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Monday 20th June 2016

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Quest Bella Vista open

QUEST Apartment Hotels has expanded its network in Sydney's north with the opening of Quest Bella Vista in Norwest Business Park today.

It is 15 mins from Parramatta & 30 mins from the Sydney CBD.

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Salary, employment study

INDUSTRY personnel from across the travel & tourism scape are invited to participate in the second annual Australian Salary & Employment Survey being conducted by the *Travel Daily* Group (**TD** breaking news).

The survey will take five minutes to complete, with the collated data to gauge trends in salaries from newcomers to executives.

Travel Daily Group has teamed with independent research firm StollzNow Research to conduct the poll, with participants going into the draw to win one of five Fitbit Charge HRs or one of 50 Event Cinema movie tickets simply by providing feedback.

The 2015 survey saw over 1,700 respondents from all sectors of the industry participate, yielding some intriguing results.

"Last year the average travel

agent salary stood at just under \$70K including bonuses but when looking closely at the data there was a clear gender divide with a 25% difference in take home pay reported between women and men," said *Travel Daily* gm Christian Schweitzer.

"The 2016 survey when complete will be able to identify whether this gap has closed as well as many other industry-wide trends that have developed over the past year," Schweitzer added.

Sectors that were reported to pay above average salaries in 2015 included aviation and cruise, with retail and wholesale trailing behind by comparison.

[CLICK HERE TO ENTER SURVEY](#)

HU planning SYD/CSX

CHINESE carrier Hainan Airlines is planning to increase services to Australia, with new flights from/ to Tier 2 city Changsha in the province of Hunan to Sydney.

The HNA-owned China based airline has filed to operate twice weekly frequencies to Sydney, commencing 16 Sep.

Currently, GDS displays indicate route will be operated twice weekly until 28 Oct inclusive.

HNA recently inked a heads of agreement with Virgin Australia, a partnership that has already seen VA seek to launch its own Airbus A330 services from Australia to Beijing & Shanghai (**TD** 01 Jun).

APT adds Japan

FOUR itineraries through Japan have been introduced to APT's Asian program, debuting in the luxury tour operator's China and Japan 2017 brochure.

The program features a 23-day Best of Japan & China journey.

Choose a Star Rated property every time.



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CC surcharging chat

AFTA'S national manager for strategy & policy Dean Long will host a webinar at 11am on 28 Jun to discuss changes to the credit card surcharging - more [HERE](#).

Today's issue of TD

Travel Daily today has eight pages of news, including a photo page for **APT** plus full pages from: (click)

- Club Med
- AA Appointments jobs
- JITO

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A&K enters Colombia

ABERCROMBIE & Kent has developed a new 11-day hosted journey to Colombia, to tour the South America's country's major cities and natural attractions.

Trip are slated to depart on 12 May and 24 Nov 2017.



A NEW ADVENTURE
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DISCOVER CENTRAL
ASIA AND BEYOND

 **air astana**
HOLIDAYS

'Hidden hols tax' blasted

THE Tourism & Transport Forum has rekindled the debate over the Passenger Movement Charge (PMC), saying the majority of Aussie travellers are oblivious to the \$55 levy when departing on an international flight or cruise.

According to results from a survey of over 1,000 Australians commissioned by the TTF, more than 85% of travellers are unaware of the impost.

The PMC is estimated to raise

close to \$1 billion in revenue in the next financial year, of which just one-quarter is spent on processing passengers, the rest of which goes "straight into the govt's coffers," the TTF said.

TTF chief executive officer Margy Osmond today referred to the Passenger Movement Charge as a "hidden holiday tax", urging the levy to be slashed or injected directly into the tourism industry.

"The Passenger Movement Charge is a hidden holiday tax on every Australian and overseas visitor travelling through our international gateways and does nothing to support the growth of the industry and creation of more jobs," Osmond argued.

"Tourism has been identified as a super-growth sector of the future but the hidden holiday tax continues to be a handbrake on the industry," she added.

About 40% of those polled said political parties should outline their plans for the PMC during the election campaign.

The TTF has called for all parties to commit to maintaining the freeze at the current PMC rate for the next term of Parliament.

