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# Travel Daily

First with the news

Thursday 28th July 2016



**French**  
TRAVEL CONNECTION

**2017**  
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## Bunnik Europe 2017

**BUNNIK** Tours has launched its 2017 Europe program, which sees the addition of eight new tours in the 'Small Group' and 'Cruise & Tour' categories.

The program includes the new Arctic Norway (Spitsbergen) itinerary which will be escorted by Bunnik Tours founder and product director, Marion Bunnik, including a nine-night discovery cruise of the Svalbard archipelago.

Earlybird savings of \$250 per person are on offer for all bookings made before 22 Dec - more details 1300 125 007.

## UK agent hit by fraud

A **BRITISH** tour operator specialising in Sri Lanka, the Maldives and the Middle East has collapsed, with a message on the Elegant Travels website confirming the firm had "ceased to trade following being a victim of credit card fraud".

The company also traded under the brands Airchoice and Travel Sri Lanka, with passengers who booked flight-inclusive packages able to claim refunds from the UK Civil Aviation Authority.

## Virgin takes \$210m impact

**VIRGIN** Australia is taking the pain of its restructuring plans in a single quarter, with the carrier this morning announcing an after-tax loss of \$224.7 million for the year to 30 Jun (**TD** breaking news).

However the airline's underlying performance has improved, according to ceo John Borghetti, who said the fourth quarter saw more passengers and better load factors despite the "challenging operating environment".

Borghetti said the Better Business Program was targeting cash flow savings increasing to \$300 million per year by the end of the 2019 financial year, while existing "efficiency initiatives" will have delivered more than \$1.2 billion in cumulative savings by the end of Jun 2017.

Some of the cost impacts confirmed today relate to the simplification of the VA fleet, which will have surplus Embraer E190 and ATR aircraft phased out.

Borghetti said underlying profit before tax for FY16 was \$41 million, an improvement of \$90.1 million on the prior year.

The figures also indicate the

turnaround in the Tigerair Australia operations, which saw a year-on-year increase of 15.4% in passenger numbers for the three months to 30 Jun.

Tigerair load factor increased 3.3 points to 85.6%, along with a 23.7% lift in available seat km.

Overall Virgin Australia Group passenger numbers rose 4.2% to 5.8 million during the quarter, driven mainly by a 4.6% year on year boost to domestic carriage.

However, interestingly Virgin Australia international flights saw a 14% decline in passenger numbers during the period, dropping to 548,000 with a 79% load factor, up 2.1 points.

The update also highlighted VA domestic capacity reductions of 2% during the quarter, "in line with consumer demand".

### Today's issue of TD

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

- Albatross Tours
- AA Appointments jobs
- JITO

## Counsellors recruit

**LONG-TIME** Qantas Holidays national account manager Aida Osta has become the commercial manager Australia for Travel Counsellors.

More industry appointments on **page six** of today's **TD**.

## Travelmarvel Russia

**TRAVELMARVEL** says it's responding to strong interest in its Russian land and cruise product, with the launch of a new stand-alone brochure for 2017.

"We knew there was an appetite for Russia, but the level of enquiry received for this destination over the past eight weeks has exceeded expectations," said Travelmarvel exec gm David Cox.

Three itineraries are on offer, all of which include an 11-day river cruise on the *ms Surikov*.

Fly free deals including economy Singapore Airlines flights are available for a limited time, with itineraries also including land product taking in Lithuania, Latvia, Estonia and Finland as well as Russia.

More details in **Cruise Weekly**.

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## Webjet challenged

**JOINT** managing director of Goldman Travel Group has taken a swipe at Webjet's remarks about flight quote comparisons in their latest TVC (**TD** Tue), issuing the OTA with a challenge.

Anthony Goldman posted the following remark yesterday on Webjet's Facebook page:

*"Ok Webjet. I challenge you to a 24-hour airfare comparison. Webjet vs Goldman Travel Group. Bet you the difference in airfares we quote vs what you quote."*

*"Oh, and we give personal service to our customers,"* Goldman quipped.

**MEANWHILE**, Virtuoso's Asia Pacific md Michael Londregan has also weighed in on Webjet's ad.

"Online booking engines like Webjet who are taking aim at travel agents should do more to develop a service for their customers," Londregan said.

