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Travel Daily

First with the news

Thursday 25th February 2016



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Footy tipping entries

THIS weekend sees the start of the 2016 Super Rugby season and the commencement of **Travel Daily's** footy tipping season.

We've received hundreds of entries from across the industry so far, with loads of prizes up for grabs and Emirates flights for the overall winner at season's end.

To sign up, register your details at rugby.traveldaily.com.au.

TD readers can also sign up to this year's **NRL** and **AFL** tipping comps - click the codes for more.

HA undermine QF/AA JV

HAWAIIAN Airlines has set out to muddy the water on Qantas' alliance with American Airlines, telling the Dept of Transportation (DOT) in the US that granting the airlines antitrust immunity on trans-Pacific services would "create a market structure that is inhospitable to competition from independent carriers".

QF & AA have already received ticks for their alliance from NZ and Australian authorities, but are still awaiting a verdict on the venture from the US regulator.

Within a 131-page submission to the DOT, HA raised concerns the proposed Joint Business Agreement without conditions would "significantly reduce" QF's incentive to exchange traffic rights through an interline deal with a carrier like Hawaiian.

The Honolulu-based carrier said access to flow traffic "is essential to the competitive expansion of independent carriers in the US-Australian market".

HA said the alliance will reduce its profitability and decrease its incentives to expand or enter new trans-Pacific markets.

Elsewhere in the document, HA highlighted Qantas and American "did not even wait for the grant of immunity before coordination Qantas' reduction of service on the Sydney to LA route so that AA could enter the market without the hindrance of full competition from its alliance partners."

HA said it believes QF and AA intend on implementing routes changes "such that American & Qantas will not compete on routes."

"Such a move would clearly reduce the competitiveness on those routes," HA warned.

QF told **TD** it was considering a formal response to the DOT.

HA's bid to disturb the approval process in the US comes as the Australian regulators gave the thumbs up for the QF/AA alliance for five years (**TD** breaking news).

QF welcomed the decision, with a spokesperson saying "the expanded partnership means more destinations and a greater choice of routes between Australia, New Zealand and the United States, plus increased tourism from one of our most important markets."

Today's issue of TD

Travel Daily today has eight pages of news, a front cover page for **The Travel Corporation** plus full pages from: (**click**)

- Albatross
- AA Appointments jobs

Travel Corp incentive

THE Travel Corporation is again reminding the trade of its massive \$1,000,000 Cash Giveaway, open to agents booking trips up until 30 Apr - see **cover page** for info.

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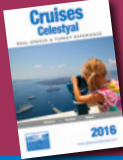
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HOT Aus names coo

HOUSE of Travel Australia has internally promoted Grant Campbell to the newly created role of chief operating officer.

The position will see Campbell tasked with the daily operational responsibility for home-based agency network TravelManagers, and eventually Hoot Holidays.

"We recognise effective leadership & management support is crucial to the success of our business," ceo Joe Araullo said.

Air NZ profit surges 154%

AIR New Zealand has more than doubled its earnings for the first half of the financial year, recording a \$338 million after tax, a profit surge of 154% compared to 1HFY15 (**TD** breaking news).

The airline attributed improved earnings to a 16% capacity growth, cheaper fuel, and efficiency improvements.

When looking ahead, the carrier flagged the increased competition on Trans-Tasman and domestic routes but is optimistic about

the strong US dollar making New Zealand a relatively cheaper destination to visit.

Future plans also include lounge upgrades for facilities in Brisbane, Hamilton, Invercargill and Wellington regional airports.

In the second half of 2016, the Kiwi carrier said it is expecting a capacity growth of 7% driven by the domestic, American and Asian markets.

Based on strong current market conditions Air New Zealand has forecast its full-year pretax earnings to be more than \$NZ800 million - excluding earnings from its Virgin Australia shareholding.

SATIC, ATEC p'ship

IN AN effort to build unity within South Australia's tourism and visitor economy sectors, the South Australian Tourism Industry Council has signed the Australian Tourism Export Council to provide branch management services.

