

## Virgin records H1 growth

**VIRGIN** Australia Group (VAH) has recorded massive growth for the first half of the 2016 financial year, upping its underlying profit before tax to \$81.5 million, from \$71.3 million the year prior.

The company's Statutory Profit after tax grew to \$62.5 million, a \$110.3 million compared to the corresponding period (**TD** breaking news) - the strongest group result for six years.

Chief executive officer of the group John Borghetti said he is confident VA is on track to achieving its targets for the end of the 2017 financial year.

"The Group has strengthened the fundamentals of each of the businesses through the half and is in better position for sustainable growth," remarked Borghetti.

No-frills offshoot Tigerair

Australia also attracted a profit, roping in \$13.9 million in underlying EBIT - an improvement of \$38.7 million on a standalone basis compared with the same period in 2014.

Upward momentum continued through to the carrier's loyalty program Velocity, with Borghetti revealing the membership base has grown to reach 5.7 million with an average join rate of almost 2,600 people per day.

"Velocity delivered revenue of \$154.8 million representing an improvement of 26.3%, he said.

### EY/GA c'share grows

**ETIHAD** Airways and Garuda Indonesia have broadened their codeshare network this week, with the EY code now placed on GA-operated services from Jakarta to Melbourne, Sydney and Perth, GDS displays indicate.

### VisitScotland Expo

**CHECK** out **page 13** for a full run-down on the VisitScotland Expo held in Edinburgh over Apr this year.

### Today's issue of TD

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

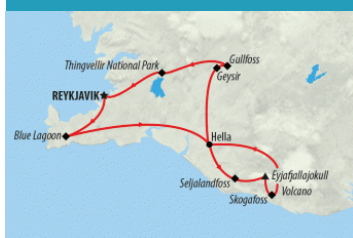
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# Travel Daily

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Thursday 11th February 2016

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## JQ rejigs group bookings

**QANTAS** Group's leisure carrier Jetstar is refining its approach to groups business, revealing an overhaul of procedures in order to make group travel bookings easier for travel agents.

A new online group bookings service has been developed, aimed at providing faster quote delivery, and for certain requests, automatic quotes which are instantly emailed to agents.

A Jetstar spokesperson told **TD**

the new look [jetstar.com/groups](http://jetstar.com/groups) portal comes in response to demand from frontline agents.

"Our trade partners wanted faster turnaround times for group booking quotes and a more competitively priced product, which is what our new system delivers," the spokesperson said.

"We've seen significant growth in groups travel year-on-year and as a result we've redesigned our platform and implemented a better customer experience for our valued partners".

The enhanced system has been under development for 6 months.

Recently, Jetstar rolled out a 'Groups Plus Bundle' product that includes a food & beverage voucher & Qantas Frequent Flyer points which can be added to a group or an individual PNR.

For bookings with 10 passengers or more, Jetstar also offers waived booking and services fees, flexible payment terms, standard seat selection, unlimited name changes at no additional cost, shared baggage allowance among passengers and a dedicated support sales team.

## Robb to exit politics

**THE** Turnbull Govt's Minister for Trade and Investment Andrew Robb has confirmed he plans to step down from politics at the next election.

Robb was responsible for the Tourism portfolio up until the appointment of Senator Richard Colbeck in Sep last year.

The 64 year-old has been in politics for 12 "fulfilling and eventful years" saying he plans to move onto his "next career".

"It's an opportune time to hand over the baton to the talented next generation in our party," Robb added.

## SureSave Zika policy

**INSURANCE** provider SureSave has confirmed pregnant women travelling into Zika affected areas are protected for pre-trip cancellation coverage benefits "under certain conditions".

The coverage applies to policies purchased before 26 Jan for pregnant women & their partner and/or dependents listed on the same policy.

Cover extends to cancellations or itinerary alterations.

"The extended coverage means eligible travellers who negotiate with their airline, hotel and tour provider to obtain a refund, but have any non-refundable deposits that are lost, can lodge a claim with SureSave," the firm said.

National sales director Talbot Henry said: "Due to the possible transmission to unborn babies, SureSave recognises the concerns of pregnant women in any trimester, planning to travel to Zika affected areas, with DFAT advising pregnant women to consider postponing or cancelling their trip. We understand that this is a sensitive issue and so we are providing this policy option to protect our customers."



