
Thursday 4th Aug 2016

## Quest Bella Vista grand opening



### Harbour Plaza phones

**HONG** Kong's Harbour Plaza 8 Degrees Hotel will now offer guests free phones to use to allow them to connect with friends and family abroad.

The service includes local and ICC calls to Australia, India, China, Korea and the United States at no charge.

**QUEST** Bella Vista celebrated its official opening this week, with a star-studded event attended by Commonwealth Gold Medallist Liz Ellis and Mayor of the Hills Shire Council, Dr Michelle Byrne.

Speaking at the launch, Quest's Tim Cross said the group was "proud to be officially opening Quest Bella Vista, further cementing Quest's positioning within the Sydney market".

Offering 147-rooms, Quest Bella Vista soft launched in late Jun.

**Pictured** are Tim Cross, national sales operations manager, Quest Apartment Hotels; Cnr Dr Michelle Byrne, Mayor of the Hills Shire Council; Liz Ellis, Commonwealth gold medallist and franchisees of Quest Bella Vista Kamal, Sagar and Niraj Verma.

### QR delivers for Pisa

**PISA** has become Qatar Airways fourth destination in Italy, with the Doha-based carrier beginning flights to the city this week.

QR is utilising Airbus A320s on the PSA route, operating on a daily basis and complementing existing flights to Milan, Rome and Venice.

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**\*\* NEW ROLE \*\***

**TRAINING TRAVEL COORDINATOR  
MELBOURNE – SALARY TO \$80K (DOE)**

One of the leading suppliers to the tourism industry, this innovative company is seeking an experienced Training Coordinator. Responsibilities will include planning, co-ordinating & directing training & staff development programs utilising both internal & external resources. Overseeing the effective development, implementation & delivery of training programs, evaluating work processes to determine strategies which provide greater productivity.

**\*\* NEW ROLE \*\***

**RETAIL OFFICE MANAGER  
MELBOURNE – SALARY TO \$79K (NEGOTIABLE)**

This highly successful travel company who are renowned for providing first class service to their customers & being amongst the best in the business, are opening a second office in Melbourne. As Manager of this new office, you will be responsible for leading, motivating, training & overseeing a small team of successful consultants. In addition, you will be handling the travel needs of VIP clientele. Experience as a leisure travel manager essential.

**JOIN A GROWING ORGANISATION  
SYSTEMS – E COMMERCE CONSULTANT  
MELBOURNE – TOP \$\$\$**

Our client is looking for an experienced travel candidate to assist them implementing travel and expense services to their clients. You will be responsible for working closely with sales & the client, configuring, project managing and implementing the new technology services along with providing training & ongoing support. Experience in travel management systems including GDS & OBT's, excellent organisation and time management & customer service skills.

**GET YOUR CREATIVE JUICES FLOWING  
COMMERCIAL MANAGER – SALES AND PRODUCT  
SYDNEY – SALARY PACKAGE \$150K**

This successful company have a brand new role available in their unique and interesting organisation. You will be leading a team to design and deliver the product strategy across the region. Working within the senior management team you will ideally have online experience, strong supplier management experience and sound leadership skills from the tourism sector. An amazing culture and strong salary package is on offer.

**LAST CHANCE TO SNAP THIS UNIQUE ROLE UP  
SENIOR GDS/TRAINING ANALYST  
SYDNEY – \$85 PACKAGE**

If you think you know the client think again! Want to work for an innovative, forward thinking, Cutting Edge Company? This supplier to the tourism industry have a vacancy for a senior analyst in their offices based in the city. You will have a thorough understanding of a GDS and have Implementation experience, perhaps you are working for a TMC in a project or Implementation role and looking for a change, Interviews have commenced so be quick..

**ARE YOU AN EXPERT AT SOLUTION SELLING?  
MANAGER – DIRECT CORPORATE SALES  
SYDNEY – EXEC SALARY TO \$130K + BONUS**

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

**DEVELOP YOUR SALES SKILLS**

**BUSINESS DEVELOPMENT EXECUTIVE  
BRISBANE – \$60K INC SUPER + BONUS + BENEFITS**  
Do you have experience in sales and want to step into a BDE role? Your days will see you out on the road building relationships with existing accounts whilst identifying new opportunities across all market segments, negotiating new contracts, competitor analysis and management reporting are all part of this great role. Your strong sales, communication & negotiation skills along with the ability to close the deal will see you successfully achieve sales targets.

**EXPERIENCED SENIOR MANAGER WANTED**

**CALL CENTRE MANAGER  
GOLD COAST – EXEC. SALARY**  
Great opportunity to join this travel company as their call centre manager, leading a team of consultants to reach sales targets. This great role will see you overseeing the day to day operations, managing human resources planning & strategies, increasing efficiencies, training & developing, and being responsible for profit growth. Strong call centre management background, proven leadership, analytical, communication, coaching & mentoring skills required.

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