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## Mantra NZ recruit

**MANTRA** Group has announced the appointment of Scott Wallace as its new regional general manager - New Zealand.

Formerly Wyndham's director of operations for Qld/Vic and NZ, Wallace has 30 years experience in the hotel sector, is a Board Member of the NZ hotel council & was an independent director of Christchurch & Canterbury Tourism (from 2011 to 2014).

Mantra Group has 10 properties across three brands in NZ.

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## Virgin Q2 profit up 32.2%

**VIRGIN** Australia this morning provided a market update on its trading conditions for the three months to 31 Dec, with an Underlying Profit Before Tax of \$73 million - a 32.2% improvement on the previous corresponding period.

The statutory figure, taking into account extraordinary items, was a profit of \$60.8 million, more than five times the result for the previous year.

CEO John Borghetti said the result was underpinned by strong revenue and yield growth right across the group, particularly in Virgin Australia Domestic.

It also reflected the ongoing improvements at Tigerair Australia as well as "strong momentum for Velocity".

Despite the impact of volcanic activity in Bali the carrier's international business had also continued to improve, he said.

The improved performance came despite a 1.4% dip in groupwide pax carriage during the quarter, down to 6.1 million. VA's overall revenue load factor was 80.3%, up 0.4 points.

Domestic passenger carriage was down 3.5% to 4.37 million, but Tigerair's traffic rose 9.1% to 1.033 million.

Virgin Australia International carried 703,000 passengers during the quarter, down 2.6% but the revenue load factor lifted 1.9 points to 82.7%.

## Scenic Eclipse guide

**RESERVATIONS** for Scenic's new ultra luxury 'Discovery Yacht', *Scenic Eclipse* have opened today for departures in 2018/19.

The *Scenic Eclipse* guide features the full range of itineraries and strictly limited preview pricing, for sailings in the Americas, Med, Europe, Arctic and Antarctic.

See **page 2** and the **cover wrap**.

## Today's issue of TD

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

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## QF HBA Club refurb

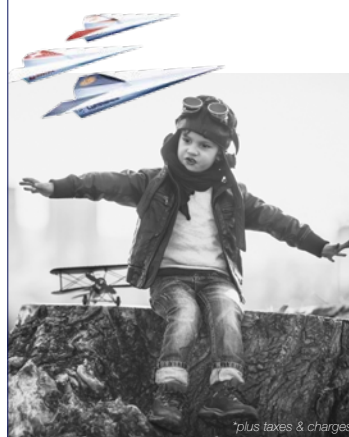
**QANTAS** will sacrifice its business centre at the Qantas Club at Hobart Airport to make way for extra seating and buffet.

The upgrade was revealed today by QF regional manager for Tasmania, Stephen Farquar who said the additional seating and facilities will be welcomed by customers of the facility.

Work will be carried out over four days from 09 Feb, and once complete the HBA Qantas Club will have a capacity of 95 guests.

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## Eclipse preview program

**SCENIC** today revealed what cost will be involved to cruise on its new ocean cruise line when *Scenic Eclipse* enters service in Europe on 31 Aug 2018.

The luxury travel company has unveiled the inaugural preview brochure for the 6-star, 228 guest *Scenic Eclipse*, offering "strictly limited" pricing for first-takers.

There are 18 voyages, ranging in length from seven nights to Cuba & to Central and South America, to the 21-night Antarctica, South Georgia and Falkland Islands.

Options include an ANZAC Day Mediterranean Discovery from Barcelona to Istanbul, a British Isles exploration between Dublin and Bergen, Cuba in Depth sailing out of Miami and one the lowest price cruises, a week long Panama,

### Air NZ people chief

**JODIE** King has been promoted to the role of chief people officer at Air New Zealand, effective 29 Feb, replacing Lorraine Murphy.

King has been with Air NZ since 2013, most recently leading the People streams for Airports and Global Sales.

Colombia & Ecuador Discovery.

