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# Travel Daily

First with the news

Thursday 30th June 2016



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## FC reshuffling Quickbeds

**FLIGHT** Centre has confirmed the platform behind its Quickbeds accommodation business is set to be decommissioned.

Details haven't been made clear at this stage, but **Travel Daily** understands that technology provider Innstant Travel has been undertaking a significant project for Flight Centre, which may be linked to the demise of the Quickbeds back end operation.

Quickbeds was purchased by Flight Centre in 2002 from CTM ceo Jamie Pherous, who started the brand as one of Australia's first 'last minute' hotel booking websites prior to launching Corporate Travel Management.

The brand has operated as an online wholesale accommodation business, servicing Flight Centre Travel Group retail and corporate

agents across Australia.

Flight Centre spokesman Haydn Long told **Travel Daily** Quickbeds is shifting out of the company's wholesale area and will be "run by the e-commerce guys".

"The focus will be more on the new brands (Aunt Betty and BYOjet) and expanding the capabilities on our person-to-person brands' sites like flightcentre.com.au," he said.

The Quickbeds.com.au website is still live but it's understood the closure of the platform has led to the departure of a number of staff from the company.

Long said at this stage it is intended Quickbeds will continue to maintain a B2C offering.

### Symonds joins Bench

**MATT** Symonds has been appointed as the new state manager NSW/ACT for Bench International.

Symonds told **TD** he's thrilled to be moving into the Africa space, with his industry career including previous roles with Air India, Fiji Tourism and Rail Plus.

More appointments on **page 8**.

### Today's issue of TD

**Travel Daily** today has eight pages of news, a photo page from **Vanuatu Tourism Office**, plus full pages from: (**click**)

- Albatross Tours
- AA Appointments jobs
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## AF/KLM shifts operations

**THE** Sydney offices of Air France/KLM are being downsized, under a restructure which will see a number of commercial activities transferred from Australia to a new hub in Singapore.

### New head for FCM

**FLIGHT** Centre's FCM Travel Solutions corporate business has appointed Marcus Eklund as its new Global Leader.

The move will see the role relocated from Sydney to London, with Eklund taking the place of Gregory Lording who announced his intention to take an extended sabbatical leave.

Eklund will commence with FCM in late Aug, joining the company after departing his most recent role with Amadeus.

Flight Centre Corporate md for Europe & Africa, Steve Norris, acknowledged Lording's contribution, saying "FCM has gone from strength to strength in recent years, growing from 50 countries to more than 90 and seeing revenue from multinational sales more than double since 2011".

AF/KLM general manager Pacific Simon Spinks told **TD** the carriers will still maintain a strong local presence, with the existing sales team to be boosted with two new sales executives, one in Melbourne for the Vic market and one in Sydney managing a portfolio in Queensland and NSW.

The Singapore centralisation of commercial operations has seen some positions made redundant, including regional marketing executive Deborah Alampi.

Also leaving is long-time national sales manager Maurizio Fabrizi, who has been with the airline for about 17 years.

Fabrizi said he had "just opted to go," with his departure not directly related to the reshuffle.

### Germany competition

**TODAY** is the last chance for **TD** readers to enter our monthly comp to win a trip to Germany, courtesy of Lufthansa, Rail Plus and other partners.

The prize includes four nights accommodation, split between Dresden and Frankfurt.

See **page eight** for full details.



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Inside Cabin from **\$210\*** pp including  
taxes & port charges.  
\* Conditions Apply.

**CLICK HERE for further details**

## Norway hits pax with back tax

**THE** Norwegian government has imposed a new tax on air passengers, and to the outrage of airlines has backdated its implementation to the start of this month.

That means travellers who have already completed their trips since 01 Jun 2016 - regardless of when they booked and paid - are now receiving invoices for the additional amounts so airlines can remit the new taxes to the government.

The tax costs 80 kroner (about A\$16) per sector, and for domestic flights within Norway an additional 10% VAT will also apply.