SATIC chair Stuart Livingstone said the collaboration means the organisations will be able to offer "greater benefits for the industry, streamline our activities and combine our resources."

TAK terror threat

DFAT issued a fresh travel alert for Turkey late yesterday after terrorist group the Kurdistan Freedom Falcons (TAK) claimed responsibility for an explosion in central Ankara that killed 28.

Despite TAK saying it intends to target other tourist areas in Turkey in future attacks, DFAT's advice remains as "exercise a high degree of caution" for the nation.

Smarttraveller urges Aussies to exercise "heightened vigilance in tourist locations and places such as shopping malls and entertainment areas".

oneworld RTW sale

THE oneworld airline alliance has launched a sale today on its flagship Round-the-World fare, oneworld Explorer.

The oneworld promotion is valid on 4, 5 and 6 continent itineraries, from Australia.

Economy class 'LONES' and 'LONE6' fare basis prices start at \$3,799 (down from \$4,499) and \$4,299 (down from \$5,199) respectively - **CLICK HERE** for info.

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SLH adds another 5

SMALL Luxury Hotels of the World has welcomed five new members in Feb, including Ayard of Ch'an, China; Galle Fort Hotel, Sri Lanka; Mom Tri's Villa Royale, Thailand; Sesa Boutique Hotel, Greece and Domanie de Fontnille in France - see www.slh.com.

Crown H1 result falls 35%

CROWN Resort's reported a half-year normalised net profit of \$210.3 million for the first half of the year ended 31 Dec - a 34.8% dive from the same time last year.

The decline has been attributed to weakened market conditions in Macau, which clouded the strong growth recorded from its Australian casino counterparts. Chief executive of Crown Resorts, Rowen Cragie, remarked that the first half results across the group's portfolio of businesses "were varied".

In Melbourne non-gaming revenue spiked 6.3%, with occupancy at the six-star Crown Towers at 98%, Metropol at 94.5% and Promenade at 95.3%.

Average room rates sit at \$361, \$268 and \$225, respectively.

Normalised earnings before interest, taxes depreciation and amortization (EBITDA) from Crown Melbourne was recorded at \$352.5m, a slight 0.4% jump on

the prior comparable period.

Crown Perth recorded EBITDA of \$130.1m - down 2.4% on the previous period in 1HFY15.

787 wing fix directive

AMERICA'S Federal Aviation Administration has issued a new airworthiness directive for certain Boeing 787-8 *Dreamliner* aircraft due to concerns of possible fatigue cracking on some overwing fastener holes.

The directive requires revising the maintenance or inspection program to include repetitive inspections of the part.

MEANWHILE, Boeing has rolled out its 400th *Dreamliner* aircraft - with the Dash 9 delivered this week to Norwegian through lease partner MG Aviation.

Norwegian, which already has a fleet of 787-8s, will use the jet to "open up new routes" to the Americas and Southeast Asia.

FJ \$1m cyclone fund

FIJI Airways has handed over a cheque for FJD\$1 million to Fiji's Prime Minister's National Disaster Relief and Rehabilitation Fund to assist victims of Cyclone Winston.

FJ is also providing free carriage of relief supplies domestically and inbound from foreign countries.

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Mana Island takes “massive hit”

MANA Island Resort & Spa - Fiji has confirmed taking a “massive hit” from Tropical Cyclone Winston on Sat night, reporting it is unable to accommodate guests.

“The impact was so significant that the resort sustained severe damages to most public facilities including guest rooms, reception, restaurants, spa and swimming pool,” the Fijian property said.

Cyclone Winston caused soil erosion on the beach and a large number of trees to fall at Mana.

Such is the extent of the damage, the resort has closed and is not expected to reopen for business until 28 Jul.

The large window for closure also takes into account the resort’s takeover for a TV show.

Management at Mana Island is requesting travel partner assistance to relocate existing bookings during the period and have waived any cancellation fees for the phase of the disruption.