Operating between Cartagena and Guayaquil, the preview price for the 09 Nov 2018 seven-night sailing starts at \$7,995 per person twin share, \$800 lower than the indicated 'Full Release' cost.

*Eclipse's* debut season includes a whole season in Antarctica, with five back-to-back 11-night Ultimate Antarctica round-trip cruises from Ushuaia.

When *Eclipse* was announced last month (**TD** 18 Jan), Scenic founder & chairman Glen Moroney indicated pricing was going to be "sharp", and preview pricing for the shortest Antarctica cruise leads in at \$14,995ppts for a Verandah suite - a saving of \$3,200 on the Full Release costs.

At the other end of the scale, the top-of-the-line 2-bedroom Penthouse on Deck 9 will be priced from \$44,895ppts - about \$6,000 off the Full Release price.

Whereas, the same Penthouse on the 25-day Ultimate Chilean Fjords & Antarctica is going for \$91,295ppts at preview rates, instead of the \$100,300 full price.

View the Preview guide **HERE**.

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## Port Vila runway still safe?

**AIR** Vanuatu has deemed Bauerfield Airport runway safe after engaging the Australian Centre for Geomechanics (ACG) to carry out an independent assessment on the troubled strip.

It comes after Air New Zealand & Virgin Australia stopped landing in Port Vila due to ongoing safety concerns about the runway's deteriorating state (**TD** 25 Jan).

NF said the report found no sign of any foreign object debris of any size on the runway surface.

The study also recommended the current runway sweeping measures continue until a surface rejuvenation takes place; a date is yet to be set for this however the country is counting on a loan of about \$US60m from the World Bank to fast track the upgrade (**TD** 29 Jan).

Further, ACG said the national carrier should organise contingency plans for safe operations, including Airports Vanuatu Ltd

to remove excess water from the runway prior to landing during periods of heavy rainfall.

"We continue to share information with overseas carriers, some of whom have not attended any of these briefings nor conducted independent inspections, yet suspended jet services," Air Vanuatu said.

If conditions deteriorate before the upgrade, the airline will review its services to Port Vila.

### Rail Experts program

**RAIL** Plus is putting the call out for new recruits for its Rail Expert Program for 2016 (**TD** yesterday).

Participants need to complete 10 modules online, each consisting 20 questions, over the next seven weeks, with the program dux winning a trip to Europe including flights with Qatar Airways and a Eurail Global Flexi Pass.

For more details, see **page 10**.

## Diamond noro-virus

**NSW** Health has confirmed 158 passengers and a small number of crew presented to *Diamond Princess*' medical clinic with gastro during a cruise which returned to Sydney this morning.

Carnival Australia played down the number of cases, saying in a statement "On the final full day of the cruise around 35 passengers were symptomatic."

*Diamond Princess* was returning from a 12-day cruise to New Zealand and is scheduled to depart on another today, but the cruise line warned of a "short delay in embarkation arrangements."

**NSW** Health said the outbreak is under control and the ship has instituted maximum control measures, including increased sanitation, with 9news reporting the ship's pool was drained as a precaution.

The cruise line said increased sanitation levels effectively contained the virus.



## Window Seat

**DO YOU** get excited about having an empty seat next to you on a flight? Well imagine being the only passenger on board the entire plane!

This was a reality for one Chinese woman, who was the only person on her flight home to Guangzhou from Wuhan.

The recent blizzard which caused train chaos also caused delays to several flights.

Most of the passengers took up the offer of an earlier flight, but "the world's luckiest passenger" chose not to, and the flight went ahead anyway.

"I felt like a rockstar," she announced online.

Ample legroom, any choice of seat, no crying babies as well as personalised attention from all the flight attendants & pilot. Not a bad way to fly at all!

# The Qantas Wanderlust Sale.

visit [qantas.com/agents](http://qantas.com/agents) to find out more.