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## Burnes bites back at FCTG

**HELLOWORLD** chief Andrew Burnes yesterday unleashed on Flight Centre Travel Group's new "unbranded buying group" (**TD** Tue), saying the initiative is a slap in the face to "other retailers" that the country's largest retail firm has competed against.

In a statement on Wed, Burnes questioned FCTG's move to open up its content range to other retailers, labelling the move as "disingenuous" (**TD** breaking news yesterday).

"They have done everything they possibly can do to close out anyone else's content range from being sold through their own retail distribution," he said.

The AOT founder stated over the last few years Flight Centre has deliberately excluded the likes of HLO's wholesale arms, Qantas Holidays and Sunlover Holidays from being sold through Flight Centre retail outlets.

Burnes, who was last month

approved by shareholders to take over as new ceo at Helloworld, added that those FCTG agents who sell HLO products are penalised financially.

"It's no secret that Flight Centre are fiercely competitive in the retail, wholesale & corporate travel arenas and I don't believe other agents are going to be fooled into feeding the hand that bites them.

"There isn't a high street or shopping mall retail agent or consultant that isn't in a battle with its nearest Flight Centre outlet and to imagine that those outlets and those consultants are going to start actually booking Flight Centre product is a tremendously courageous assumption," Burnes quipped.

Earlier this week, FCTG said its partnership program would complement the Escape Travel franchise offering and provide "exciting new product buying options" for other agencies.

## Hawaii dengue worry

A **STATE** of emergency was declared by the County of Hawaii for Hawaii Island in response to a dengue fever outbreak on Mon.

Over 250 people on the island have fallen ill with the disease over the past five months.

Hawaii Tourism Authority pres and ceo George D. Szigeti, advised travellers not be alarmed by the declaration, which provides govt officials with additional funding and resources to eliminate the dengue fever from the island.

## Kogan price grntee

**KOGAN.COM** has revealed its push into Kogan Hotels and Kogan Cruises (**TD** 14 Jan) is backed with a new price guarantee.

The online retail juggernaut has promised if any identical hotel or cruise booking in any of its 222 countries services is available on another website at a lower rate, Kogan Travel will match or beat the deal.



## Window Seat

**IMAGINE** something the height of six double-decker buses and the length of a football field floating through the sky. Well, that's exactly what's about to happen in Bedfordshire in the UK this week.

The helium-filled Airlander 10 (**pictured** below) was originally created as a surveillance aircraft for the US army but after the project was abandoned it is being developed as an airship for business & leisure flights. Hybrid Air Vehicles is reportedly a little worried about the effect it will have on Bedfordshire traffic when its spotted above!



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## Garuda LHR non-stop

**GARUDA** Indonesia is pulling out of London Gatwick in order to launch new non-stop services to London Heathrow from Jakarta.

The SkyTeam carrier confirmed it will re-assign its current thrice weekly Boeing 777-300ER service to LGW (which operates via Amsterdam) starting 31 Mar.

At the same time, Garuda Indonesia will jack up flight frequencies to five weekly to LHR, providing more options for pax.

The agreement between GA and London Heathrow has been in the pipeline for six years.

Heathrow Airport ceo John Holland-Kaye welcomed GA after securing the regular direct route.

Garuda Indonesia gm UK & Ireland Jubi Prasetyo said making the move to LHR has "been an ambition of ours since joining SkyTeam in Mar 2014."

"Heathrow's pivotal role in servicing the alliance's 1,052 destinations makes it an ideal departure airport for our pax".

## JNTO seeks proposals

**JAPAN** National Tourism Organization (JNTO) Sydney Office is on the look out for a new media representative to help attract more Aussie visitors to destination Japan, with fresh marketing and media campaigns.

Eligible companies are encouraged to submit their proposals via the JNTO website.

The proposal period will be from 08 Feb to 07 Mar, 2016.

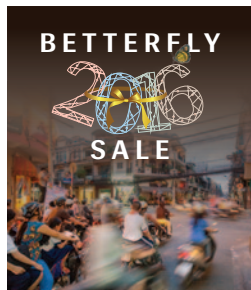
For more info [CLICK HERE](#).

## AIME welcome tkts

**TICKETS** for the Asia-Pacific Incentives Meetings Expo (AIME) welcome event are anticipated to be a sell out.

Melbourne Convention Bureau boss Karen Bollinger said "tickets are selling fast", urging anyone wanting to attend the evening to "get in quick".

Tickets are \$150 and can be purchased by [CLICKING HERE](#) or visiting [www.aime.com.au](http://www.aime.com.au).