"Simply attempting to ridicule consumers who enjoy the service of a travel agent doesn't add to the equity of their proposition."

"My advice is to focus on your customers, not ours," he added.

Read or comment on the other posts by **CLICKING HERE**.

## USA quash Gulf air concern

**THE** US Government has backed away from the fiery debate led by three American carriers regarding alleged subsidies being provided by the home states of the 'Big Three' Gulf carriers - Emirates, Etihad Airways & Qatar Airways.

Over 12 months since claims were first raised by legacy carriers America Airlines, Delta Air Lines and United Airlines, the US State Department this week said it would not be taking any action.

AA, DL and UA (along with a number of other pilot and flight attendant unions) under the moniker of The Partnership for Open & Fair Skies, sought to "restore a level playing field under the Open Skies agreements" on flights between the UAE and Qatar to the USA.

The pact also called for a freeze to the United States on new passengers services by EK, EY and QR during the period.

In the past fortnight, the state department held talks with UAE and Qatar government officials, after which it ruled that no formal action was necessary, *The National* reported this week.

A spokesperson from the dept said the "informal technical discussions" on the bilateral civil aviation pact were "government-to-government only and we have not invoked the consultations provision of our bilateral Open Skies agreement".

The Obama administration has indicated it was unlikely to take any formal action, spokesperson Nicole Thompson said.

"The US government takes seriously the concerns raised by our airlines, we also remain committed to our US Open Skies policy, which has greatly benefitted the travel public, the US aviation industry, American cities and the broader US economy through increased travel and trade and job growth," Thompson commented.

Nearly 2,000 submissions were filed with the US government.

Among the parties formally rebutting the claims of AA/DL/UA was president and ceo of the US Travel Association, Roger Dow.

Last year, Dow described to **TD** the move to freeze Gulf carrier flights as "insane" (**TD** 05 Jun 15).

## Instant dynamic

**INSTANT** Travel has this week rolled out its new dynamic dashboard feature that enables agents to easily check reservation status, manage loyalty points and keep abreast of industry news, insights and promotions.

The dashboard displays info in real time, "empowering agents to more efficiently track & manage their account".

CEO Darryl Ismail said the technology ensures the quality of booking data available is "clearly visible and relevant".

Instant Travel has more than 275,000 properties, car options, tours, events & more on one site.

## AF strike update

**AIR** France is advising that strike action by certain cabin crew unions (**TD** yesterday) will likely result in about 10% of long-haul and 20% of domestic flights to be cancelled today (Thu 28 Jul) on flights from Paris CDG.

More than 70% of medium-haul flights will operate as planned, the French airline is advising.

Over one-third of AF's crew are tipped to take part in the industrial dispute today.




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**NEW! Carnival Spirit Industry Rates.**  
25SEP16 – S630 - 8 Nights – New Caledonia  
Inside Cabin from **\$640\*** pp including taxes  
& port charges  
\*Conditions apply.

[CLICK HERE for further details](#)

## Hospitality confidence up

**BUSINESS** confidence in the hospitality sector which spans accom, cafes and restaurants, has risen dramatically, with Sensis recording a net balance of +58 points in its latest *Business Index* report released today.

According to the report, the hospitality sector now shares a comfy spot at the top with Health and Community Services, Finance and Insurance.

At the state level, confidence gains were achieved everywhere except Tasmania and the Northern Territory, with New South Wales exceeding expectations and South Australia escaping the bottom of the list following a 24 point rise in confidence.

"The eastern seaboard states are now the shining lights for business confidence nationally," said Sensis ceo John Allan.

"As you head across the continent, however, confidence

deteriorates, with businesses in the NT and WA the least confident in the nation."

Overall, Business confidence across all sectors rose by nine points, sitting at the highest level in more than five years among Australia's small and medium businesses.

## Accor John Paul buy

**ACCORHOTELS** has announced it has commenced negotiations to acquire John Paul, a premium technology concierge service.

The platform has a network of over 50,000 partners in more than 50 countries, and comes fully equipped with a proprietary customer relationship management system and is fully customisable.

Accor ceo, Sebastien Bazin, said gaining John Paul will "boost the value of the relationships with our guests and partners".

## Colbeck voted out

**FORMER** Liberal Tourism Minister, Senator Richard Colbeck has lost his senate seat in Tasmania, following the completion of the state's polling count this week.