Sale ends 15 February 2016, unless sold out prior.  
Qantas Airways Limited ABN 16 009 661 901



Thursday 4th February 2016

## HX extends Qld routes

**THE** Queensland Government is welcoming the news that Hong Kong Airlines will change its seasonal flights to Queensland into a year-round service.

Commencing from 27 Mar, the new service will see flights HX015 HKG - OOL depart twice weekly on Tue and Sat, and HX016 OOL - CNS - HKG every Wed and Sun.

"The new year-round service will open the door to as many as 13,000 extra travellers to the state each year, generating up to \$32 million in overnight visitor expenditure," commented

Minister for Tourism and Major Events, Kate Jones.

"That means in our first year, the Palaszczuk Government has secured additional international flights expected to bring 200,000 more visitors to Queensland and up to \$287 million for our economy," she added.

Hong Kong Airlines chief Li Dianchuan said the airline has received an overwhelming response since their Jan launch.

"We firmly believe the year-round service will further enhance the cultural, tourism and business exchange between China and Australia via our strong international hub Hong Kong."

## TTF calls for fee scrap

**THE** Tourism and Transport Forum Australia (TTF) is calling on the Federal Government to remove the \$49 fee on tourists applying for a month-long tourist visa, following news of Indonesia's intention to do so.

"The Indonesians recognise the value of Australian tourists by this decision to abolish the visa fee...it's just common sense that Australia should follow suit," commented TTF chief executive, Margy Osmond.

## Greece 24hr strike

**THE** Dept of Foreign Affairs & Trade is urging travellers bound for Greece to check with tour providers & transport companies for possible disruptions to service due to a 24-hr nationwide strike.

The stop-work commenced at midnight Wed 03 Feb and is expected to affect all modes of transport, including taxes.

## WE'RE MOVING

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## CLIA Award finalists

**CRUISE** Lines International Association (CLIA) has unveiled the finalists "running for gold" in the 2015 Cruise Industry Awards.

Forty-eight agencies have been recognised, spanning 19 different categories which include Cruise Agency of the Year AU/NZ (bronze, silver and gold); Online Agency of the Year; Home Based/Mobile Agent of the Year and more.

The final winners will be revealed at an awards ceremony at the Star Event Centre, 20 Feb.

**CLICK HERE** to view finalists.

## Aircalin '15 pax stats

**NEW** Caledonia headquartered carrier, Aircalin Australia, increased its passenger numbers ex Aus by 25% in 2015, according to latest end-of-year figures.

Revenue for the airline also rose, recording a 26% hike year-on-year, with the airline attributing the growth to close relations with New Caledonia Tourism, New Caledonian hoteliers and local operators.

## VA Business discount

**VIRGIN** Australia accelerate has launched the Back to Business promotion.

Effective as of 01 Feb, accelerate members can now take advantage of 15% off Business Class fares for domestic travel; 10% off Economy Flexi for domestic travel; and 5% off selected Economy Saver fares.

The special will run from 01 Feb and 29 Feb, 2016 for travel until 30 Jun, 2016.

For further information regarding the discount, contact your acct manager or **CLICK HERE**.

## Intrepid / Sherpa pact

**ADVENTURE** tour operator, Intrepid Travel, will partner with documentary film *Sherpa* to raise funds for Nepal, following the devastating earthquake which shook the South Asian country in Apr last year.

Intrepid will host a series of advanced screenings of *Sherpa* across Australia, with funds to go to the Intrepid Foundation's Namaste Nepal Appeal.

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## Serko comparison

**NZ TRAVEL** Technology company Serko has launched a new 'Best Rate of the Day' tool for hotel price comparison.

The new feature lets business travellers using their site compare prices and availability on 1 million hotels globally from Expedia, Wotif and Booking.com.

Serko ceo Darrin Grafton said the comparative search was familiar for leisure travel but new to the business world.

The new feature allows users to compare prices from all major suppliers against online Global Distribution System rates.

## Europcar cameras

**EUROPCAR** has introduced vehicle inspection cameras into the Australian market in a bid to bring "more transparency to the industry".