Elsewhere in Fiji, Sheraton Resort & Spa Tokoriki Island in Fiji is reporting damage sustained during Tropical Cyclone Winston last weekend has been worse than anticipated, forcing the closure of the resort until 31 May.

Sheraton indicated the mooted reopening date may be subject to change and could be extended if repairs take longer than expected.

Bookings to Sheraton Resort & Spa Tokoriki Island can be either deferred to a later date, cancelled without penalty, or transferred to Sheraton Fiji Resort or The Westin Denarau Resort & Spa for the same or lower rate if available.

MEANWHILE, the adults-only Tokoriki Island Resort says it will reopen to guests this Sun after a “major clean up”.

Nanuya Island Resort and Matangi Island Resort have also said they will be closed until 19 Mar & 21 Mar respectively, with Koro Sun Resort shut until 01 Apr.



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DXB concourse open

DUBAI Airports opened its brand new Concourse D facility at Dubai International Airport, thereby boosting capacity at the hub from 75m annually to 90m.

Chairman of Dubai Airports and ceo of Emirates HH Sheikh Ahmed bin Saeed Al Maktoum said Concourse D has been designed “with the customer at its heart”.

“Shorter walking distances, more comfortable seating areas, more choices in lounges and a world-class retail and F&B offering are sure to impress and delight our passengers and our airline partners,” he said.

Establishments include a Wolfgang Puck casual dining concept called The Kitchen.

Concourse D is connected to DXB Terminal 1 by a dedicated airport train which can move 300 passengers per trip.

The facility provides 21 contact stands, four of which can accommodate Airbus A380s.

Window Seat



TECH company and rideshare innovators, Uber, has teamed up with Purina’s

Pets at Work to deliver a few fuzzy friends to your workplace for 15 minutes of relaxing puppy play.

The service areas and participating shelters include the CBDs of Adelaide, Brisbane, Canberra, Gold Coast, Melbourne, Perth, Sunshine Coast and Sydney.

Just open up the Uber app between 12 and 4 today and request the “puppies” option.

CLICK HERE to see the promo.

Birmingham joins our UK network

Set in the heart of England, Birmingham truly has something for everyone. From a spectacular chocolate museum to retail therapy at the city’s renowned Bullring shopping centre to the network of beautifully designed canals, Birmingham certainly won’t disappoint. Flights to Birmingham starting 30th March 2016. qatarairways.com/au

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GOING PLACES TOGETHER



PHIL Hoffmann Travel agents were hosted in Vietnam by On The Go Tours and enjoyed 10 captivating days exploring the best of the vibrant country. Starting in Hanoi with its fading colonial architecture and national monuments, they travelled onto Halong Bay and Saigon on the edge of the Mekong Delta. They also explored with

the locals on a 'Vespa by Night' tour in Hoi An whilst sampling delicious local cuisine experiencing the night life. **Pictured** above in Vietnam are Glen Fry, PHT University Business Travel; Di Bignell OTG host; Rachel Stapleton, PHT Norwood; Laraine Tucker, PHT Barossa Valley; Sue Caporaso, SQ host, Trevor Stevens PHT Business Travel.

AM adding MEX/NRT

AEROMEXICO has announced it will increase flight frequencies on its newly launched Mexico City-Tokyo Narita service to five weekly, effective Jun. The route trims three hours off the previous travel time available between the two capitals. AM operate the non-stop route using dual-class Boeing 787 Dreamliner aircraft.

Finch Westin advocate

ONE-TIME Miss Universe Australia (2012) and *Dancing with the Stars* contestant Rachel Finch has today been named as Well-Being Brand Advocate for Westin Hotels & Resorts. The role will see the model and TV presenter curate and host a Westin Wellness Escape in Apr for guests at The Westin Melbourne. The certified health coach is a "highly regarded Australian personality, sharing many synergies with the Westin Brand."

Toronto pass inclusion

RIPLEY'S Aquarium of Canada in Toronto has been added to the Toronto CityPASS for the start of this year's program on 01 Mar. The attraction features the biggest collection of sharks in North America. Prices start at CAD\$82/adult.

