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# Travel Daily

First with the news

Monday 8th August 2016

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## Magellan targets corporate

**MAGELLAN** Travel Group today announced the appointment of Scott Darlow to the newly created role of national manager, Magellan Corporate.

Darlow, who moves to Magellan after almost a decade with Singapore Airlines and prior to that at Qantas, will be the group's first NSW-based staff member.

"Scott will develop the value proposition for our corporate members and help them to grow their business, as well as attracting more corporate agents to the group," said Magellan Travel ceo Andrew Macfarlane.

"It's no accident that Scott will be Sydney-based as he will grow our presence in that important

market as well as having national responsibility for the corporate group," Macfarlane added.

Magellan also announced the confirmation of David Stafford in an ongoing role as commercial and operations manager.

Stafford originally joined Magellan on contract (**TD** 27 Apr), and as well as strengthening the commercial returns for both members and suppliers he will "oversee some special projects around IATA ticketing help measurement, forecasting and management of revenue," Macfarlane said.

Last month Macfarlane confirmed Magellan was gearing up for expansion of its 120-strong member network (**TD** 13 Jul), after the group's eighth consecutive year of profit growth.

## LHW rooms on offer

**LEADING** Hotels of the World has launched a 'mega incentive' for Australian and New Zealand travel agents, with more than 200 nights' accommodation at LHW hotels available to win.

To enter book clients at a LHW member hotel between 08 Aug and 16 Sep 2016, for stays before 31 Dec - more details on **page 9**.

## Today's issue of TD

**Travel Daily** today has eight pages of news and photos, a front cover wrap for **JITO** plus full pages from: (**click**)

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Travelweb (HD): 67130

## Flight Centre home loans?

**FLIGHT** Centre chief operating officer Melanie Waters-Ryan has flagged the possible expansion of the company's highly successful retailing model into other sectors such as home loans.

In an interview published via an online podcast last week, Waters-Ryan was asked about Flight Centre's long term aspirations, saying she expects the company will "look where we think we can apply our model into maybe a completely different segment... home loans, you know borrowing, lending, that kind of stuff."

"We think the model we have for our business would work beautifully in that industry," she said - similar to Flight Centre's 99 Bikes cycling operation where "we're actually becoming quite successful in that space".

On the travel side, Waters-Ryan said Flight Centre is looking closely at expanding its vertical integration in outbound markets.

"We send thousands of people to key destinations - why not own the products they're buying on the ground?" she said.

As well as enabling more sales and margin, "it actually helps us provide a better customer experience and helps create unique products for the customer," Waters-Ryan said.

Other areas for future development include technology, with the coo saying Flight Centre is keen to become "an incubator of new technology and ideas, particularly in the travel industry - we want to become the business that people come to because they've got an idea that they think might work".

While the digital revolution is changing the world and creating more business capability, at the same time "don't underestimate people's desire to deal with people," she said.

Waters-Ryan also confirmed Flight Centre was "starting to have discussions" with accommodation disruptor Airbnb about "how our two worlds could potentially collide in a nice way".

The 'Customers Matter' podcast interview can be accessed on [itunes.apple.com](https://itunes.apple.com).

## Virgin back to Vila

**VIRGIN** Australia has resumed its on-again, off-again flights to Port Vila in Vanuatu, after further inspections of the runway by its "team of safety experts".

The carrier last week once again suspended its services to the capital due to concerns about the runway (**TD** 03 Aug), with a gap appearing in the tarmac just three months after interim repairs were completed.

However after the safety inspection VA flights restarted yesterday, with the airline warning that "Guests should be aware that if the condition of the runway deteriorates as a result of adverse weather, services in and out of Port Vila will be suspended and this could mean changes to their travel plans at short notice".

Air New Zealand and Qantas, which have suspended Port Vila flights 7 codeshare services eight months ago (**TD** 25 Jan), still have not resumed Vanuatu operations.

The Vanuatu government is continuing to seek a permanent solution, with estimates the VA pullout had cost the country about a million dollars a week.