"Political parties cannot run dead on this issue during the election campaign - they must spell out their plans," she said.

Of the survey respondents, one-quarter said they would support a political party that commits to not increasing the impost.

Origin Game 2 tipping

WITH Game 2 of the 2016 State of Origin three match series between the NSW Blues and

Keith Prowse
TRAVEL

Qld Maroons set to be held at Suncorp Stadium in Brisbane on Wed, now is the time to submit your tips in **Travel Daily's** comp.

Up for grabs for the overall winner of the comp, courtesy of Keith Prowse Travel, is a Grand Final package for four people that includes a 1hr pre-game function with NRL Legends and a 1hr post match celebration event.

To enter, email your answers to the following Game 2 questions to soo@traveldaily.com.au by 7pm Wed night.

1. What do you predict the final score will be for Game 2?
2. In which minute of Game 2 will the first try be scored?
3. Which player will be awarded Man of the Match for Game 2?

AC 787 EWR launch

AIR Canada commenced daily Boeing 787 Dreamliner services on its Vancouver-New York (Newark) service on Fri, providing new seamless connections for passengers flying to the Big Apple from Sydney and Brisbane.



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Monday 20th June 2016

DISCOVER THE DIFFERENCE

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SCENIC°

VA Beijing, Hong Kong nod

THE International Air Services Commission (IASC) has granted Virgin Australia permission to launch new services earmarked for between Australia and China.

Earlier this month, Virgin Australia revealed plans to begin flying to Beijing and Hong Kong as part of a new venture with China's HNA Group.

In its original application, VA was unclear as to which origin the routes would operate from, stating only "an Australian major gateway airport", utilising its wide-body Airbus A330-200s.

VA's five year Determination on the China route is for 1,925 seats per week, with VA requiring to fully utilise the capacity no later than 01 Jun next year (**TD** 01 Jun).

The IASC said it considers VA's "proposed operation of services between Australia and Beijing would provide more options to Australian travellers and promote further competition on the

Australia-China route".

MEANWHILE, Qantas has applied to the IASC to renew its Determination that allocates 250 one-way seats per day on the France route for five years.

The Determination permits QF to use the capacity for codeshare services with British Airways, Air France and Emirates.

Ama christens two

AMAWATERWAYS has boosted its fleet of European river cruise vessels, christening *AmaViola* and *AmaStella* at a ceremony in Vilshofen, Germany last week.

The 158-passenger vessels are sister-ships to *AmaSerena*, *AmaReina*, *AmaPrima*, *AmaCerto*, *AmaVenita* and *AmaSonata*.

AmaViola will operate select departures in partnership with Adventures by Disney.

AmaStella is operated by APT - more details on **page seven**.

Business fares rise

DOMESTIC Business class airfares reached their highest level in 2016 this month, new data from the Department of Infrastructure & Regional Development indicate.

The index level (which is based on Jul 2003 as 100) for pointy end seats during Jun was 95.8, up from 94.9 in Apr and May.

The figure is a significant jump from the same time last year when the Biz fare index was 90.8.

'Best Discount' airfares saw a 3.6 point increase on last month's result, to 59.0, but are lower than 12 months ago when cheap seats were at 61.4.

'Restricted Economy' fares in Jun were flat compared to 2015.

KE 747-8I to Hawaii

KOREAN Air will operate Boeing 747-8 Intercontinental aircraft on the Seoul Incheon-Honolulu route daily between 01 Sep-29 Oct, replacing 777-300s, GDSs show.



Window Seat

DENNIS Bunnik of Bunnik Tours loves sharing an airline review or two on his travel focused YouTube channel.

His subscribers enjoy it too, with one even commenting on his "irresistible" Aussie accent.

A recent discovery that Business class existed on Air Baltics' Dash 8 prompted a recent upload.

The review filmed during a flight from Kiev to Riga shows viewers what to expect in the "small but functional" class laid out in a 2-2 configuration.

Bunnik gives it top score for leg room, crew friendliness and the breakfast spread.

He also rates the 'analogue' entertainment system coming in the form of magazines and window seat a view.

Check it out **HERE**.