NT camping drive

A CARAVAN and camping show which will promote the Northern Territory is being held in Melb from now until 29 Feb, expected to attract 60,000 people. Chief Minister of the Northern Territory Adam Giles said the Tourism NT stand will reflect the fun and adventure visitors can have on a road trip the NT. Held at the Melbourne Showground, the event features 26 NT tourism operators with the centrepiece of the stand an outback pub structure. More at caravanshow.com.au.

Texas Tourism promo

TEXAS Tourism has unveiled a brand new advertising campaign to attract more visitors to the Southern state. Utilising the state tagline, "Texas. It's Like A Whole Other Country", the new campaign will be rolled out across national television, print and digital media. Seven regions of Texas are featured in total incl Gulf Coast, Hill Country and Piney Woods.

X2 Vietnam growth

BESPOKE Hospitality Management Asia is expanding into Vietnam with the X2 Vibe Hoi An Residence along with several other hotel developments.

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Pan Pacific AIME celebrations



PAN Pacific Hotels Group welcomed key clients at a spectacular banquet dinner on Tue night, as part of AIME 2016. Held on the water's edge at Albert Park Lake in Melbourne, 120 guests attended from companies including Qantas, Siemens, Flight Centre, Amex, Singapore Tourism Board & Malaysian Convention Bureau.

Guests enjoyed a three-course dinner featuring seasonal and regional produce while Daryl Braithwaite provided music.

Pictured at the event are PPHG execs Cameron Westman, Lisa Gellatly, Melissa Stewart, Michael Johnson and Glenn Shoebridge.

Viator '15 travel trends

VIATOR has revealed archaeology themed tours were the fastest growing last year with an incredible 500% year-on-year growth compared to 2014.

This has been driven by newly added tours like Naples above and underground walking tours and the Easter Island Moai archaeology tour.

Outdoor adventure tours saw an 80% jump YOY while worldwide food and drink tours showed a 70% spike.

Viator ceo Barrie Seidenberg said this data shows a demand for "curated, hand-picked and new cultural tours is on the rise".

Travel Daily

First with the news

Thursday 25th Feb 2016

MH Voice370

THE support group for the families of MH370 victims, Voice370, are asking for a 60-day extension of the search, which will reach its two-year limitation period 08 Mar, 2016.

"The search must go on and when the facts are known, the companies and individuals [who] are responsible for the loss of MH370 must be brought to justice," said the support group.

MH issued a statement yesterday, reiterating its "continued commitment to uphold its obligations to those affected...in accordance with applicable and International Conventions & Law."

The statement reads the group has on numerous occasions kept all next-of-kin (NOK) informed of the limitation period under the Montreal Convention.

"MAS remains committed to engaging the NOK in good faith with regard to ensuring a fair and equitable compensation."

MH "strongly encourages" NOK to file claims by 08 Mar, 2016.

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Offer is valid for bookings until 17 March, for travel until 31 December 2016.

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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.

Minor Hotel Group, Elewana Collection has appointed **James Haigh** as Director of Sales & Marketing, effective 01 Mar. Based in Nairobi, Haigh will deliver on a range of initiatives aimed to provide enhanced solutions to trade partners around the world.

David Brown has been named the new Regional Director of Resort Operations at the **Wyndham Hotel Melbourne**. Brown has spent the past 13 years in Regional Manager and General Manager positions with the InterContinental Hotel Group and has extensive experience in the hospitality field, with his career spanning the UK and New Zealand.

Metro Hotel Perth has appointed **Ashleigh Howard** to the role of Functions & Events Coordinator. Howard will support the sales team and dedicated function support to corporate and MICE clients. Howard has undertaken a full Graduate Management Traineeship with AccorHotels, later seconded to ibis Styles Perth as an Assistant Manager - Conference, Event and Group Sales.