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First with the news

Monday 8th August 2016



## Qantas Dreamliner simulator

**IN PREPARATION** for the arrival of the Boeing 787-9 *Dreamliner*, Qantas will inject \$23 million into a new flight simulator and other training equipment.

Housed in the Mascot training centre in Sydney, the 787-9 *Dreamliner* simulator will be used for new and recurrent training and complement the existing *Dreamliner* simulator in Melbourne used by Jetstar.

Making the announcement in Sydney, Qantas Group chief exec Alan Joyce said from the end of next year, the centre will be used to train "a new generation of Qantas pilots on the next generation aircraft".

"The 787-9 will be the first new major aircraft type introduced into the Qantas fleet since we started flying the Airbus A380 in 2008 and provides us with the ability to replace older, less efficient aircraft and deliver potential new routes," Joyce said.

Qantas' first 787-9 is expected to enter service in late 2017.

The carrier had previously unveiled plans to recruit 170

pilots by 2020 as part of its *Dreamliner* program, in addition to training some of its existing pilots in the aircraft.

Pilots already operating as a captain on a Boeing plane will be required to undergo 44 hours of 'sim time' to become certified to fly the *Dreamliner*.

## Cathay cc changes

**HONG** Kong-based oneworld member carrier Cathay Pacific will switch from a fixed dollar amount to a percentage fee on credit card payments for bookings made in Australia, effective 01 Sep.

The adjustment is being made to meet Reserve Bank of Australia regulatory changes.

Currently, the credit card payment fee is fixed at \$30 on all airfares, but starting next month Visa and MasterCard holders will be charged 0.99% (of the total ticket cost), while Diners Club, American Express, JCB and UATP cardholders will be charged 1.3%, with fees capped at \$70.

For more information, go to [www.cxagents.com](http://www.cxagents.com).

## FC interest free deal

**FLIGHT** Centre was this morning announced as a "significant new partner" for listed finance company FlexiGroup Limited, after an "extensive and competitive tender process".

The agreement will see Flight Centre offer interest free finance to approved customers across Australasia via a range of travel brands including Flight Centre, Travel Associates, Cruiseabout, Student Flights and Escape Travel.

Flight Centre Australia chief financial officer Mike Snyman said the development and launch of the new finance product had been driven by consumer demand, "as well as Flight Centre's desire to deliver the best possible travel experience and payment flexibility to its customers".

Travellers will be able to book and travel now, making payments over a long term interest free period, which FlexiGroup said was a "truly unique and beneficial payment option".

FlexiGroup will invest about \$3m in the next 12 months to implement the new program.



## Window Seat

**IN A** bid to stop drivers taking to the roads on hot days without an ice cream in hand, the Boston Police Department has unveiled its new US\$89,000 ice cream truck (pictured).

Decked out in balloons, the newest addition to the patrol fleet will be used in an initiative to distribute free ice creams.

The program is all about "spreading goodwill".



## More Norfolk flights

**AIR** New Zealand is ramping up flight frequencies on the Sydney-Norfolk Island route, with new capacity to be operated on Sun 08 and 15 Jan and between 26 Feb through to 30 Apr.

The additional flights will operate at the same times as the current Mon and Fri services.

## KGI wine & cruise

**A NEW** eight-night escorted Highlights of South Australia tour blending the natural wonders of Kangaroo Island, a Murray River cruise on the *PS Murray Princess* and tour of the Barossa and Clare Valleys has been launched by SeaLink Holidays.

The tour departs on 24 Mar and is priced from \$3,155ppts.

## SQ A350 to MEL soon

**THE** entry of Singapore Airlines' Airbus A350-900XWB service on the Singapore-Melbourne route has been brought forward to this Wed, 10 Aug, GDS displays show.

SQ will deploy the state-of-the-art carbon composite A350 on flights SQ207/SQ208.



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Monday 8th August 2016

## Aussie holiday intention dips

**THE** number of Australians planning on taking a holiday in the next 12 months has dipped slightly compared to the last quarter, according to the latest research by Roy Morgan.