All airlines operating flights from Norway are impacted, including Norwegian Air Shuttle, Europe's third largest low cost carrier, which overnight sent emails to past passengers advising "we are sorry to inform that we are obliged to collect this tax for the booking you have already made

with us".

The entire amount of the retrospective tax will be collected by the Norwegian Treasury, the carrier said, inviting affected passengers to pay the outstanding amounts by credit card immediately, or receive an invoice after 01 Aug at an additional charge of 1 Euro to cover processing costs.

"The entire airline industry has worked very hard to prevent the introduction of this air passenger tax," Norwegian Air Shuttle said.

It's not clear what the airline will do in the event that customers refuse to pay the additional cost.

Rival LCC Ryanair is blaming the new tax for the planned closure of one of its Norway bases, at Rygge, about 60km from Oslo, leading to the cancellation of 16 routes and the expected loss of as many as 1,000 airport, airline and associated aviation industry jobs.

## QF seat revenue dip

**QANTAS** Group today revealed that revenue per available seat kilometre (RASK) for the 2015/16 FY to-date is lower compared to the corresponding period.

According to the carrier's traffic and capacity data for May, a jump in Group domestic RASK was offset by a decline in Group International RASK.

Qantas and Jetstar domestic capacity in May fell 4.2% year-on-year as a result of capacity reductions (announced in Apr), turning negative RASK in Mar and Apr into positive territory.

Jetstar International capacity skyrocketed 13.2% due to the use of higher seat count Boeing 787s, replacing Airbus A330s, on top of growth on routes including Bali and Indonesia.

Qantas Int'l capacity improved 8.4% as a result of new services to SFO, HKG, SIN and Tokyo.

For the financial year so far, group capacity increased 4.7% & demand rose by 6.0%.

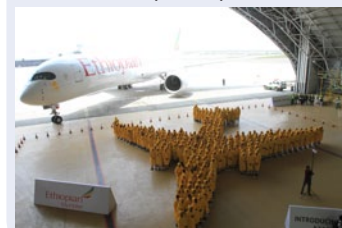


## Window Seat

**ETHIOPIAN** Airlines yesterday took delivery of its first Airbus A350-XWB aircraft and what better way to celebrate than to break a Guinness World Record.

A group of 350 of the airline's employees stood to form a replica A350, representing the body, two wings, engines & fins at the Ethiopian Maintenance hangar in Addis Ababa (**below**).

The "remarkable" feat was performed before adjudicators who bestowed the pan-African Airlines with the world record based on the participant count.



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## Best wedding anniversary - ever



**LISA** White from Our Vacation Centre in Queensland will be celebrating her wedding anniversary in style, having won TravelCube's Asia on Sale incentive which ran for six weeks in May and Jun.

White and her husband will fly to Bali and spend five-nights at the luxurious Kamandalu Ubud.

**Pictured** receiving her prize (from left) is Lisa White, Our Vacation Centre with TravelCube's Shari Rokosuka.

## Europcar branding

**EUROPCAR** has debuted an all-new customer-centred branding message: "Moving your way".

The re-invented tagline focuses around the customer journey and how the car rental company can assist in providing the right solution to better cater to all customer's travel needs.

## Mummies to Sydney

**SYDNEY** has secured the Australian premiere of *Egyptian Mummies: Exploring Ancient Lives*, a touring exhibition from the British Museum.

Six mummies will feature, with the display to be held at the Powerhouse Museum from 10 Dec to 30 Apr 2017.

## IATA Atatürk remarks

**THE** terror attacks on Atatürk Airport Istanbul yesterday which killed 42 people and injured hundreds was a "cowardly and murderous act," according to International Transport Association boss, Tony Tyler.

"Last night's attack was a broad attack on our shared humanity," he said, "but terrorism will never succeed in reversing the interconnectedness of the world."

"That Istanbul airport is operating today is a testament to the resilience and determination of the Turkish people and the aviation industry.