Helloworld has announced a number of changes to its executive team this week. The restructure has seen the removal of the Chief Marketing Officer role, with **Kim Portrate** finishing up with Helloworld last week. General Counsel and Company Secretary **Stephanie Belton** as well as **Andrea Slark** (General Manager Corporate Development) have both departed. CFO **Jenny Macdonald**, who commenced the role 18 months ago, will also leave the company effective at the end of Apr.

Luxperience, TNZ pact

LUXURY Travel Exhibition, Luxperience, has announced Tourism New Zealand as its Diamond Partner this year.

Tourism NZ director trade, PR & major events, Rene de Monchy, said the group is "excited to attend Luxperience 2016."

He said "returning this year as Diamond Sponsors will see us continue to maximise the opportunities the event presents for the premium market".

RJ adds Guangzhou

ROYAL Jordanian has added thrice weekly services to Guangzhou, China flying via Bangkok, commencing 21 Mar this year.

Services will depart Mon, Wed and Fri, taking off from Queen Alia International Airport, Amman at 0230 and reaching Guangzhou at 2015.

Flights will operate on Boeing 787 or Airbus 330 aircraft.

Visit www.rj.com.



Corporate Account Manager – New Business

Based in Sydney, our sales team are eager to welcome a new **Corporate Account Manager – New Business** to United Airlines.

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Our flagship 787 Dreamliner is already flying to Melbourne and arrives in Sydney in March giving you an excellent product to sell.

We offer a competitive salary, bonus, healthcare and travel benefits.

To apply for this position please forward your application and CV to laura.white03@united.com. Applications strictly close 3 March 2016.

Four Points Seattle

STARWOOD Hotels & Resorts Worldwide has opened the 225-room Four Points Seattle Airport South, the brand's second hotel in greater Seattle.

TTC annual Sailing Regatta



THE Travel Corporation hosted 90 people including agents, media and partners at its annual TTC Sailing Day this week.

TTC said the sailing day is "one of the most eagerly anticipated dates in the calendar, and this year was no exception".

Adventure World was crowned victorious at the end of the day.

Pictured above dressed as pirates are team AAT Kings: Ant Hayes, Wendy Harch, David Gendle and Glen Davis, Tourism Australia; Louis Crook, Australian Holiday Centre; Michelle Mickan, PHT; Tony Saunders, Tourism New Zealand; Don Morris, Tourism Thinktank; Rebecca Wilson, Starts at Sixty and Callum Campbell, ceo Riverside Marine.

To the **right** are Adventure

World winners Neil Rodgers, Matt Endycott, Travel Graham and Deb Long, Weston Cruise & Travel; Steve Brady, Helloworld; John Weeks, TTC; Alison Greer, Flight Centre; Kayleen Walsh, Escape Travel; Steve Farelly, Rocky Mountaineer and Sandra Cahill, Tourism Oman.



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HKG runway support

INTERNATIONAL Air Transport Association ceo Tony Tyler told media in a round table held in Hong Kong he was confident a third runway would be constructed at HKIA despite some approvals yet to be finalised.

Tyler, who was previously the ceo of Hong Kong-based Cathay Pacific Airways - said it was a vital step in securing the future of the country's global air hub.

Easing congestion in the Pearl River Delta will be tackled by re-assigning destinations to less congested routes, developing a new bidirectional route to Shanghai & converting more provisional routes to become permanent.

Penfolds in Mauritius

ROUBEN'S Wine Room at the Outrigger Mauritius Beach Resort can now offer South Australia's Penfolds wine by the glass in a first for the country.

It's been made possible by a new Enomatic Enoline Elite storing system, allowing wines to be served by the glass without any loss of freshness.

"Tourists & Mauritius residents seeking legendary Australian wines will have affordable access - by the glass," the resort's director of food and beverage Jean-Pierre Francisque said.

ANZAC World Exp

TO COMMEMORATE ANZAC Day, World Expeditions is offering four special Anzac Day treks on the Kokoda Trail with Dawn Services; two at Bomana Cemetery and another two along the track.