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## Wonder Woman pedals into NZ



**AUSSIE** model, actress and TV personality Megan Gale has been unveiled as Tourism New Zealand's first ever ambassador to promote the New Zealand Cycle Trail (NZCT) to Australians.

Gale will star in a series of social and digital campaigns to endorse a range of scenic cycle trails that are suitable for all ages and fitness levels.

"New Zealand is in my blood - my mother is part Maori so the connection to New Zealand has always been strong and the opportunity to promote New Zealand as a destination and its Great Rides is incredibly exciting," remarked Gale.

Gale is **pictured** above reconnecting with her Maori heritage at a press conference.



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## Hawaii reaches new heights



**THIRTY** days into her new role as country manager Australia for Hawaii Tourism Oceania, Kerri Anderson had the enviable task of highlighting to the trade yesterday what made 2015 a record breaking year for visitors to the islands (**TD** 29 Jan).

Not only did Australian visitors top 333,998 but the length of stay was up 2% to an average of 9.53 days with expenditure reaching US\$802 million.

"One of HTO's key objectives was to communicate that Hawaii has so much more to offer beyond the expectation of sun, sand and sea...by highlighting the dramatic geographical diversity and also the great food, culture, history and range of experiences

on each island this messaging was evident in our market activities," Anderson said.

To keep the momentum going during 2016, the trade continues to play a vital role for growth with Anderson saying "our trade partners are as important as ever in assisting us to give travellers a compelling reason to visit Hawaii."

Trade activities this year include the annual Mahalo month, Visit USA roadshows and Aloha Downunder in May where more than Hawaiian 23 operators will be in attendance.

Anderson (front right) is **pictured** with the Hawaii Tourism Oceania's local team and Chris Sadayasu (right), Hawaii Tourism Authority tourism brand manager.

## Travel Daily

First with the news

Thursday 11th Feb 2016

### Solomon re-schedule

**SOLOMON** Airlines will adopt a new flight schedule from 25 Apr, designed to allow passengers flying on services ex Australia same day through-connectivity to its domestic network.

Similarly, same day connections will be available from Solomon Islands' domestic ports to Sydney and Brisbane, via Honiara, except on the Wed IE 700 service.

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

### TC's Versace conf

**HOME-BASED** travel agency network Travel Counsellors Australia has confirmed its annual conference will be held at the Gold Coast's Palazzo Versace over the weekend of 20-22 May.

Managing director David Hughes said the conference is "definitely our most significant event."

"It gives our agents, head office staff and valued suppliers and partners a chance to take stock of where we've come from as a business, where we are now, and where we'd like to be," he added.

## Win with Patagonia

This week *Travel Daily* and Patagonia are giving one lucky reader the chance to win a Patagonia Black Hole Pack 25L valued at \$149.95.

Patagonia is an outdoor adventure apparel company on a mission to build the best product, cause no unnecessary harm, use business to inspire and implement solutions to the environmental crisis. Check out [www.patagonia.com.au](http://www.patagonia.com.au)

The Black Hole Pack is one of their signature packs and is a burly daypack with weather-resistant protection and durability perfect for day trips and hiking adventures.

To win, send the most creative answer to [patagonia@traveldaily.com.au](mailto:patagonia@traveldaily.com.au)

Tell us in 25 words or less the adventure you'd like to take this bag on.

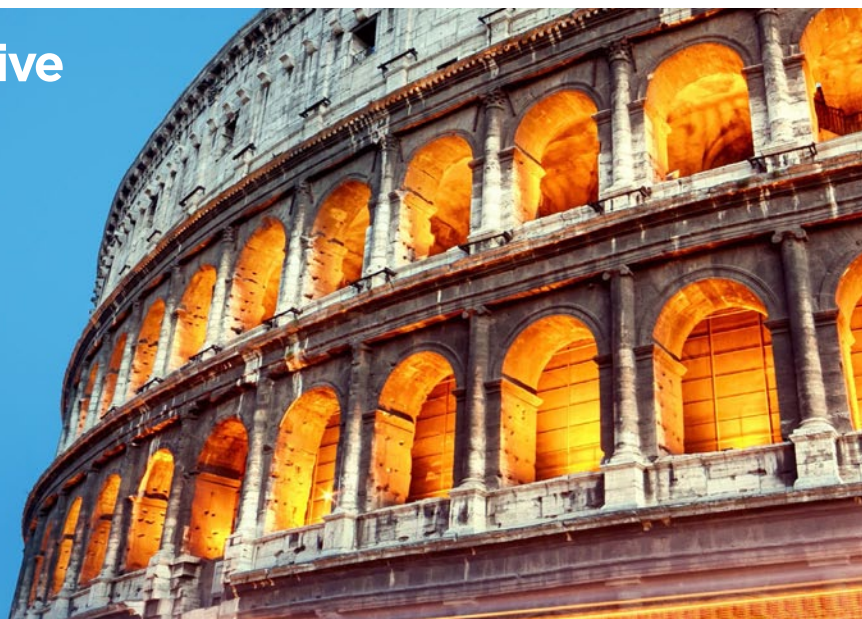
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## Club Med early offer