"We stand together in solidarity-confident that we will emerge stronger and more united in our resolve to keep connecting our world," said Tyler.

Turkish investigators are still examining CCTV footage, witness statements and mobile phone video to determine the identities of the attackers as responsible parties have yet to come forward.

## Travelmarvel China

**TRAVELMARVEL** has expanded its Chinese portfolio, adding new departures on popular itineraries and debuting three new tours and a fly-free deal across a range of journeys.

New journeys in the 2017 program include the 29-day Iconic Asia program which starts in Hanoi and ends in Shanghai; 14-day Across the Roof of the World rail journey; and the 24-day Kingdoms of Asia which travels from Beijing to Osaka.

**CLICK HERE** for more.

## FJ live with Travelport

**TRAVELPORT** has announced Fiji Airways as the latest carrier to make the switch to its merchandising technology, Rich Content and Branding.

The new tech will enable FJ to market and retail its products more effectively by fully displaying all fares, ancillaries and brand propositions to agencies.



## Visit the heart of Tuscany

Qatar Airways is pleased to announce daily flights to Pisa, our fourth point in Italy after Rome, Milan, and Venice. Fly daily to Pisa from Australia starting 2nd August 2016.

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\*Book until 4th July 2016. Fares quoted above are for departures from Perth for low season departures only, from 27th September to 24th November 2016 or 13th January to 31st March 2017. Other sale fares are available on other travel dates. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharge, and black out dates may apply. Change penalty and cancellation penalty may apply. For all other terms and conditions please review at the time of booking.



## SQ/OZ codesharing

**SINGAPORE** Airlines is seeking approval from US regulators to commence a codeshare deal with Asiana Airlines on flights between Singapore and America.

The planned blanket agreement would enable SQ to place the OZ code of Asiana Airlines on "any current or future US-Singapore services operated by SIA for the purpose of carrying Asiana's traffic between Korea & the US".

SIA plans to implement the new arrangement on 14 Jul, initially on the Seoul Incheon-San Francisco route, the airlines told the DOT.

## Le Vasa discounts

**SAMOA'S** Le Vasa Resort has released a flash sale, offering savings for multi-night stays for visits from now until 10 Oct.

The promotion will see guests who stay two nights receive a 10% discount; three of four nights a 15% discount or five nights or more a 20% discount.

Daily breakfast and airport transfers are also included.

To avail the deal, book by 10 Jul.

## Accor, TourConnect

**ACCORHOTELS** Australia is now able to manage the distribution of annual rates at over 200 properties having streamlined processes using TourConnect's Cloud-based platform.

Through the deal, TourConnect will provide AccorHotels with the ability to manage contracts with individual tour operators and wholesalers while maintaining specific nett rates for partners.

Rates and contracts from prior years are also able to be stored & can be modified for future contracts, TourConnect said.

## WS launch YVR/YHZ

**CANADIAN** carrier WestJet has launched new seasonal services between Vancouver and Halifax - the only carrier operating the route on a non-stop basis.

WJ will also debut flights from Winnipeg to Halifax from Sat.

## Featherdale kids free

**SYDNEY'S** Featherdale Wildlife Park is marking the Jul school holidays by offering free entry for all children up to 15 years of age for the entire month.

The 'free for kids in Jul' promo includes free entry for a maximum of two kids with every full priced admission ticket.

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

## New Chch Convention Centre



**THE** New Zealand government has earmarked a late-2019 opening date for Christchurch's new convention centre, two years later than originally forecast.

The delay comes after the govt amicably parted ways with Plenary Conventions New Zealand (PCNZ), a consortium that had assisted with the early design and master planning for the project.

Work will begin on the new Christchurch Convention Centre (artist impression pictured) immediately, located on Oxford Terrace and Gloucester Street.

The facility will feature a 1,400 delegate auditorium, 3,600m<sup>2</sup> exhibition hall and 1,600m<sup>2</sup> meeting room.