An Australian guide will lead participants along the trail with accommodation provided in secluded jungle camps.

It will also offer opportunities to share experiences with villages in remote regions of Papua New Guinea.

There are 14 scheduled departures in 2016 between Apr & Nov including four extra tours.

Prices the for ANZAC Day treks start from \$3,490pp.

For info, call 1300 720 000.

Egencia app update

EGENCIA has teamed with Uber to add ground transportation to its TripNavigator App.

The TripNavigator app aims to streamline business travel by connecting users with hotels, flight bookings and travel alerts which will now provide personalised route information by giving travellers ground transport options complete with estimated travel costs.

Egencia's vice president of global product and marketing Michael Gulmann said the new technology would help travellers with the challenges they faced including "busy schedules and staying efficient without wasting time".

To learn more or download the app for iPhone **CLICK HERE**.

CBRE hotel report

CBRE'S latest hotel market update has revealed strong performance for regional hotel markets with Cairns, Hobart and the Gold Coast outperforming bigger city destinations.

Last year's revenue per available room (RevPAR) in Hobart was up 9.6%, 9.3% in Cairns and 7.2% on the Gold Coast.

Sydney and Melbourne showed no signs of slowing down though with a RevPAR increase of 8.4% and 3.6% respectively.

RevPAR dropped by 10.9% in Brisbane, 15.2% in Darwin, 2.3% in Adelaide and 2.7% in Perth.

CBRE Hotels National Director, Rob Cross said high levels of international visitors and locals holidaying at home contributed to the regional spike.

Cross said Perth and Darwin continued to suffer from the mining slowdown.

TAT GTA Luxe push

THE Tourism Authority of Thailand is partnering with GTA in a bid to promote the country as a luxury leisure destination.

Thailand attracted 29.9 million international visitors last year, increasing 20% on 2014.

GTA's ceo Ivan Walter said it was a fitting partnership with one of world's "most desired and dynamic" destinations.

He hopes it will encourage more upscale travellers to stay in lavish accommodation with personalised excursions.

Homewood Laguna

HOMEWOOD Suites by Hilton Aliso Viejo - Laguna Beach has opened.

The 129 room property offers studio, one and two bedroom rooms plus fully equipped kitchens and separate living



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

Q19. Which of these BENTOURS packages does not feature a Hurtigruten cruise? a) Russia & Lapland Highlights; b) Complete Norway; c) Coastal Fairy-tale

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Travel Daily

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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.

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We are looking for an experienced marketing executive to join this great team. Leading a small team your duties will include managing end to end marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Experience in a similar role a essential plus excellent communication, presentation & leadership skills. Strong salary on offer for the right person.

NEW ROLE - THE MAIN EVENT

EVENT MANAGER
BRISBANE – SALARY PACKAGE UP TO \$75K

Come and use your international and domestic corporate and incentive event management experience with this leading global company. You'll be responsible for end to end event management from obtaining event briefs to budgeting, logistics, onsite delivery, support staff management and post event reporting. Previous corporate event management experience within an agency is a must. Great salary & benefits on offer

NEW ROLE – LEAD THE ELITE

VIP TEAM LEADER –TOP TMC
SYDNEY - SALARY PACKAGE \$90

This BRAND new department within this sought after TMC is looking for a VIP team leader to manage a team of VIP consultants. You will be involved in helping to establish this new area, recruit and train new staff. Your clients will be top VIP personal that require only the very best service. You will ideally come from a TMC background, have sound consulting skills and have led teams. Great Salary and bonuses on offer.

CORPORATE SALES MANAGEMENT

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.

HIT THE ROAD WITH A LEADING BRAND

SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$80K

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

HIGH BASE PLUS UNCAPPED BONUSES

CORPORATE TRAVEL – SALES MANAGER
SYDNEY – \$100k PLUS PLUS

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

LEAD A TEAM OF PROFESSIONALS

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.

MAKE YOUR MARK

CORPORATE BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY OTE \$100K TO \$200K

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

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