**CLUB** Med has launched a Summer 2016 early bird offer for Mexico, Mauritius and the Dominican Republic.

Savings are on offered for bookings made by 25 Feb for travel between 01 May and 21 Oct.

Deals include up to 20% off Club Med accommodation in Punta Cana in the Dominican Republic, up to 20% off stays in Cancun, Mexico and up to 15% off La Pointe Aux Canonnières, Mauritius.

Min of seven-night stays required & six for Marutius.

## PER flts off course

**SHORT-TERM** changes will be made to Perth's departure flight paths between 15 Feb & 10 Apr.

The changes come as Airservices Australia conduct a study to compare modelled & actual aircraft noise data as part of efforts to reduce aircraft noise.

The changes will see some aircraft departing from Runway 21 at Perth Airport between 2200 and 0500 for destinations to the north & west.

## AccorHotels pledge

**ACCORHOTELS** has pledged its support for Australian Marriage Equality in an open letter.

It reinstated the company's commitment to supporting diversity in the workplace and recognising the rights of LGBTI employees and guests

COO AccorHotels Pacific, Simon McGrath said just as their "10,000 employees come from all walks of life so too do our guests".

"It is our number one priority to ensure that our hotels make every person feel welcome, valued and equal regardless of their gender, race, religion or sexuality," he said.

## Sheikh tests 17hr flt

**EMIRATES** chairman and ceo Sheikh Ahmed bin Saeed Al Maktoum has revealed he has personally tested the Dubai-based carriers new non-stop service to Auckland, in Economy.

"I have tried it [the new route] - 17-18 hours in Economy," Sheikh Ahmed told attendees at the World Government Summit in Dubai this week.

Emirates will launch the direct link between the Middle East and New Zealand in two weeks, with the ceo saying he likes to fly in Economy class as he "likes to be close to people".

## itravel convene in the Hunter



## Amex GBT rolls out 'expert care'

**AMERICAN** Express Global Business Travel (GBT) has introduced new functionalities for its flagship traveller safety solution EXPERT CARE.

The web based solution locates travellers worldwide and assesses which ones are closest to "potential travel disruption".

This allows travel and risk managers to locate and communicate with them via SMS, email or mobile.

The program aims to provide "end-to-end solutions", making duty of care obligations "as simple as possible".

**ITRAVEL** has held its first conference of the year at the Mercure Resort Hunter Valley Gardens with franchise owners and key head office staff.

Members discussed recent wins and plans for the year ahead and formally introduced new head office staff members to the franchise owners.

Staff (pictured above) enjoyed a day of learning followed by a night of networking and breakfast the next morning.

Company director Steve Labroski said the conference was a "great way to bring people from all corners of the business together to network and collaborate on new ideas".

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## WN to Long Beach

**SOUTHWEST** Airlines has revealed it plans to begin services from Long Beach, adding to ops at Los Angeles (LAX), Burbank, Ontario and Orange County.



## 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).

**Shabir Satya** is taking on the role of General Manager of **Best Western Haven** in Glebe, Sydney. Satya joined Everjuve at its inception in 2014, and was appointed to lead the company into the Australian market with their flagship hotel Haven Glebe. He has worked in hospitality for over a decade with hotel groups including Choice, Oaks Hotels & Resorts and Crowne Plaza.

**Radisson Blu Hotel Sydney** has chosen **Terry Oomens** as Director of Sales. He comes with a diverse background in hospitality sales and marketing and extensive experience locally and overseas. He will be responsible for the ongoing development of the hotel's sales strategies.