Figures show 70% of Australians (or 14.1 million people) are intending to take a holiday in the next 12 months, down from 72% in the Mar 2016 quarter.

The proportion of the population planning a domestic getaway has also dropped from 57% to 56% in the same period, with overseas interest falling from 11% to 10% between the Mar and Jun period.

Roy Morgan Research industry communications director Norman Morris said despite the slight downturn, holiday intention remains just above the quarterly average for the past decade.

"The decline in overseas intention is likely a reaction to several terrorist incidents since Nov last year, occurring in destinations popular with Australian travellers, such as France, Belgium, Turkey, the USA and India," he said.

## QR tops global survey

**QATAR** Airways has taken the top spot in a global study by independent airline consumer rights group AirHelp, which compares major int'l airlines.

The Doha-based carrier scored a perfect 10 out of 10 in the quality and service category, which is based on hundreds of metrics from [Skytraxresearch.com](http://Skytraxresearch.com).

## Fusion Danang offer

**LUXURY** resort Fusion Maia in Da Nang has launched a stay-five-pay-four promo which includes a villa with private pool.

Book and stay between 01 Sep and 28 Feb, **CLICK HERE** for more.



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## India Unbound stops off in Syd



**THE** folks at India Unbound were out and about at the Sydney Good Food and Wine Show last weekend, promoting their custom-made journeys and small group tours.

"One of the greatest parts of travelling is experiencing new cuisines," said India Unbound founder Lincoln Harris.

"A lot of our clients are keen

to sample authentic Indian or Sri Lankan meals, so we often include some culinary highlights in our itineraries," he said.

India Unbound will also be at the Good Food & Wine Show from 28-30 Oct in Brisbane.

**Pictured** on the final day of the foodie expo are Linda Gaden and founder Lincoln Harris from India Unbound.



## Finland will take your breath away

Look up to catch a glimpse of the beautiful Northern Lights dancing across Finland's famous night sky. This magical experience alone will make your trip to Helsinki unforgettable. But there's so much more to discover in this inspiring country. From stunning nature to year-round attractions and events, the reasons to visit Finland are simply endless. Flights to Helsinki starting 10th October 2016.

[qatarairways.com/au](http://qatarairways.com/au)



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Monday 8th August 2016

## BPOs visit Fiji's Centrecom



**A GROUP** of Australian Business Process Outsourcing (BPO) companies paid a visit to Pacific Centrecom in Central Suva, late last month as part of the Fiji/Australia trade mission.

Pacific Centrecom is a joint venture with Fiji Airways and has a workforce of 100 people, providing outsourcing contact centre and back-office services to local and overseas companies,

specialising in servicing aviation, travel and tourism clients.

The five visiting BPO reps learnt more about the facility which is set to double in size in the future.

**Pictured** from left are Chad Morris, Pacific Islands Trade & Invest, investment and tourism manager; Yogesh Punja, Fiji High Commissioner to Australia and Shane Collins, Pacific Centrecom Fiji Limited, general manager.

## Australia's newest airport!



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### Daydream site refresh

**DAYDREAM** Island Resort & Spa has launched a new online presence, showcasing a refreshed brand under owners China Capital Investment Group (**TD** 10 Feb 15).

The website now has a focus on the property's Living Reef attraction, coral lagoons and the experiences available on offer, on and off the island, ceo Scott Wilkinson said today.

Wilkinson said Daydream Island offers an "easy to get to, safe, intimate, personal and welcoming environment".

Daydream's sales and marketing manager Jane Hermann said the brand expression "uniquely positions and differentiates us, especially as we move forward with a greater focus on international markets".

"We're the little island that offers the most potent combination of reef and natural experiences," Hermann added. See [www.daydreamisland.com](http://www.daydreamisland.com).

### Virgin boosts VAH shareholding

**RICHARD** Branson's Virgin Group now holds 10.42% of Virgin Australia, after taking up an additional allocation under a sub-underwriting agreement related to the airline's recent under-subscribed capital raising.