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Off-piste somewhere in the Alps

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Monday 20th June 2016

MTAs relax in paradise



EARLIER this month nine MTA staff embarked on a famil to Mauritius, courtesy of Club Med and Air Mauritius.

Staying at Albion, Club Med's 5 trident resort and La Pointe, the agents enjoyed waterskiing, kayaking, the catamarans, volleyball, dancing, singing and a beach dinner.

They also experienced a lion

encounter and took part in rum tasting excursions.

Pictured on the beach at Club Med La Pointe are Janelle Karbowiak; Kym Ryan; Tara Morgan; Fleur Thornton, MK host; Vara Glover, Club Med host; Sandra Di Benedetto, Rebecca Louttit, Jodie Everett, Robyn Denisenko, Jennifer Magee and Jonica Gilbert.

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Excite Hols campaign

EXCITE Holidays today launched its Taste of Asia campaign, debuting a destination training portal in partnership with Singapore Tourism, Malaysia Tourism and Thailand Tourism.

Each paid booking with Excite Holidays before 04 Jul will give the agent one entry into the draw to win an all-expenses paid trip to Singapore, including flights, five night's accommodation, a food tour and an attractions pass.

Agents will also earn 1,000 bonus rewards points for every night booked in Singapore until 03 Jul.

For more information head to, excitecampaigns.com/singapore.

Minaret Lodge shuts

THE five-star Minaret Lodge, Wanaka in NZ will close on 31 Jul after 15 years of operation.

It has been sold and the new owners will be converting the property to a private residence.

QF SIN determination

QANTAS has been approved by the International Air Services Commission (IASC) for unlimited frequency & capacity on all-cargo services on the Singapore route.

The renewal determination is valid for 10 years from 07 May 2017, when the previous determination expires.

The IASC invited applications for an allocation of the capacity on the day Qantas applied but no other applications were received.

Nature Coast views

NATURAL attractions on the Fraser and Sunshine Coast feature in a 360° video project launched by Fraser Coast Opportunities and Visit Sunshine Coast.

The videos showcase Lake McKenzie and the Maheno shipwreck on Fraser Island, the Urangan Pier at Hervey Bay, Pelican Bank on the Great Sandy Strait and more.

CLICK HERE to view the videos.

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Cinemas* movie
tickets up for
grabs

Travel Daily

*Valid at all Event, Greater Union, BCC and Village Cinemas

SYD & MEL traffic

MAY'S domestic and international visitor stats have been released for Sydney and Melbourne airports, with growth recorded in both cities.

MEL saw an 8.3% spike to 685,555 international arrivals during the month compared to the same period last year.

Domestic passengers in the Victorian capital grew by 3.9% to 962,557 passengers.

SYD saw similar gains with int'l traffic up 7.8% on the same period in 2015, driven by a 12.1% increase in seat capacity.

The rise in domestic arrivals in SYD was on par with MEL, also seeing a 3.9% uptick.

Chinese nationals increased by 10,000 in SYD over the same period and are now the largest foreign contributor.

NZ carrier collapse

KIWI Regional Airlines has folded with Air Chathams to absorb the carrier's sole 34-seat Saab 340 aircraft and employ the majority of the collapsed carrier's full-time staff.

The NZ airline will continue to run its scheduled services until 30 Jul and will then run the Whanganui to Auckland service for Air Chathams using Kiwi Regional's Air Operating Certificate until Air Chathams can move the aircraft onto its own.

Those travelling after that date will be offered alternative flights or refunds.

Kazak visa free move

KAZAKHSTAN is abolishing its visa regime for 20 developed countries from 01 Jan.

The country has also signed an ADS agreement, enabling Chinese tourists to travel to Kazakhstan in guided groups.

Visa-free access will include Malaysia, Monaco, the United Arab Emirates and Singapore.

The decision is a response by the govt to create "favourable conditions" for foreign tourists.

Greek strikes axed

GREEK civil aviation workers have chosen to withdraw their planned five-day strike over job security that was to take place from today to 25 Jun (**TD** Wed).

The cancellation follows talks with government officials where workers were reportedly satisfied tourism officials showed "sensitivity" to their issues.

Wanda on the Bund

WANDA Hotels & Resorts has debuted in Shanghai with the opening of Wanda Reign on the Bund over the weekend.