**Amadeus** has officially announced former Travel the World joint managing director **Justin Montgomery** as the new Head of Commercial for the Pacific region (Australia, New Zealand and Pacific Islands) (*TD* 21 Jan). Montgomery joins the senior management team in the Sydney office. He is well-known in the industry, having also worked as General Manager Sales for Virgin Australia and The Travel Corporation.

**Robert Rijnders** is Thailand-based **ONYX Hospitality Group's** new Senior Vice President and Area General Manager for Pattaya. He has worked with Amari Hotels & Resorts since the early 1980s and has expertise in operational guidance and hands-on management.

**Richard Sembiring** has become **Hotel Manager** of **POP! Hotel Kemang** in Jakarta. He started with Indonesian hotel operator Tauzia Hotel Management in 2011 as Duty Manager at the Harris Hotel & Residences Riverview Kuta before rising to Assistant Manager at a Harris-Pop hotel in Surabaya.

**Nicole Hogan** has joined **Tourism Australia** as a Communications Manager. She is responsible for managing digital communication channels, specifically on Tourism Australia's corporate website. She has a background in corporate communications and journalism.

### Sheraton Cascais

**SHERATON** Hotels & Resorts is expanding its presence in Portugal after signing a new property to its portfolio, the Sheraton Cascais Resort.

Owned and managed by United Investments Portugal, the property will join the Sheraton global network on 24 Feb.

Previously branded as Vivamarinha Hotel & Suites, the property features 138 rooms.

### Canberra connected

**VISITCANBERRA** has refreshed its digital channels with a new e-newsletter and blog platform to keep visitors and up-to-date with the latest Canberra-focused news.

The mediums provide information on restaurants, exhibitions, activities, events and holidays ideas.

Subscribe to the new e-newsletter **HERE** or **CLICK HERE** to see the Canberra blog.

### Announcing the 2016 Visit USA Expos



**MELBOURNE:** Plaza Ballroom, Regent Theatre - February 15th

**BRISBANE:** Pullman Hotel - February 16th

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## Scots up for biz down under

**IN SYDNEY** as part of a joint VisitScotland mission and on the back of the Edinburgh Military Tattoo staged in Melbourne, suppliers from across Scotland are taking the opportunity to connect with the trade to further business opportunities.

Speaking with *Travel Daily*, Charlotte Sommer senior sales manager for Cashel Travel, a specialist inbound tour operator and DMC said "our company has been rapidly growing over the last three years and we're now looking at new markets."

"We want to get through doors here and with the agencies we've met with it looks as though our F.I.T product and small groups is gaining the most amount of interest."

Sommer affirmed that Cashel Travel is on the lookout for partners to work with as "we don't do B2C".

Cashel Travel also caters for incentive groups, conferences and students groups.

Meanwhile, Craig Duguid national sales manager for The Spires Serviced Apartments spoke of the demand seen in



the corporate sector, particularly those businesses with interests in oil & gas, finance and IT utilising their properties across Aberdeen, Edinburgh and Glasgow.

Duguid said that some of the properties were already sold as part of the Infinity Holidays range, "giving us a phenomenal amount of business, so this visit is to identify more opportunities."

Sommer and Duguid are **pictured** at yesterday's event at Novotel Sydney Darling Harbour.

## BENCH INTERNATIONAL

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## Intrepid Iceland boom

**ICELAND** is being hailed as a hot destination by Intrepid Travel, with the company reporting a record number of departures to the Nordic nation.

Intrepid has seen a 40% increase in passenger numbers for the 2015/2016 winter season compared to last year.

Product manager for Europe Steph Millington said more affordable prices and additional flights had contributed to the growth of the destination.

"Airlines have also played a really big part with low cost carriers providing new routes into Reykjavik," she said.

Millington said the 'Game of Thrones effect' had also increased interest in the country.

## Free RAR-AIT flights

**TAMANU** Beach Resort, Aitutaki and Edgewater Resort and Spa in Rarotonga have partnered to offer free return flights between the Cook Islands tourist hot-spots when booking 10+ nights.

The deal is based on a minimum of five nights at each resort and includes brekkie, NZ\$100 food & beverage credit at each resort and domestic flights for two.

Bookings need to be made by 28 Feb for travel until 30 Sep.

## Wong lauds visa free

**HELEN** Wong's Tours founder has praised Chinese officials following the introduction of a six day (144hr) visa-free entry at Shanghai airports (**TD** Tue).