According to an ASX update issued this afternoon, Virgin Group offshoot Corvina Holdings paid \$73.8 million for its pro-rata allocation plus an additional \$30 million for the extra shares, boosting its overall stake from 8.06% to 10.42%.

### Lion City Mercure

**THE** new Mercure Singapore Bugis has been unveiled in the city state, situated in the Bugis+ shopping centre and 5mins from the MRT station.

The 395-key hotel is comprised of a mix of rooms, lofts and suites and features a rooftop Sky Deck.

## WIN a spot on the ULTIMATE ABU DHABI famil this October

How would you like the opportunity to visit Abu Dhabi, this October? Imagine captivating culture, luxurious hotels, stunning beaches, rolling sand dunes - and the chance to have a completely unique adventure you'll never forget.

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Sales period: 1 August – 31 August 2016

Travel period: 1 August 2016 – 31 May 2017

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## DBX airport stats

**A RECORD** 40.5 million passengers passed through Dubai International Airport in the first half of 2016, stats released by Dubai Airports show.

The numbers are up 5.8% on the corresponding period in 2015 and the top five destinations in terms of passenger volume were India, Saudi Arabia, the UK, Pakistan and the United States.

Traffic dipped 1% in Jun due to the impact of the Islamic holy month of Ramadan, but Jul picked up thanks to the start of the holiday season.

**MEANWHILE**, *Arabian Business* is reporting the cost to DXB for closing its main airport for five and a half hours on Wed following the Emirates crash landing (**TD** Thu) would have been in the region of \$330 million.

## Fathom, Airbnb pact

**CARNIVAL** Corporation's newest brand, Fathom is offering a \$250 credit to new Airbnb hosts in the United States.

The credit can be used towards a cruise to the Dominican Republic or Cuba, for which prices lead in at US\$499pp - more **HERE**.

## JQ Guam diversion

**PASSENGERS** on a Jetstar flight from Tokyo Narita which was diverted to Guam yesterday have safely landed on an alternative aircraft at the Gold Coast today.

The captain decided to shut down one of the Boeing 787's engine after receiving an alert regarding oil pressure.

A Jetstar spokesperson has apologised to customers for the disruption and said "Safety is our highest priority, so our captain diverted the flight to the closest airport en route to the Gold Coast, and it landed safely in Guam where it will be inspected by engineers".

## A&K Portugal special

**SAVINGS** of up to \$1,990 per couple are being offered by Abercrombie & Kent on its seven-day Portuguese Delights tour.

The deal applies to travel between 26 Aug and 26 Oct and prices lead in at \$6,745pp.

Starting in Lisbon, the trip visits Sintra, Coimbra, Vila Real and finishes in Porto, enjoying culinary and cultural highlights along the way, for more info, visit [www.abercrombiekent.com.au](http://www.abercrombiekent.com.au).

## Frontliners entertained in Brissy

### TRAVELLERS

Choice welcomed 70 consultants and 40 preferred suppliers to the 'Frontliners' gathering in Brisbane recently.

Held at Brisbane's View Hotel, one of the highlights of the event was provided by AAT Kings, which converted one of its sleek coaches into a clever mobile piano bar, and invited agents to tinkle the ivories.

Attendees had the chance to win prizes from suppliers, with Beth Paton from Discover Travel & Cruise taking out the door prize of a \$200 gift basket.

**Pictured** above are: Jacinta Lane and Lyn Worthey from Coolum Travel & Cruise.

Inset are Travellers Choice managing director Christian Hunter presenting Beth Paton with her prize.



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**THE** South American Tourism Office partnered with PROMPERU to treat thirty Melbourne-based agents to a sit down dinner at Peruvian inspired restaurant Harley House last week.

Agents were initiated to Peruvian culture whereby they learned how to prepare the Peruvian seafood dish Ceviche as well as the country's iconic cocktail the Pisco Sour.

PROMPERU gave an insightful presentation, sharing the exciting culinary developments of the destination, whilst SATO revealed its new Peruvian culinary tour

'Flavours of Peru'.