The 193 guest rooms include 14 uniquely designed suites with each guest room featuring an iPad smart in-room control and marble bathrooms with in-floor heating systems.

Dalian Wanda are currently developing properties on the Gold Coast and in Sydney's Circular Quay.



Discover the luxury of the Hiram Bingham train ride to Machu Picchu in the June issue of *travelBulletin*.

CLICK HERE to read

travelBulletin

Plus win business class tickets to Europe with Emirates



Golden Gate comes to Fiji

CELEBRATIONS were in full swing at Nadi Int'l Airport last Thu with the launch of Fiji Airways Nadi to San Francisco route.

The new direct service from Nadi will operate twice a week on its flagship A330 aircraft.

To mark the induction of the inaugural flight FJ870 to the northern Californian city, a mini replica of San Francisco's iconic Golden Gate Bridge was erected

at Nadi Airport.

CEO and md of Fiji Airways Andre Viljoen is **pictured** above in the centre surrounded by FJ cabin crew and team members during the launch last week.

AC launch YUL/LYS

AIR Canada has launched a nonstop service from Montreal to Lyon operating five times weekly during the summer and four times weekly during the winter with a Boeing 767-300ER featuring 24 International Business class lie-flat suites and 187 Economy seats.

New Cal roadshow

NEW Caledonia is heading to Australia and New Zealand next month for the tourism board's annual trade roadshow.

The show will visit Auckland, Melbourne, Brisbane and Sydney between 25 and 28 Jul with the chance for agents to go in the running to win from a prize pool.

New Caledonia will be launching first virtual reality experience during the exhibition, transporting agents to the French territory in the South Pacific.

Register for the show **HERE**.

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Serko Administrator

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Kindly email your interest and details to career@spencertravel.com.au

Applications close COB 28 June, 2016 and apologies, anyone not replied to within 30 days has been unsuccessful.





Monday 20th Jun 2016

THIS group of agents were treated to a luxury getaway to Bali and Lombok by Garuda Indonesia and Viva! Holidays.

Staying at Sheraton Senggigi Beach, The Westin Resort Nusa Dua and Double Six Seminyak, the group discovered the waterfalls of Lombok and ventured to Gili Trawangan for a day.

Pictured are: Jannine Caldwell, Croydon Cruise & Travel; Sarah Grau, Bayview Travel; Hugh Tilley, Black Rock Travel; Sara Ahlen, The Perfect Wave; Marina Dimitropoulos, helloworld Hornsby Westfield; Kelly Warwick, MTA Travel; Kristen Liebmann, helloworld senior state manager Associate Network and Windu Adhi, Extra Travel (front).

Lux court case over

TRAVEL Daily understands the court action taken by Lindy Andrews against Helen Logas and Luxperience for breach of contract has reached an out of court settlement for an undisclosed sum.

Lindy Andrews was promoted to ceo of Luxperience in Sep 2013, but was no longer in the role in Oct 2014 and sued Luxperience's founder Helen Logas for several hundred thousand dollars in Jul last year (**TD** 07 Jul 15).

At the time of her departure, little detail was provided, but it appears to have been an extremely acrimonious affair, with Andrews suing for 10% of the value of Luxperience plus various other sums (**BEN** 06 Jul 15).

Vivid soars footage

VIVID Sydney 2016 wrapped up over the weekend, but those who missed out or who are looking to relive the lights can check out drone footage of the festival released by Destination NSW.

The video tracks the festival over Sydney Harbour, through the Cathedral of Light installation in the Royal Botanic Garden Sydney, to Taronga Zoo.

View it **HERE**.

Grand Mill Auckland

THE first Grand Millennium Hotel in Auckland will open on 07 Sep, offering 452 rooms, the largest in New Zealand.

Located in the site which previously housed the Rendezvous Grand Auckland Hotel, it will be near Aotea Centre and Auckland Town Hall.

It will provide 1,619m² of conference and meeting space.

Amatara mates rates

AMATARA Resort & Wellness in Thailand is offering two specials for the travel industry.

Indulge in a three-, five- or seven-night wellness retreat before 30 Sep using the promo code RP35PC, with prices for a single leading in at THB39,000 (AU\$1,490) for a three-night stay.