Wong said the scheme, which came into effect at the end of Jan, is "great news for Australian travellers wanting to extend a stopover without the need to pay for a China visa".

She said the initiative opens the door for new experiences for visitors and builds on the success of Shanghai's previous 72-hr visa-free stopover.

China's Jiangsu and Zhejiang provinces are also offering the extended visa-free entry period.

The 144-hr visa-free entry is only valid for stopover traffic and does not apply on direct return to Australia tickets.

Wong added the new policy allows international passengers to explore all three provincial areas in the Yangtze River Delta.

## 15% off select Sunsail

**SUNSAIL** is slashing costs on Tahiti, Thailand and Tonga prices by 15% for bookings made before the end of this month.

A 10-person seven-night Sunsail '444 Catamaran' in Tahiti is now \$5,899 - see [www.sunsail.com.au](http://www.sunsail.com.au).

## TT Valentine's fares

**TIGERAIR** Australia has launched a Valentines Day sale offering 20% off all domestic routes in the month of Apr from now until 16 Feb or until sold out.

## Mountaineers on the Bridge



## Maldives all-inclusive

**THE** Centara Grand Island Resort & Spa Maldives and Centara Ras Fushi Resort & Spa Maldives have introduced an 'Ultimate All-Inclusive' program.

The upgraded program includes up to three dives per week as an alternative to SPA Cenvaree treatments on selected days.

Also included is a meet and greet, meals and an excursion.

**CLICK HERE** for more details.

**ROCKY** Mountaineer's new president Steve Sammut and his team have been visiting Sydney this week (**TD** yest) acquainting themselves with the market and meeting key partners, as well as taking in some of the local sights!

Sammut is **pictured** (centre) on the Sydney Harbour Bridge with the Rocky Mountaineer local team including Robert Halfpenny, Steve Farrelly, Rebecca Bussell, Julie Golding and Karen Hardie.

## Corporate Travel Consultant

We are looking for a vibrant, outgoing consultant with 2-3 years experience looking to join a growing boutique team located in Sydney's CBD, close to Town Hall Station.

You need to have experience in corporate travel and a passion for delivering excellent service on a day to day basis. Sabre and Tramada Next Gen are preferred but not essential. Attractive salary for the right person.

If you think outside the box when working with clients, then we would love to hear from you.

Send through your resume to Georgina Byrt at [georgina@sanfordtravel.com.au](mailto:georgina@sanfordtravel.com.au) or call 02 8268 2777.



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Thursday 11th Feb 2016

## DC 50% 2nd room deal

**THE** upmarket Dorchester Collection is offering 50% off a second room for children over the Easter period.

The group's current portfolio includes luxury hotels in London, Beverly Hills, Paris, Milan, Los Angeles, Ascot, London, Geneva and Rome.

For further details on the offer, see [dorchestercollection.com](http://dorchestercollection.com).

## G3 Venezuela dispute

**A MONEY** transfer dispute has seen Brazil's GOL Linhas Aereas Intelegentes suspend operations to Venezuela.

After months of negotiations with the gov't, the airline is still trying to repatriate US\$90 million blocked in Venezuela.

The issue is to do with a complex exchange rate system.

Services are axed between São Paulo & Caracas, a route which has been running since 2007.

## Hyatt Place Managua

**HYATT** Place Managua has officially opened in Nicaragua, Central America.

The 140-room property is the first Hyatt-branded hotel to open in the country.

Owned by LATAM Corp and operated by GHL, it features free wi-fi, 24 hour food offerings and a 24 hour gym.

## North Qld campaign

**TOURISM** and Events Queensland in conjunction with Townsville Enterprise has launched the new marketing campaign 'Townsville North Queensland, Alive with Curiosity'.

The promo aims to encourage people living in the state, particularly the drive markets of Brisbane, Cairns, Mount Isa and Mackay to holiday in Townsville during the Easter period.

It features special deals, the hashtag #townsvilleshines and unique activities and events on in the area.

## Anantara wellness

**ANANTARA** Golden Triangle in Thailand has launched a new program allowing guests to create their own bespoke experience whilst being immersed in nature.

Choices include elephant yoga, sunrise jungle trekking, spa retreats and a healthy Spice Spoons Thai cooking class.

The wellness program is designed to de-stress guests.

For more details, email [goldentriangle@anantara.com](mailto:goldentriangle@anantara.com).