Minister supporting the Greater Christchurch Regeneration Gerry Brownlee said that by providing a timeline on the delivery of the facility, it enables "others to start considering what investments they might like to make".

"What we're going to end up with is a convention centre that's internationally competitive.

"A little extra time now won't have been wasted," he added.

Brownlee was tightlipped about the funding for the centre "as we seek the best possible deal with contractors".

Christchurch & Canterbury Tourism interim ceo Vic Allen said pre-earthquakes, the city had nearly one-third of NZ's multi-day convention market, pumping

some NZ\$100m annually into the region's economy.

Now, that figure is less than 10%, Allen said.

"Event organisers in Australia and around the world are ready and waiting to come back to Christchurch.

"Our strong working relationship with Conventions and Incentives New Zealand and Tourism New Zealand Business Events teams is helping drive conference and incentive business to the city and the wider Canterbury region," Allen added.

Conventions and Incentives New Zealand (CINZ) chief executive Sue Sullivan said confirmation of an expected launch date is "another boost to New Zealand's reputation as an exciting & unique conference destination".

Christchurch Int'l Airport chief Malcolm Johns said the South Island city has been missing out on MICE business but the announcement "gives us a clear pathway to be able to participate in major conventions and business events".

## IGLTA to New York

**NYC & Company** has announced the International Gay & Lesbian Association (IGLTA) will host the 2019 Annual Global Convention in New York City over three days.

Over 600 participants are expected to attend the event.

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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.

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Fam to depart 19 September.  
Existing Canada Specialist Agents will automatically receive the 5 bonus points.



## Qld agents go into the wild



**INFINITY** treated their top selling Queensland retail agents to a fam in Africa last month.

Spending eight-days on the ground, the group experienced game drives, canoe safaris and boat cruises in South Africa, Zimbabwe, Namibia & Botswana.

The 16 incentive winners and two Infinity hosts were whisked away to the Victoria Falls Rainbow Hotel upon arrival in Johannesburg and had a traditional African "Boma Dinner".

The next day the team got straight into it, with a game drive, canoe safari and zip lining.

Then it was time to depart on a Nomad five-night Chobe to Maun tour, which encompassed a boat cruise, game drive, travelling by boat in Botswana to Okavango delta and numerous "mokoro" (a type of canoe) rides.

The final day saw the agents head by truck to Maun where they had an afternoon at leisure.

## A&K Small Group

**A CHOICE** of 26 itineraries are packed into Abercrombie & Kent's 2016/17 Hosted Small Group Journeys brochure, out now.

The trips cater for between 14-24 passengers to Colombia, Iceland, Japan, India, Italy, Central Asia and Madagascar.

Highlights include the 10-day Culinary Journey with Justine Schofield, exploring the markets and kitchens of Casablanca, Fes, Rabat & Marrakesh in Morocco.

## Bombardier C Series

**THE** first C series aircraft has been handed over from Canadian airline manufacturer, Bombardier Commercial Aircraft to Swiss International Air Lines.

Scheduled to enter service on 15 Jul, the CS100 is the first aircraft designed for the 100- to 150-seat market to enter the market in almost 30 years.

## QF Istanbul waiver

**CUSTOMERS** with valid Qantas tickets to Turkey for travel 29-30 Jun issued on/before 29 Jun who have been affected by the situation in Istanbul (**TD** yest) have a number of options.

Qantas has advised travel to/ from IST can be rebooked on another QF or codeshare flight, travel to/from SAW can be rerouted, the destination can be changed, customers can retain the value of the ticket in credit or receive a full refund.

For more info, **CLICK HERE**.

## CWT responsible biz

**CARLSON** Wagonlit Travel has laid out its responsible business strategy, programs for ethics, human resources and rights, environment, community involvement and more in its fourth annual Responsible Business Report.