Alternatively, agents can book by 31 Jul for stays until 31 Oct to receive a second night at THB9,000 (AU\$344) in a Premier Sea View room using the promotion code AMA1+1.



Brochures

THIS week's Brochures of the Week is brought to you by Chiva-Som.

If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



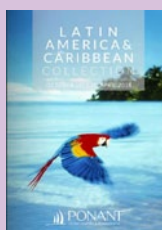
Chiva-Som Int'l Health Resort - Retreats 2016

Chiva-Som International Health Resort is proud to unveil the newly exclusive programs that are even more specialised and oriented towards the individual goals of guests which will aid in specific health issues such as cancer, migraines, stress, high blood pressure and weight. Thirteen retreats will now be available, including the following five brand new retreats with a required 10 nights minimum length of stay: Cell Vitality Retreat; Cranial Relief Retreat; Emotional Wellbeing; Tension Release and Sustainable Slimming. To view the brochure, **CLICK HERE**. Contact them at 1300 857 037.



Scenic - China and Japan 2017/18

Six new itineraries, new destinations and Freechoice activities have been packed into Scenic's new brochure. Making its debut in China is the 24-day Journey to Shangri-la, which can be split into the 12-day China Highlights and 17-day China Classics, which extends for a further five days with a Yangtze River cruise. In Japan there's the addition of the 14-day Japan Unveiled which travels from Fukuoka to Tokyo, visiting the southern island of Kyushu for the first time.



Ponant - Latin America & Caribbean 2017/18

Ponant's Latin America and Caribbean offering for the Oct 2017-Apr 2018 season has been released featuring the small ship *Le Soléal* and the sailing yacht *Le Ponant*. In Latin America, seven cruises are available, with visits to UNESCO World Heritage sites and the option for a pre- and post-cruise program with visits to Machu Picchu, Iguazú Falls and the Galapagos Islands. A highlight in the Caribbean program is two cruises over the New Year's period on *Le Ponant*.

Portrate lands TV gig

EX-HELLOWORLD chief marketing officer Kim Portrate has landed the job as the first ceo of a new TV industry trade body, Think TV, effective 01 Jul.

The research-driven, marketing and technology development company was founded in May by Nine Network, Seven Network, Network Ten and Multi Channel Network/Foxtel.

She brings over 20 years experience and has also worked in packaged goods, telecommunications and finance.

TS launch YVR/FCO

THE first of Air Transat's seasonal service between Vancouver and Rome's Leonardo Da Vinci (Fiumicino) International Airport took flight on Fri.

Departing YVR weekly between 17 Jun-07 Oct, the service is the first non-stop service from Vancouver to Italy.

The new service will fly on an Airbus A330-200 with 345 seats, including 12 in Business class.

Transat will offer access to 12 European destinations from Vancouver this summer season.





VOYAGES to ANTIQUITY

2017 BROCHURE
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WA agent christens AmaStella!

Monday 20th Jun 2016



Guests can travel aboard AmaStella in 2016 on an APT Collection cruise.

AWARD-WINNING luxury river cruise line APT and partner AmaWaterways had double reason to celebrate last week, hosting christenings for two new vessels, the *MS AmaStella* & *MS AmaViola* in Vilshofen, Germany (left).

AmaStella was christened at a special ceremony held at the town's main pier and was accompanied by a blessing performed by Priest Lothar Zever.

The ship's godmother is Aussie travel industry figurehead & owner of Perth's Bicton Travel, Carole Smethurst, who christened the 158-

pax vessel in the time-honoured tradition of breaking a bottle of Champagne on the hull.

"I am truly honoured to have been asked to be godmother to AmaStella. I will be tracking the progress of my special 'god ship' and she will have a special place in my heart from now on," Smethurst remarked.



BELOW: APT Group ceo Chris Hall & Robert McGeary toast Carole Smethurst.

ABOVE: The APT Team with Carole and Alan Smethurst and musicians.