## Humpback swimming

**TOURISTS** will have the opportunity to swim with humpback whales in Exmouth and Coral Bay in Western Australia from Aug 2016 (depending on this year's humpback migration pattern).

Tours will be small with a maximum of 10 swimmers.

Humpbacks are no longer endangered. For more click **HERE**.



## 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)

**Q9.** In the BENTOURS brochure, I am a Christmas expedition departing 15th December 2016. What is my name?

## LATAM Jan stats

**LATAM** Airlines has seen an 11% drop in domestic traffic in Brazil between Jan 2015 and Jan 2016.

Monthly stats revealed cargo traffic was weak in Jan 2016 with a 10.7% drop on the year prior.

Domestic passenger traffic in the airline's Spanish speaking operations rose 6.4% & international passenger traffic increased by 9.2% this Jan.

## New Beaver at Turtle

**TURTLE** Airways' newest aircraft, a seven seater De Havilland Beaver has arrived in Fiji and is expected to be fully operational by 10 Mar.

The new floatplane takes Turtle's fleet to four aircraft, giving it capacity for 40 pax per round trip to the Mamanuca or Yasawa group of islands.

A new pilot will also be joining the carrier from the end of Feb.

## Solo traveller cities

**AUCKLAND**, New York, Tokyo, Kuala Lumpur and London have been selected by STA Travel as the top five cities suited to solo Australian travellers.

STA released the list, after noticing a trend towards travelling alone.

The company cites a 2015 study by Visa Global Travel Intentions finding 25% of people travelled alone on their last international trip; a jump from 15% in 2013.

STA Travel's head of marketing, Tara Sena-Becker said the two biggest concerns Aussies have when travelling alone are "personal safety and a destination's attractiveness".

"In this respect, group adventure tours are a fantastic option – but it's ultimately important to pick a destination that's both welcoming and full of activities to excite you," she said.

## Travel Sales Consultant

Contact Centre - Sydney

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#### **LEAD BY EXAMPLE**

**CORPORATE TRAVEL STATE SALES LEADER  
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We currently have the opportunity for a sales driven and motivating leader to join this dynamic travel management company. Leading and motivating a team of corporate BDM team leaders you'll utilise your industry expertise and commercial acumen to win new business whilst developing and mentoring staff members to grow a successful QLD sales team. You'll be rewarded with a top salary + generous KPI bonuses and further career development opportunities.

#### **MAKE THIS ONE YOURS!**

**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.

#### **CORPORATE ENVIRONMENT, LEISURE ROLE**

**LEISURE TRAVEL SUPERVISOR – HEAD OF LEISURE  
MELBOURNE – SALARY PACKAGE TO \$80K (DOE) + \$\$ INC.**

This corporate travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional leisure team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment & solid management experience is essential.

#### **HUNT YOUR WAY TO SUCCESS**

**CORPORATE SALES MANAGER  
PERTH – SALARY PACKAGE \$75K - \$95K (OTE)**

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

#### **THE THRILL OF THE KILL**

**CORPORATE TRAVEL STRATEGIC SALES MANAGER  
MELBOURNE – PACKAGE CIRCA \$150K+**

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting mid to large markets, you must be driven by winning new business and achieving targets. You will be rewarded with a top salary, generous KPI bonuses plus amazing benefits & incentives. You must be a real hunter for this role.

#### **RARE LEADERSHIP ROLE IN SUPPLIER 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.

#### **LOVE THE THRILL OF THE CHASE?**

**BUSINESS DEVELOPMENT MANAGER – CORPORATE x 4  
SYDNEY – SALARY PACKAGE FROM \$82K + BONUSES**

Create a valued impression when you join this outstanding corporate travel company. You have experience in sourcing and winning new business, with great negotiation skills and a fantastic personality. Representing a well-known brand in the market you will be proud to be part of this vast organization, showing off your sales skills and getting new clients to sign on the dotted line. If you want to join a fast paced role with excellent progression apply now!

#### **REPRESENT GLAMOUR**

**INDUSTRY BDM  
SYDNEY – SALARY PACKAGE to \$76K**

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency networks. You will be an experienced sales executive who has the ability to take control of this prestigious territory. Your friendly personality, presentation skills & creative ability is required here. Great famils & bonuses await the perfect person. Apply now!

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### DO YOU THINK AUSSIE RULES?!