The company has been recognised by Ecovadis with a 2016 silver rating and top marks in the consultancy's Corporate Social Responsibility pillars.

Read the report **HERE**.

## Four Points Havana

**FOUR** Points Havana has opened its doors, marking Starwood's first hotel in Cuba and adding 186 rooms to the market.

The hotel has two dining facilities, a fitness centre, events space, a business facility and a spa and is located in Havana's Miramar district.

Thursday 30th Jun 2016

## Win a luxury hamper

To celebrate Rocky Mountaineer's biggest offer of the year we are giving **Travel Daily** readers the opportunity to enter to win a Luxury Rocky Mountaineer Hamper.

To win, have the most creative answer to the following question and send it to [rocky@traveldaily.com.au](mailto:rocky@traveldaily.com.au)

In 25 words or less, what route would you take on Rocky Mountaineer and why?

Thanks to the Early Booking Bonus travellers booking eligible 2017 Rocky Mountaineer packages of 8 days or more can receive an added value of \$1000 per couple to enhance their Western Canada and Pacific Northwest adventure. There are several enticing options that the credit can be used for including extra hotel nights, sightseeing & gourmet dining. The Early Booking Bonus is in effect now until 26 August. Visit [rockymountaineer.com](http://rockymountaineer.com)

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You must have:

- A strong working knowledge of airline and B2B online-distribution systems will be advantageous.
- Knowledge of API based connectivity and working understanding of xml and .net code.
- Experience in a fast-growing, small to medium business with technology focus is preferred.

Please send your application to [aussierecruit@tigerair.com.au](mailto:aussierecruit@tigerair.com.au) quoting reference **Distribution** in the subject line.



## Agents discover what matters at VTO roadshow

**VANUATU** Tourism Office wrapped up a three city roadshow of the Australian east coast last week, with successful events held in Brisbane, Melbourne and Sydney (as pictured).

Agents came together to meet with industry partners and test their Vanuatu knowledge during a relaxed, fun and informative evening.

Vibrant traditional Vanuatu dancers entertained the 100+ guests as they battled each other in competitive Vanuatu trivia, vying for a range of generously provided prizes.

The Sydney event, hosted by Vanuatu Tourism Office (VTO) Australia and joined by VTO's gm Linda Kalpoi and marketing manager Allan Kalfabun, provided an interactive platform for agents to get updates and news first-hand, and also learn how they can best match their customer's needs with the diverse offerings of Vanuatu.

Roadshow participants included Holiday Inn Resort Vanuatu; Espiritu Santo Tourism Association; Warwick Le Lagon; Destination Asia Pacific Marketing; Destination Specific Marketing; White Grass Ocean Resort; Ratua Private Island Resort; Mangoes Resort; The Terraces Boutique Apartments; Iririki Island Resort & Spa; The Havannah, Vanuatu; Eratap Beach Resort; Vanuatu Escape; Barrier Beach House; Atmosphere Tours and Air Vanuatu was the airline sponsor of the event.



**LEFT:** Traditional Vanuatu entertainers from the Banks Islands kept the agents entertained during the roadshow.



**ABOVE:** Air Vanuatu's Paul Forbes; Bettina Mahieu, Holiday Inn Resort Vanuatu; Allan Kalfabun, VTO and Michelle Clements, Mangoes Resort.



**ABOVE:** VTO general manager Linda Kalpoi addresses agents.



**ABOVE:** Vara Natuilagilagi, Warwick Le Lagon; Greg Maloney, Destination Asia Pacific Marketing; prizewinner Kyung Foreman and Martina Schwartz, Vanuatu Escape.



**RIGHT:** GTI Tourism's Manon Granat with Vanuatu Tourism Australia's Nicole Smith.



**LEFT:** Leanne Carter, Vanuatu Escapes; Sarah Beeken, Vanuatu Escapes; Anne Morris, VTO and Nina Henderson, Hoot Holidays.