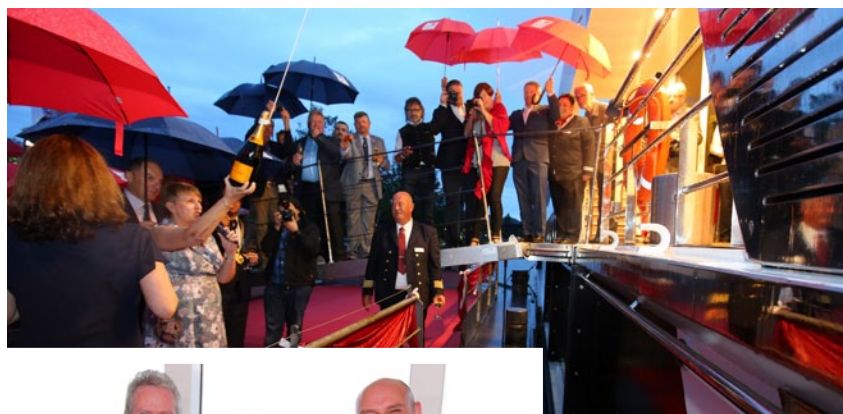
BELOW: Carole cracking a bottle of champagne at the christening of AmaStella.



Whipcracking local entertainment.



BELOW: Alan & Carole Smethurst at Chefs Table Restaurant.



LEFT: The APT Team - back row from left are David Cox, Executive GM Travelmarvel; Sarah Latimore, APT Product Manager & Steve Reynolds, Executive GM APT.

In front, from left are: Susan Murphy, Owner and Director, AmaWaterways; Oliver Muller, guest of AMA and Deb Fox, Executive GM Global Sales and Marketing, APT and Travelmarvel.



AFL
Round 13 Winner

Congratulations
JOHN POPIELIEFF
from Axis Travel

John is the top point scorer for Round 13 of Travel Daily's AFL footy tipping competition. He's won \$100 travel coupon from Expedia.

Expedia TAAP

Emirates

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

NSW permit LTPS/16/01379; ACT permit TP 16/00359

BEATE Carr (left) and Sonia Jones from MTA – Mobile Travel Agents soaked in the views of the magnificent Rocky Mountains recently while participating in an exclusive study tour with the Rocky Mountaineer.

The MTA Members experienced the Rocky Mountaineer's First Passage to the West! program, featuring overnight stays in Calgary, Banff and Vancouver as part of a mountains meets coast combination.

Allianz insurance pact

ALLIANZ Global Assistance has extended its travel insurance partnership with Fast Cover for another three years.

The two companies have been working together for five years and the contract begins in May.

Malindo, TK interline

MALINDO Air and Turkish Airlines have formed an interline partnership which will see both tap into new markets.

Chandran Rama Muthy, ceo of OD said "Malindo Air will provide another option for travel trade in the ASEAN region and to Australia", while TK ceo, Temel Kotil said the move will help increase traffic between European and Asian destinations.

Win a trip to Germany

Including a German Rail Pass

& stays in Frankfurt and Dresden

Lufthansa is giving **TD** readers the chance to win a Famil Trip for two to Frankfurt, valued at over \$5,000. The prize includes:

- Two return Economy Class to Singapore and Lufthansa Premium Economy class ticket to Frankfurt
- 5 days within 1 month German Rail Pass in First Class
- 2 Nights at Best Western Hotel Macrander in Dresden, a City Tour, and 2 Day Dresden Public Transport Card
- 2 Nights Hotel accommodation in Frankfurt, a City Tour, and 2 Day Frankfurt Public Transport Card

Click **HERE** to learn more about Lufthansa Premium Economy Class and visit **www.Germany.travel** for more information.

To win, have the most correct answers and the most creative entry to the final question. Send them to **lufthansa@traveldaily.com.au**

Q13. List two Asia gateways that are permitted on LH mixed economy/premium economy fare to Europe, from AUD2,049.



Tourism WA appoints

TOURISM Western Australia (WA) has appointed Seaview Marketing as its marketing agency in New Zealand on a two year contract.

Seaview Marketing was founded by Kate Wright, a destination marketer with more than 20 years' experience.

New Crooked tour

ROAD to Mandalay is the name of Crooked Compass' new tour which ventures through India, Bangladesh and Myanmar, across the recently opened border between East India and Myanmar.