"Either you have the numbers or you don't...I unfortunately don't have the numbers to continue the great privilege of representing Tasmania in the Senate," he said.

Colbeck said his time spent as Minister for Tourism and International Education was a particular career highlight.

"To be Minister for Tourism at a time where Tasmania shone as the star of the Australian industry was a particular joy.

"It became clear that just being from Tasmania in that role aided in the promotion of the state."

Following the dumping of Colbeck, Tasmania Senator Eric Abetz said he was sorry to see Colbeck go "after such a lengthy and distinguished level of service".



## Window Seat

**TRAVELLERS** passing through San Diego airport in the USA this month are being treated to an unusual display, with a "residency" from the local Fern Street Circus entertaining them. Jugglers, stilt walkers, musicians and contortionists are strutting their stuff, after an invitation from airport officials wanting to bring some variety into the travel experience.

A spokesperson for the performance group told *USA Today* it was important to be sensitive to people in a hurry.

"The most appropriate thing is for us to be playful and surprise passengers, but then let them move on," he said.

Unfortunately due to most of the action taking place airside it doesn't feature sword-swallowers or fire jugglers.



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Thursday 28th July 2016

## Boeing winds up 747s?

**BOEING** may be forced to stop producing its iconic 747s if it cannot sell more of the jets.

The aircraft manufacturer outlined the news in a regulatory filing this week, saying that for the foreseeable future it plans to build only six 747s per year.

"If we are unable to obtain sufficient orders and/or market, production and other risks cannot be mitigated, we could record additional losses that may be material, and it is reasonably possible that we could decide to end production of the 747," Boeing said in its report.

Boeing released its second quarter results this morning which showed their revenue had increased by 1% to US\$24.8 billion compared to the same period the year prior.

A loss of US\$0.37 per share was put down to the impact related to 787 R&D reclassification and 747 & Tanker charges.

## Most pricey beaches

**BONDI** has been ranked as the most expensive beach to spend a day at in Australia in a new study released by TravelBird.

Assessing 250 of the best beaches from 66 countries and calculating the average cost for sun cream, water, a beer, ice-cream and lunch, the study found Bondi would cost US\$44.62 per day followed by Whitehaven Beach, Whitsunday Island at \$44.27 and Manly Beach which cost \$42.77.

The priciest beach worldwide was La Plage de Maui, Tahiti coming in at US\$60.13 per day.

## Xiamen 787 order

**XIAMEN** Airlines will receive an extra six Boeing 787 *Dreamliner* aircraft, after parent firm China Southern Airlines secured a deal for the expanding carrier.

The 787-9s are valued at US\$230m each at list prices.

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## Hamilton Is occupancy jumps

**HOTEL** occupancy levels on Hamilton Island are at an all-time high, up 8% year-on-year to 93.2%, according to new figures revealed in a market update.

The Whitsundays attraction also reported a 15% uptick in annual room nights sold, which rose 11% compared to its 2015 result.

Chief executive officer, Glenn Bourke, puts the destination's success down to three things: "the multi-million dollar reinvestment strategy to keep the Island's offering updated and fresh; the lower Australian dollar; and healthy competition among Australia's airlines".

"Importantly, we are now seeing the strongest repeat business ever registered, with 30% of total bookings accounting for repeat business," Bourke said.

The highest booking growth from domestic visitors observed

came from Vic which was up 13%, following by NSW with an increase of 7%.

Inbound bookings also grew exponentially, with reservations from the UK up 23%, Japan by 20% and China by 18%.

## Hyatt eyes Barbados

**HYATT** Hotels Corporation has penned a management deal with Vision Developments to present the new Hyatt Centric hotel in Carlisle Bay, Barbados.

The 237-room resort is earmarked to open in 2019.

## VX props up Newark

**VIRGIN** America is adding two new transcontinental services in the US, with a fourth daily flight from Newark to both Los Angeles & San Francisco starting 18 Nov.

Each of the additional flights operate in daytime hours.



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## Send in your EK comp entries!



**WITH** just a few days remaining to enter the competition to win Business class flights to Europe with Emirates, submissions are coming in thick and fast for **travelBulletin's** competition.

The photo comp - being run in **Travel Daily's** sister-publication - is celebrating 20 years of Emirates' operation of flights to Australia.