Prizes handed out on the evening included a prize pack and a trip to Peru with stays in Lima and the Sacred Valley.

**Pictured** (from left) are Hayley Bayford, director, Journeys by Design; Kendall Roberts, major prize winner; Jaime de la Maza, marketing manager, SATO.

### Airberlin Biz class

**AIRBERLIN** is set to introduce a new Business class service offering to German and European flights from this year.

Passengers opting for Business class will be seated in the front row of the cabin with a guaranteed empty middle seat separating them and other pax.

In addition, the low-cost carrier is also offering 81cms of legroom onboard, with pax to be served a complimentary drink on arrival.

### CA Dreamliner flights

**AIR** China has opened reservations for newly planned *Dreamliner* services flying between Beijing-Auckland and Beijing-Los Angeles starting from 30 Oct, according to GDS displays.

## GREAT SOUTHERN RAIL



### General Manager, Business Development

Great Southern Rail are seeking an entrepreneurial and driven Business Development leader to grow GSR's revenue and distribution activities. Based at our headquarters in Adelaide, this role will be a leadership role responsible for providing strategic direction, team leadership and implementation of GSR's revenue generation activities through all channels. The successful candidate will bring an energetic and intelligent approach to working with internal teams and external partners, and represent the business well in the travel industry.

Reporting to the Chief Revenue Officer, the General Manager – Business Development will continuously drive the review and identification of programs and new markets for the Company, to create, implement, develop and grow these business opportunities.

The successful candidate will ideally have 5 or more years' experience with tertiary qualification in a related discipline. Thorough working knowledge of domestic and international tourism industry markets is preferred. Leadership experience in a high performance environment is desirable.

**Applications (including cover letter and resume) to be submitted to**  
[careers@gsr.com.au](mailto:careers@gsr.com.au)  
**Applications close COB 15 August 2016**



## Brochures

**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Tempo Holidays - Latin America 2017

Tempo Holidays has released its biggest brochure yet, with its all-new Latin America 2017 program jam packed with new destinations, products and packages. Highlights include Cuba cruising, the salt flat experience in Bolivia and a mini-stay at an Estancia in Uruguay. Guests will also be given the opportunity to sample wines from famous regions and participate in optional cooking classes as well as partake in horseback riding and view traditional dances.

### Tempo Holidays - Dubai, Egypt & Morocco 2017

The Dubai, Egypt and Morocco program includes new group tours in Egypt, more options in Jordan and fresh ways to explore Israel and Egypt. In Dubai, the tour operator has introduced longer stays to explore new theme parks, with the brochure to feature a hotels section which shines a spotlight on all of Tempo's top stays for the region. The tour operator is also offering multi-country packages which combine key countries in the Middle East, Jordan, Israel and Egypt.



### UnCruise Adventures - Jan 2017-Apr 2018

Available through Adventure World, UnCruise Adventures' 2017/18 portfolio explores Alaska, Mexico, Hawaiian Islands, Columbia & Snake Rivers, Washington and British Columbia. New itineraries include the seven-night Costa Rica Beaches & Jungles; 15-night Ultimate Costa Rica & Panama; eight-night Darwin's Islands and Colonial Quito; and seven-night Rivers of Wine on the Columbia & Snakes Rivers.

### NZ Tourism biz tool

New Zealand tourism businesses and promotional agencies can now identify target domestic audiences and the best way to reach them using an online tool launched by Tourism Industry Aotearoa.

The tool is part of the activating domestic tourism project, which aims to deliver a NZ\$9b rise in domestic visitor spend by 2025.

### Brazil fares on sale

**LATAM** Airlines has released Economy class return airfares to Brazil priced from \$1,579, on sale from now until 31 Aug.

Fares are valid ex Sydney, Melbourne, Brisbane and Perth for travel from 10 Feb-30 Jun, excluding outbound blackout periods which go from 23-25 Feb and 05-08 Apr.

More at [www.latam.com](http://www.latam.com).