The cameras which have been introduced in Melbourne and Adelaide photograph the car from every angle before and after use and should help reduce disputes.

## Battlefield Tours offers agent deal

**MAT** McLachlan Battlefield Tours is offering the first 50 travel agents to take part in one of their tours at a 50% discount.

On top of this, the travel companions of the agents will also receive a 25% discount.

The company's md Peter Smith said it was an "incredibly exciting opportunity for agents, particularly given the number of important war anniversaries on the horizon".

He said taking a tour for themselves would give agents "the edge" when faced with any battlefield-related client inquiries.

For more info or to secure your spot call 1300 880 340.

## TPPA signed in NZ

**MINISTER** for Trade & Investment Andrew Robb signed the Trans Pacific Partnership (TPPA) Agreement in New Zealand today.

This means the elimination of 98% of tariffs among the 12 participating countries including Australia and New Zealand.

Tariffs will be removed on US\$9b of dutiable exports between TPP countries.

Hospitality and tourism services are expected to benefit.

# A new HR player for Australia

**YESTERDAY**

saw the launch of another travel and tourism recruitment business in Australia, with the move seeing ACI HR Solutions founder Andrew Chan return to his Sydney roots.

Chan, whose career has included roles with Cathay

Pacific and Singapore Airlines before moving into recruitment as the Singapore-based ceo of TMS Asia-Pacific, branched out on his own three years ago to establish ACI's operations in Hong Kong, Singapore and Shanghai.

He told **Travel Daily** expanding the business into Australia had always been part of the plan, with ACI now able to offer a comprehensive service to clients across the Asia-Pacific region.

"Aside from anything else, having grown up in Sydney and spending a major part of my professional career here, Sydney is most certainly close to my heart, so it feels very much like a homecoming of sorts."



He also flagged aspirations to expand further with the proposed launch of an office in London later this year.

While Chan will be a regular visitor to Australia, the local business will be represented full time by Executive Consultant Kathy Fatseas, who's **pictured** at the Sydney launch event with Chan yesterday.

Fatseas will be based at the new office in Pitt Street, Sydney.

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## Swiss 777 delivery

**SWISS** International Airlines took delivery of the first of its nine Boeing 777-300ER aircraft at Zurich Airport last week.

It was flown directly from Boeing's factory in Washington.

The aircraft has 340 seats, eight in First Class, 62 in Business Class and 270 in Economy.

It will gradually enter the 2016 northern summer schedule.

## Pakistan disruptions

**MOST** Pakistan International Airlines flights were grounded yesterday as employees disrupted operations to protest against the govt's plan to sell the carrier.

It follows the deaths of two PIA employees and injuries to several others during clashes on Tuesday with security personnel during previous protests against the privatisation.



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## New threads for Serbian Rugby



**AIR Serbia** unveiled the Serbian Rugby League playing kit for the team's current tour of Australia

during an event attended by over 100 guests at the Serbian Consulate in Woollahra, Sydney on Tuesday.

The team jersey portrays the Air Serbia brand logo on the front with the Etihad Airways insignia on the back.

**Pictured:** the team with Stevan Sipka, Air Serbia; Dane Kondic, Air Serbia and Sarah Built, Etihad Airways Australia & New Zealand.

## WIN SONOMA COUNTY WINE



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a bottle of sparkling Sonoma County wine each day.

With more than 400 friendly wineries, 40-plus spas, 88km of stunning Pacific Coast, farm-to-table restaurants, rivers to kayak or float down, redwood forests to explore, shops and galleries that entice, and hiking and biking trails that meander over oak-covered hills, Sonoma Wine Country beckons the adventurous, the curious, and the lovers of the laid-back Northern California lifestyle. Visit [www.sonomacounty.com](http://www.sonomacounty.com).

To win, be the first agent to send the correct answer to the following question to

[sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

In the '10 best highlights' article featured on the Sonoma County website what activities come in a Number 4 & Number 9?

Find the article [HERE](#).