The above image was sent to **travelBulletin** from Cathy Sullivan at Eastern Hill Travel, behind the Business class bar on the upper deck on an Emirates A380 with the caption of:

*"Flying home from the Helloworld conference with Emirates couldn't have been a better way to end four amazing days in NZ. Not only was the crew the most attentive we have encountered, they made their home in the sky ours also and put us to work promptly!"*

To participate, readers just need

to send an image of their best experience or memory with EK over the past 20 years or a photo showing why you love working with the Dubai-based carrier.

Entries close on 31 Jul and must be sent to **travelBulletin** by email to [comp@travelbulletin.com](mailto:comp@travelbulletin.com).

## MAH MAX order

**MALAYSIA** Airlines Berhad has confirmed a deal with Boeing for 50 737 MAX aircraft, comprised of 25 firm orders and 25 options.

Valued at US\$5.5 billion at list prices, MH ceo Peter Bellew said the pact is a "game-changer" as the 737 MAX provides lower costs and greater efficiency to operate, meaning "lower fares".

The aircraft type will feature 180 seats, three more rows (18 seats) than MH's existing 737s.

MH will start to take deliveries of the 737 MAX's in 2019.



## HINN Exp Newcastle

**IHG** has revealed plans this week to manage a newbuild hotel in Newcastle under its economy Holiday Inn Express brand.

The 170-room Holiday Inn Express Newcastle, slated to open in early 2018, is the latest venture between InterContinental Hotels Group and investment company, Pro-Invest Group.

It will offer free wi-fi throughout all guest rooms and public spaces, a complimentary 'Express Start Breakfast' or a 'Grab & Go' option as well as a business centre and access to a fitness centre.

The city centre property will be positioned on King Street, nearby a number of new food & beverage outlets, shops and a public transport hub.

Other projects between the parties incl Holiday Inn Express Macquarie Park in Sydney's west and sister properties at Brisbane's Spring Hill, in Adelaide on Hindley Street and Melbourne Southbank.

## Japan AU arrival high

**AUSTRALIAN** visitor arrivals to Japan jumped 33% year-on-year during Jun to 30,200, preliminary data from the Japan National Tourism Organisation shows.

The result lifted Australia's year-to-date figures until the end of Jun to 233,300 - up 23%.

Overall visitation to Japan was up 23.9% in Jun compared to the corresponding month last year to 1.98 million, with China the top inbound market, accounting for more than one-quarter (582,500) of all arrivals, an increase of 26%.

## Johnson opening deal

**IN PREPARATION** of the launch of The Johnson hotel in Brisbane in mid-Sep, Art Series Hotel Group has released an opening rates special of \$180 per night, based on a Studio Suite Balcony.

Located in Spring Hill, the hotel offers 83 suites and marks Art Series Hotel Group's entry into Queensland - [thejohnson.com.au](http://thejohnson.com.au).



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





## 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).

**Captain Cook Cruises** has appointed **Terry Salmond** as Master of the *PS Murray Princess*. Captain Terry returns to the *Murray Princess* after previously being Master for six years from 2002 until 2008.

Two key appointments have been announced by **Pan Pacific Hotels Group**. **Greg Allan** joins the Group as Vice President, Operations ASEAN while **Gino Tan** is promoted to Area General Manager Singapore. Allan was most recently based in the United Arab Emirates as Area Vice President of Rotana Hotel Management while Tan has been General Manager of the Pan Pacific Singapore since 2015.

**Vanessa Richards** is the new Head of Marketing for **Excite Holidays**. She was previously head of the Authentic Creative Lab, an internal production house and marketing communications agency within Authentic Entertainment Australia.

The Travel Corporation's **Adventure World** operation has been appointed as the Australian general sales agent for **Lindblad Expeditions**. The deal also covers New Zealand and Asia.

**Marco Polo Hotels** has appointed **Bastian Breuer** as Group Director of Bars, Restaurants and Events. He was most recently most Executive Assistant Manager of Food and Beverage for The Ritz Carlton Macau where he was part of the pre-opening team.

**Carly Dolphin** has been welcomed as the new PR Media and Communications Manager for **Complete Travel Marketing**. She has over 10 years experience in PR, communications and marketing, most recently with AccorHotels.