#### INBOUND FIT & GROUPS CONSULTANTS

**SYDNEY CBD – SALARY PACKAGE \$45K - \$60K + SUPER DOE**

We have multiple amazing opportunities in the Inbound market! From North Sydney to Central CBD you will enjoy creating bespoke packages for throughout Australasia for the discerning traveler from Europe & USA. From glamping at Ayers Rock to the adventure capital Queenstown, design itineraries to showcase this amazing land. All you need is inbound exp, Tourplan & preferably a 2<sup>nd</sup> language, to work for an industry leader, with M-F hours only, ongoing product training and amazing 5\* famils.

### LOVE RETAIL BUT SICK OF FACE TO FACE?

#### TRAVEL RETAIL CONSULTANT

**SYDNEY – SALARY PACKAGE FROM \$55K**

This award winning organisation is looking for an experienced retail consultant to join their already well-established team. Do you love selling leisure travel, do you love assisting your customers build a once in a life time holiday but want to get out of the face to face shop front environment? This could be the perfect opportunity for you to make the switch with great staff development and unlimited career opportunities. Fantastic Base + Super + Uncapped Commission + Penalty Rates. Apply now!

### ONE WAY TICKET TO THE TOP

#### TRAVEL TICKETING CONSULTANT

**SYDNEY – SALARY PACKAGE UP TO \$46K**

Are you an expert at ticketing & have a passion for round the world fares? This award winning client are looking for a ticketing consultant to join their team. You will be responsible for booking and securing the best available fares, displaying amazing customer service skills whilst servicing the clients. Renowned for their excellent ongoing support and fantastic career progression, they also offer amazing famil opportunities + more! Min 1 year industry experience, ticketing experience preferred & Amadeus skills. Apply now!

### BACK OFFICE BLISS

#### ONLINE CUSTOMER SERVICE & TICKETING CONSULTANT

**MELBOURNE – SALARY PKG TO \$57K + BENEFITS**

This well-known online travel giant is on the lookout for their next customer service superstar. You must have a minimum 18 mths experience with strong ticketing knowledge, current GDS (Galileo) knowledge & your own car. You will be responsible for servicing phone and email enquiries relating to website functionality, new booking requests and/or amendments, ticketing and processing refunds. Located in the city fringe you will enjoy a rotating roster, fun and supportive team environment and top company benefits.

### JOIN THE A TEAM

#### TRAVEL RECRUITMENT – ACCOUNT MANAGER

**MELBOURNE – TOP SALARY PACKAGE**

Love being in the travel industry, but sick of booking travel? Want to assist your peers with their career progression? Enjoy being rewarded for reaching sales targets? Can't wait to work Monday to Friday only? If you answered YES to all of the above, call us! As part of our expansion in Melbourne, we are looking to employ two talented travel consultants to join our permanent & temporary divisions. Full training will be provided. Minimum 2 years travel consulting experience essential.

### ACADEMIC MARKET– LEISURE & CORPORATE MIX

#### TRAVEL CONSULTANT

**MELBOURNE – SALARY PACKAGE \$65K +**

Calling for an experienced corporate travel consultant with strong fares knowledge and the ability to construct intricate and complex flight itineraries. Working in an implant environment, you will enjoy the boutique feel of the office and the social and dynamic team. Working Monday to Friday hours, you will also enjoy the work life balance on offer. Min. 2 years international corporate or retail travel consulting experience required. Join one of the most varied roles on offer today.

### MOVE INTO PRODUCT

#### PRODUCT COORDINATOR

**BRISBANE – \$45-\$50k Pkg.**

Looking for your big break into product? This leading travel company is currently seeking a travel professional to join their team. You'll be responsible for product & rate loading, supporting Product Manager & agents responding to queries and problem solving & building supplier relationships. A strong salary package is on offer along with the opportunity to get your foot in the door with a leader. You will need 2 years travel industry experience, great customer service, problem solving & communication skills.

### GOLD COAST TRAVEL TEMP NEEDED

#### AMADEUS TRAVEL CONSULTANT – 9 WEEK ASSIGNMENT

**CENTRAL GOLD COAST – TOP HOURLY RATE**

We are currently seeking a travel guru on the Gold Coast to assist with the launch of a new travel brand. Your daily duties will range from liaising with clients over the phone to assisting with administration, data loading, troubleshooting and more. You'll need to be able to work every second Saturday and start from 21<sup>st</sup> February but will enjoy a three day weekend every alternating week. Previous travel consulting experience and top notch Amadeus skills are must. This assignment is shortlisting now so get in quick!



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