## InterCon The O2 open

**INTERCONTINENTAL** London – The O2, located on the city's Greenwich Peninsula has officially opened to guests.

The 453-room property offers views of London's Canary Wharf and has a ballroom, 19 meeting rooms and 1,600m<sup>2</sup> of pre-function space for events.

## Motor sports travel

**NEW** Travel Agency GP Touring has started operation in Perth; specialising in motor sports events such as Superbikes, Red Bull Air Race & Formula E.

Owner Graeme McGilvray has been in the travel industry for five years and the motor sporting events game for 10.

The company offers retailers 3% commission on tickets and a 6% bonus on packages.

See [www.gptouring.com.au](http://www.gptouring.com.au).

## 15% of Hosted touring

**WORLD** Journeys is offering 15% commission for agents on all bookings of their 2016 range of Hosted Journeys with a deposit made by the end of Feb.

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First with the news

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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).

**InterContinental Fiji** has announced its new Area General Manager South Pacific as **Andrew Davidson**. He will be based at Natadola Bay and comes with expertise in hotel management and development.

**Silversea Cruises** is taking on cruise industry veteran **Mark Conroy** as the head of the company's Miami office which has responsibility for the Americas. Conroy is the former president of Regent Seven Seas Cruises.

**Oaks Hotels & Resorts** has appointed **Daryn Griggs** as the new Head of Commercial and **Kira Lkein** as Director of Marketing and Brand Loyalty.

**Captain Cook Cruises Fiji** is welcoming **Lusiana Sinclair** as Sales and Events Manager. She will be based in the Fiji office.

**Ponant's** new National Business Development Manager for Australia, New Zealand and Asia is **Julie Rogers**. She brings a strong background in luxury travel brands such as Scenic, Avalon Waterways, Seabourn & Rocky Mountaineer plus extensive group travel experience.

**Christchurch and Canterbury Tourism** has announced the appointment of **Vic Allen** as its new Interim Chief Executive until mid 2016.

**Mark Stanford** has been recruited as the General Manager at **Nanuku Auberge Resort Fiji**, with immediate effect. The Australian national has 25 years int'l hospitality industry experience.

## RCL Colossal promo

**RCL** Cruises has launched a Colossal European travel agent incentive to win one of three European cruises for two plus bonus commission on all bookings made in Feb.

Book your client on any of the line's three Europe cruises sailing by 29 Feb 2016 to go into the draw for a European cruise holiday on the same cruise line as you booked.

For every cruise booking made in Feb agents will earn a \$50 bonus for Royal Caribbean, \$100 for Celebrity Cruises & \$150 for Azamara Club Cruises.

## Canada & Alaska 16/17

**ADVENTURE** World has unveiled its 2016/17 Canada, Alaska & High Arctic program featuring two new destinations; Saskatchewan and Nunavut.

Also new for 2016/17, the company has expanded on its wildlife offering in the region with a number of new experiences giving close-up encounters with species such as caribou and baby harp seals.

The program features all 10 of Canada's provinces and territories with suggested itineraries.

The new accompanying brochure is on shelves now.

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## Middle-earth ad win

**YET** another international accolade has been bestowed on Tourism New Zealand's 100% Middle-earth, 100% Pure New Zealand campaign, taking out the Travel & Tourism category in the Asia Pacific Excellence Awards.

The PR campaign is centred on The Hobbit: The Battle of the Five Armies, leveraging New Zealand's role as Middle-earth in the film & The Lord of the Rings trilogy.

"The three years of 100% Middle-earth, 100% Pure New Zealand were extraordinarily successful and the Middle-earth concept is still an important reason that many international travellers visit New Zealand, TNZ chief Kevin Bowler said yesterday.

## Touch of Ireland reps

**TOURISM** Portfolio has been appointed as Australasian sales and marketing representative for DMC, A Touch of Ireland.

The Dublin-based destination management company has been in operation for 26 years, offering a range of incentive travel, events & special group tour experiences across the Emerald Isle.