**Karla Briski** joins **Mobile Travel Agents** as the company's dedicated social media specialist. Prior to the appointment she worked as Digital Channel Manager – Social Media at Village Roadshow Theme Parks.

**Solomon Airlines** interim CEO has been announced as **Gus Kraus** following the termination of former CEO Ron Sumsum. He was previously the carrier's General Manager Operations and Commercial.

### Lux Collection Tokyo

**THE** Luxury Collection Hotels & Resorts has today announced the opening of The Prince Gallery Tokyo Kioicho, the brand's first upmarket property in Tokyo.

Located on the 30th to 36th floors of Tokyo Garden Terrace, Kioicho, the hotel features 250 guest rooms with traditional touches and modern amenities.

It is the second Luxury Collection hotel in Japan.

### Tas West Coast push

**THE** Tasmanian Government is partnering with the Royal Automobile Club of Tasmania to deliver a half a \$500,000 West Coast Experience Loan Fund.

The fund will support new tourism products and experiences on Tassie's West Coast which has been identified as having a strong potential for growth.

Loans of up to \$100,000 will be available, [CLICK HERE](#) to apply.



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### Destination: Australia website project

**THE** Australian Govt is seeking a service provider to upgrade the archives of the *Destination: Australia* online gallery.

According to tender papers on Austrade, the new portal should "enable the National Archives of Australia to collect user contributed data about the photographic collection featured on the site".

"The interface must be modern, engaging and user-friendly, designed to meet the needs of people of all ages, and differing levels of computer and English literacy," Austrade said.

It's expected the tenderer will be able to deliver the project by Nov/Dec and there is an option for hosting, maintenance and support services to be provided for up to three years.

More details [HERE](#).

### Mountain wellness

**NEW** health & wellness weekend retreats have been launched at Fairmont Resort Blue Mountains - MGallery by Sofitel.

Wellness packages start at \$622ppts and trail running weekends from \$524ppts.

Phone (02) 4785 0000.

**Travel Daily**  
First with the news

Thursday 28th Jul 2016

### Christchurch plan

**CHRISTCHURCH** and Canterbury Tourism has welcomed a new visitor strategy which aims to "substantially increase" visitor numbers and the quality of visitor experience.

Adopted by Christchurch City Council today, it sets out goals for capturing "a large slice of NZ's tourism market by 2025".

It will be a collaborative effort between Christchurch City Council, Canterbury Development Corporation, Christchurch Airport and Canterbury-wide district tourism agencies.

### Duffy Disney HK room

**HONG** Kong Disneyland Resort has unveiled new Duffy-themed experiences including merchandise, food and beverages, imaging services and themed hotel rooms.

Introduced to Hong Kong Disneyland in 2010 the Duffy bear has gained a strong fan base along with his friends ShellieMay and Gelatoni.

## LUXPERIENCE

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Due to company expansion the opportunity exists for an enthusiastic and well connected relationship builder and business development travel specialist to work with the Luxperience team and responsible for Buyer Recruitment. Based in Sydney we seek a passionate and results driven individual to manage the duties of this role which includes identifying qualified travel designers and meeting specialists from both traditional and emerging global markets as well as maintaining existing business relationships with partners.

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- Preferably degree educated with experience working in the meetings and events market
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- Well-presented and mature attitude

Please send your CV to [beinspired@luxperience.com.au](mailto:beinspired@luxperience.com.au)  
Applications close 11 August.



## Starwood wi-fi deal

**STARWOOD** Preferred Guest has announced a new partnership with global wi-fi hotspot provider Skyroam, under which hotel guests can rent a portable hotspot device at a minimal fee.

The service is available immediately at selected Starwood properties in Europe and the Middle East, and gives customers unlimited internet access throughout the hotel, in the surrounding city areas & beyond.

Guests can also purchase the hotspot for US\$99.99 when checking out.

## Switzerland update

**THE** Department of Foreign Affairs and Trade has reissued its travel advice for Switzerland, advising of tighter security checks and police presence at Geneva Airport following an "unspecified threat," with passengers advised to allow extra time to get to the airport and check in.

## Four Seasons Elemis

**LUXURY** skincare brand Elemis has announced the debut of a flagship location at The Spa at Beverly Wilshire, a Four Seasons Hotel in Los Angeles.