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## Anbang mull IHG buy

**ANBANG** Insurance Group has reportedly held talks with London bankers about a potential takeover bid of InterContinental Hotels Group (IHG).

According to reports this morning in *The Australian*, Anbang is in the "early stages" of considering a \$12 billion offer for IHG although no formal arrangement has been made.

It comes just months after the Chinese conglomerate failed to follow through with its \$18.4 billion bid to acquire Starwood Hotels & Resorts before the company was purchased by US rival Marriott International (TD 01 Apr).

IHG operates several brands including Holiday Inn and Crown Plaza with a portfolio of more than 5,000 properties worldwide.

## New Mövenpick ceo

**OLIVIER** Chavy will replace Jean-Gabriel Pérès as the new ceo of Mövenpick Hotels & Resorts effective from Sep.

Chavy has 28 years of industry experience and joins Movenpick from his current role as president and ceo Wilson Associates.

## Booking.com notches up 1 million listings

**BOOKING.COM** has added Greydon House in Nantucket, Massachusetts as its one-millionth property with the booking platform doubling the number of properties on its site in the last two years alone.

## SWISS axes Istanbul

**SWISS** International Air Lines has dropped all flights to Istanbul for the 2016/17 winter season.

The carrier said the decision was a direct result of "shrinking demand" for flights following terror attacks and a failed coup.

The new flight plan will come into effect from 30 Oct.

## Vanuatu's Tourism shines



**WHITE** Grass Ocean Resort - Tanna was a big winner at last week's annual Vanuatu Tourism Awards held in Port Vila, taking out the Best Boutique award.

The owner of White Grass Ocean Resort (WGOR), John Marsh, said "after winning the best outer island resort in 2008, WGOR had a major rebuild and refurbishment in 2009, and this award is the culmination of the past seven years of hard work and continual upgrading of facilities

and upskilling of staff".

Ratau Private Island - Santo was named Best Luxury Resort.

The WGOR staff are pictured.



## 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)

6. What age range does the Mini Club Med cover at Club Med Bintan Island?

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## HNA stake in Azul

**HAINAN** Airlines has bought a 23.7% stake in Brazil's Azul Airlines for US\$450 million.

The deal sees the subsidiary of the HNA group become the Brazilian carrier's largest shareholder and gain three seats on Azul's board.

The investment paves the way for the two airlines to start codesharing, new route development and frequent flyer and marketing programs.

## Maria Island Walk rep

**BARKING** Owl Communications has been appointed to manage communications for The Maria Island Walk in Tasmania.

The communications initiative will incorporate a visiting journalist program, social media outreach and partnership activity.

The walk is a three-night wilderness journey with a maximum of 10 guests per group.

## AFL Round 20 Winner

Congratulations

**SOPHIE BARBER**

from *Flight Centre*

Sophie is the top point scorer for Round 20 of *Travel Daily's* AFL footy tipping competition. She's won a Harbour Story Cruise for two, courtesy of Captain Cook Cruises.



Major prize for the 2016 footy tipping competition is return economy class airfares flying with **EMIRATES** to any one of the 39 cities they fly direct to in Europe including Rome

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- Prize vouchers offer 1 to 3 nights' accommodation LHW member hotels with a 12 month validity – vouchers are transferable to colleagues and clients.
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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.

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#### **FINANCIAL CONTROLLER**

**AUCKLAND – EXECUTIVE SALARY PACKAGE**

Our client is looking for a Financial Controller to manage their financials & optimise financial return. Join this leading hotel group and be responsible for leading the Finance team, budgeting, forecasting, monthly financials, decrease costs, yield & revenue management, reporting & other tasks as required. Executive salary, benefits & discounts on offer. Previous exp. in hotels as a Financial Controller, hands on operational finance & managerial experience required.

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#### **RETAIL OFFICE MANAGER**

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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.

### **SYSTEMS EXTRAORDINAIRE**

#### **SYSTEMS – E COMMERCE CONSULTANT**

**MELBOURNE – SALARY TO \$80K (DOE)**

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, time management & customer service skills.

### **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.

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