Tourism Portfolio managing director Donna Kessler said she was keen to work with A Touch of Ireland in bringing the country to the Australasian MICE market.

More at [atouchofireland.ie](http://atouchofireland.ie).

## Icelandair to Orly

**ICELANDAIR** has announced new scheduled services to Paris Orly Airport starting 28 Mar, complementing its existing Paris Charles de Gaulle Airport option.

Orly is FI's 27th destination in Europe and will be serviced up to six times weekly from Reykjavik, Keflavik International Airport.

## Account Manager Maternity Replacement Sydney or Melbourne based



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The company is Tourism Holdings Ltd (**thl**), the brands include:

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### New Zealand

Waitomo Glowworm Caves, The Legendary Black Water Rafting, Kiwi Experience

### USA

Britz USA, RoadBear RV

The successful candidate will be able to develop/increase our profile with trade partners, organise and attend agent famils, represent all brands at trade/consumer shows and events (including weekend work) and have strong presentation skills.

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<https://careers.thlonline.com/?job=21814SKA>



## Win a Hurtigruten cruise

This month, **Travel Daily**, BENTOURS and Hurtigruten are giving away a 12 day Hurtigruten 'Classic Coastal Voyage Return', in a private cabin for 2 people. The prize includes four onshore excursions provided per person, along with Full Board, valued at up to A\$10,000.



All you have to do to win this incredible prize is answer each daily question correctly and have the most creative answer to the final question. Send your entries to [bentours@traveldaily.com.au](mailto:bentours@traveldaily.com.au)

**Q4.** What is the name of the newest Hurtigruten ship, featured in the BENTOURS brochure?

## Oceanfest regos

**REGISTRATIONS** have opened for the second annual Maui Jim OceanFest held on Ka'anapali Beach, Hawaii on 04 & 05 Jun.

Organisers of the event, which is held adjacent to the Ka'anapali Beach Hotel in Maui, say the inaugural OceanFest was well supported by Aussie travellers over the course of two days.

See [mauijimoccanfest.com](http://mauijimoccanfest.com).

## Multi-nation cycling

**A NEW** three country, 1,339km two-wheeled itinerary through Southeast Asia has been rolled out by SpiceRoads Cycle Tours.

The 15-day Thailand to Singapore by Road Bike journey operates between Krabi, traverses Malaysia and ends in Singapore.

Participants cycle 13 days (from 85km to 117km each day).

The tour departs on 24 Jul, 16 Oct & 20 Nov and is priced at US\$3,650 - **CLICK HERE** for more.

## New Four Points NYC

**STARWOOD** Hotels & Resorts Worldwide has added a fourth Four Points branded property in New York City to its portfolio.

The 261-room Four Points by Sheraton New York Downtown is positioned at 6th Platt Street, in the heart of the financial district., a short walk from Wall Street, Battery Park and Brooklyn Bridge.

It joins Four Points by Sheraton properties in Times Square, Soho and Chelsea - more details at [fourpointsnewyorkdowntown.com](http://fourpointsnewyorkdowntown.com)

## Camels with Kangas

**ALICE** Springs attraction, the Kangaroo Sanctuary, will be home to a new 'camel education and experience' having received a \$50,000 tourism grant from the Northern Territory Government.

The funding will support the development of a new camel enclosure at which visitors can learn more about the mammal.

**Travel Daily** is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at [www.traveldaily.com.au](http://www.traveldaily.com.au).

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#### **JUMP ACROSS THE POND**

##### **COMMERCIAL MANAGER**

**AUCKLAND - \$120K NZD + INCENTIVES**

This successful global travel company is looking for a successful Commercial Manager to join their team. You will be responsible for leading the sales & account management activities including leading the team to identify new business opportunities & account manage existing business, executing sales strategies to grow & maximise revenue. Extensive sales & management experience in travel is essential. Executive package on offer.