Unveiled this month, the new Elemis Spa offers a range of treatments such as the 'Superfood Detox Wrap' priced at US\$315 - sounds delicious!

## QF PNG renewal

**QANTAS** has applied to the International Air Services Commission for the renewal of existing determinations on the Papua New Guinea route which expire in the next 12 months.

Currently Qantas has an allocation of 1,000 seats per week to PNG and is requesting a five year extension from 01 Jul 2017.

In addition, the carrier is also seeking approval for the capacity to be used by another Australian carrier which is a wholly-owned Qantas subsidiary, such as Jetstar.

## KLM boosts AR pact

**AEROLINEAS** Argentinas has expanded its codeshare deal with KLM, with the AR code now on routes from Amsterdam to Barcelona and Madrid.

## Another Small Luxury winner



**SANDRA** Pelekanakis, Travel Designer from Sydney's Wentworth Travel, was the lucky recipient of US\$1,000 in Small Luxury Hotels of the World gift certificates this week.

The bonus followed her joining the Small Luxury Heroes exclusive

travel agent reward program, which has been launched to celebrate 25 years of SLH.

She's **pictured** (centre) receiving the prize from Allison Barclay and Jonica Paramor of The Unique Tourism Collection, which represents SLH in Australia.

## WIN A LUXURY RIVER CRUISE

**SCENIC°**  
LUXURY CRUISES & TOURS

This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious France river cruise valued at over \$15,000. The prize includes:

- 11 day Gems of the Seine River Cruise for 2 people
- Return airport transfers
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Q20. True or false: there are over 50 custom-designed cycling options available through Scenic's Tailormade Devices?

[Click here for a hint](#)

## Travelex estimator

**TRAVELEX** has launched what it claims is the "world's first travel aggregator that looks beyond flights and accommodation".

The 'Luxury for Less by Travelex' initiative, in partnership with Skyscanner, uses hotel and flight data as well as figures on average spend and foreign exchange rates to provide price estimates, along with travel tips, based on input from 2,000 travellers globally.

## epiQure click/collect

**QANTAS** EpiQure has added a new 'click & collect' service for QF Frequent Flyer members who order wines, allowing delivery to their local supermarket or newsagent for a \$5 flat fee.

Delivery is free for orders of \$300 or more or for Qantas epiQure Premium members.

QF says there are more than 1,500 delivery locations across Australia to choose from.

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

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

**TRAINING AND GDS ANALYSTS**

**SENIOR GDS AND IMPLEMENTATION SPECIALIST  
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If you think you know this client, then think again! This supplier to the tourism industry have a vacancy for a senior analyst in their offices based in the city. You will have a thorough understand of a GDS and have Implementation experience, perhaps you are working for a TMC in a project or Implementation role and looking for a change. Your chance to join this innovative, forward thinking and Cutting Edge Company!

**HIT THE ROAD WITH A LEADING BRAND**

**SALES MANAGER- UNIQUE PRODUCT  
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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.

**FINANCE GURU REQUIRED**

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

**RARE BRISBANE SALES OPPORTUNITY**

**TRAVEL INDUSTRY ACCOUNT MANAGER  
BRISBANE – UP TO \$75K PKG +**

Here's your chance to join a global and innovative travel industry supplier as an account executive. Focusing on the leisure travel sector you'll be responsible for building, maintaining and developing relationships along with identifying new opportunities for growth. Your previous industry sales background combined with your established relationships will see you succeed in the role. Superb salary package & benefits on offer. Interviewing asap.

**DELIVER RESULTS**

**CALL CENTRE MANAGER  
GOLD COAST – EXEC. SALARY**

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

**ENTER THE CORPORATE TRAVEL SALES WORLD**

**CORPORATE BUSINESS DEVELOPMENT MANAGER  
PERTH & MELBOURNE – SALARY \$80K+ (OTE)**

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

**DO YOU HAVE THE GIFT OF THE GAB?**

**COMMERCIAL PARTNERSHIP MANAGER  
MELBOURNE – REMUNERATION \$120K - \$135K**

This global travel company are looking for a Senior Business Development Manager to acquire new corporate travel business for their corporate brand. You will be focused on new business wins & complete lead generation across the LARGE market space. If you are good at building relationships & have fantastic relationship building skills, then this role is for you! With this leading TMC, your career will be put in number one spot. Terrific employee benefits on offer.

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