Crooked Compass is the first company to receive permits to cross the border and is offering a 25- or 30-day itinerary for travel in Mar and Oct 2017.

Each tour will accommodate 12 people and visit many regions not previously accessible by tourists.

dnata acq Asian DMC

IN ITS first move into Asia's inbound travel market, dnata has agreed to purchase a stake in the Destination Asia Group, a Destination Management Company (DMC) in Asia.

Destination Asia is located in 11 major countries in Asia, including Thailand, China, Japan, Myanmar, Vietnam, Cambodia and Laos.

Etihad Sabre p'ship

TRAVEL agents connected with Sabre can now book different classes of travel with Etihad Airways with a variety of options, such as bags, seats and mileage to meet specific needs, following the airline's introduction of Sabre's Branded Fares.

The technology will allow Etihad to sell their branded fares and ancillary products and services through Sabre and provide agents with upsell opportunities.

Travel Daily is Australia's leading travel industry publication.

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TOP MANAGEMENT ROLE

HEAD OF LEISURE

BRISBANE OR MELBOURNE – SALARY PKG TO \$80K (DOE) +

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.

INTERNATIONALLY ACCLAIMED HOTEL GROUP

SALES MANAGER – INDUSTRY TRADE PARTNERS

SYDNEY – SALARY PACKAGE UP TO \$90K+

This iconic hotel group is looking for a talented Sales Manager to manage their trade partners and leisure portfolio. Reporting to the DOS, your role will involve identifying new partners, retaining and building upon existing relationships, working with the marketing division to identify trade specific campaigns and present at major trade events, including escorting educationals. Interested? Want to know more? Call us now.

NATIONAL GROUPS ROLE

GROUPS OPERATIONS MANAGER

SYDNEY - SALARY PACKAGE \$90 INCLUDING BONUS

Work for this leading Travel Company based in Sydney and lead their groups area. You will be responsible for leading a team of 2 groups consultant to meet and exceed, daily weekly and monthly targets, mentoring, training and call coaching are all part of the role. If you have led a team and have groups experience please send your CV today..

REPRESENT A DYNAMIC TRAVEL COMPANY

BUSINESS DEVELOPMENT MANAGER

MELBOURNE – SALARY PKG TO \$80K + \$15K CAR + OTE 25%

The Business Development Manager will establish, maintain & grow viable commercial relationships throughout key travel agency partners. You will be providing strategic direction to drive revenue by managing the key relationships. The role will be focused on developing new business opportunities to exceed all sales targets. Looking for a new company to represent, enquire today! Sensational salary package on offer.

FIRST CLASS OPPORTUNITY

BUSINESS DEVELOPMENT EXECUTIVE

BRISBANE – SALARY PKG UP TO \$65K

Want to work for a first class hotel & make your mark in their sales team? You will be building & developing existing accounts whilst identifying new opportunities across all market segments, negotiating new contracts, competitor analysis and .management reporting are all part of this great role. Your strong presentation & negotiation skills along with the ability to close the deal will see you successfully achieve sales targets and increase hotel revenue.

SYSTEMS EXTRAORDINAIRE

IMPLEMENTATION / SYSTEMS – E COMMERCE

MELBOURNE – TOP \$\$\$

Our client is looking for an experienced travel candidate to assist them implementing travel and expense services to their clients. You will be responsible for working closely with sales & the client, configuring, project managing and implementing the new technology services along with providing training & ongoing support. Experience in travel management systems including GDS & OBT's, excellent organisation, time management & customer service skills.

KEEP CALM JUST FARM

CLIENT RELATIONSHIP MANAGER – NATIONAL AGENCY

SYDNEY- EXECUTIVE SALARY PACKAGE

As a Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. A strong understanding of GDS will be beneficial, apply today.

SPECIALISED MARKETING ROLE

MARKETING MANAGER

BRISBANE – GREAT PKG + BENEFITS

Are you a creative marketing executive looking for to take that next step in your career? Your day will involve implementing creative marketing campaigns across all channels, creating marketing plans, strategy & branding, social media and EDM's as well as measurement of results. Strong salary on offer. Previous experience in a similar role a must plus great communication, organisation & time management skills required.

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