#### **CORPORATE SALES**

##### **TEAM LEADER – BUSINESS TEAM**

**SYDNEY – SALARY PACKAGE \$120K + 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.

#### **HUNT AND GATHER**

##### **BUSINESS DEVELOPMENT / ACCOUNT MANAGER**

**MELBOURNE – LUCRATIVE SALARY PKG**

This leading travel technology provider is seeking a competent sales professional to join their growing team. You will be responsible for building & maintaining relationships with key personnel in order to develop new business opportunities & retain existing; account management of a portfolio of clients; together with contracting and implementation of new clients. Sales experience & a driven approach essential.

#### **STRATEGIC GLOBAL OPPORTUNITY**

##### **STRATEGIC GLOBAL ACCOUNT MANAGER-APAC**

**SYDNEY - SALARY PACKAGE \$100K PLUS BONUSES**

Manage a premium portfolio of key blue chip clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to this global TMC who celebrates and rewards success and offer long term career development. Great salary & benefits on offer.

#### **MOVE THIS BUSINESS FORWARD!**

##### **GENERAL MANAGER / CEO**

**MELBOURNE – SALARY PACKAGE TO \$220K (DOE)**

This prominent travel company is looking for an experienced General Manager to join their Australian headquarters. You will be responsible for the operational and financial performance of the business, delivering business plans and budgets, identifying trends to gain market share, along with overall management of the business and its staff. Senior management experience at GM/CEO level essential, together with adaptability & flexibility. Full P/L experience req'd.

#### **CORPORATE ACCOUNT MANAGEMENT**

##### **ACCOUNT MANAGER / BDM**

**MELBOURNE – SALARY POTENTIAL TO \$100k**

Continuously seeing growth in their corporate travel arm, this global travel company is seeking a motivated business development manager with account management experience to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company.

#### **TAKE THE NEXT STEP!**

##### **HOTEL MANAGER**

**BRISBANE – PKG \$90-\$100k**

Our client, a well-respected Brisbane hotel is looking for a Hotel Manager to join their team. They require the experience of a seasoned professional to manage & oversee hotel operations including Rooms Division & Food & Beverage. Excellent remuneration plus benefits on offer for the successful person. Experience in a similar role or considerable experience as an EAM for a 4 or 5 star property required. Apply now to find out more.

#### **JOIN A MARKET LEADER**

##### **MARKETING MANAGER**

**GOLD COAST – PKG \$75 - \$85K**

This industry leader is looking for a marketing superstar to oversee a small team & be responsible for but not limited to managing the end to end of marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Strong salary on offer. Previous experience in a similar role a must plus great communication, leadership & presentation skills required.

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**railplus**

# WANTED

Rail Plus is calling for bright and ambitious travel consultants to join our  
**Rail Expert Program for 2016!**

## What's involved?

Consultants are to register and complete 10 modules containing 20 questions each online via the link below. The modules will be available for 7 weeks, beginning 03 February 2016.

Become a Rail Expert Graduate and equip yourself with the knowledge to offer the wonders of rail to a new range of customers. Your expertise will lead to high conversion rates and more sales.

## Top 3 prizes to be won\*

- **1st placed graduate**  
1 x return Economy Flight with Qatar Airways to Europe & Eurail Global Flexi Pass, 15 days in 2 months.
- **2nd placed graduate**  
\$ 750 Coles Group and Myer Gift Card.
- **3rd placed graduate**  
\$ 250 Coles Group and Myer Gift Card.

[CLICK HERE TO BECOME A RAIL EXPERT](#)

\*CONDITIONS: Opens 3rd Feb 2016 | Only one attempt per consultant | Training program will close 11.59pm on 23rd Mar 2016 | Only opened to registered travel agents | This is a game of skill | The highest score wins, if two or more achieve the highest score then the fastest completed time wins | Participants must complete all 10 modules and achieve over 60% per module to receive a certificate of completion | Flights with Qatar are upgradeable subject to availability (blackout dates apply) | Further conditions apply







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