**BELOW:** Travel agents enjoying the event in Sydney.



Thursday 30th Jun 2016



ADVANCE YOUR  
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**THE** Travel Industry Mentor Experience (TIME) hosted its 23rd intake of mentors and mentees last night at Sydney's Amadeus offices.

A fresh batch of travel industry mentees were matched with industry mentors who will

provide them with guidance and support throughout the next six months.

**Pictured** above is managing director of Amadeus Tony Carter and guest speaker at last night's event, co-founder of TravelEdge, Sue Hollis.

## Win a trip to Germany

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

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- 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**

Q21. In 25 words or less, tell us why More is Better on the new Lufthansa Premium Economy.



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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**.

**AirAsia** has appointed **Kathleen Tan** as North Asia President. She will be responsible for building AirAsia's market in China, Hong Kong, Macao, Japan, Korea and Taiwan.

**Simon Dell** is **ONYX Hospitality Group's** new Vice President and Area General Manager for Sri Lanka. He will be responsible for OZO Colombo, OZO Kandy and the soon to open Amari Galle.

**Shangri-La Hotels and Resorts** announced the appointment of **Carol McLaren**, Senior Sales Manager Leisure based in the Sydney office.

**Cover-More Group** has appointed **Mark Linton** as Head of Sales US & Canada for Travel Insurance Operations. Linton brings with him 15 years with RBC Insurance where he managed a national sales team.

Former Qantas Regional General Manager NSW **Peter Collins** has been named as the new Chief Executive Officer of the **Men of League Foundation**, a group which cares for the Rugby League community.

Sofitel Sydney Wentworth's former General Manager **Wayne Taranto** has been appointed as **Crown Group's** Director of Hotels and Suites. It comes as the group announced its expansion into hotels with the launch of its hotel brand Skye Hotel Suite.

**Christian Poda** has been named as the new General Manager of the new **Four Seasons Hotel Jakarta**.

**Naomi Hammond** has returned to **Mantra Group** in the role of Public Relations Manager. She most recently worked in media and corporate relations for The Star Entertainment Group.

### HKG/PVG flts resume

**FLIGHTS** to Shanghai Pudong have resumed from Hong Kong International Airport following lengthy delays earlier this week.

Military drills and bad weather in Eastern China delayed thousands of passengers headed to the Chinese gateway city.

Thirteen flights scheduled for PVG were delayed by up to 12hrs, *South China Morning Post* reports.

### Four Seasons Anguilla

**FOUR** Seasons Hotels and Resorts and Starwood Capital Group will take over management of Viceroy Anguilla resort following the resort's annual Aug to Oct closure.

The property, located on the Caribbean island of Anguilla, features 166 rooms including whole-ownership beach front private residences, dining facilities & access to water sports.

### Scenic Taste Le Tour

**FOR** the third year running, Scenic is sponsoring *Taste Le Tour* with Gabriel Gaté as part of SBS's coverage of the 2016 Tour de France.

*Taste Le Tour* runs every night during SBS's coverage of the 2016 Tour de France, starting Sat 02 Jul 8.30pm AEST until Sun 24 Jul.

Viewers will have the opportunity to win an eleven-day Gems of the Seine river cruise for two including return flights to France, worth up to \$23,260.

### SuperShuttle app

**THE** new SuperShuttle app allows customers to book on demand rides from more than 80 participating airports.

SuperShuttle offers customers a choice of shuttle, black car or SUV from airports in the US, UK, France, Mexico and the Netherlands - see more **HERE**.



**WIN a  
Victorinox  
Swiss Watch!**  
valued at \$650

## Book Switzerland with Albatross Tours for your chance to WIN!

Book your clients on any of the following Albatross Swiss Christmas and New Year tours and holidays before 10 August 2016 for your chance to win a Victorinox Swiss Watch valued at \$650 or 1 of 3 Swiss Cheese Hampers valued at \$150 each!\*



### Christmas in the Swiss Alps

**11  
DAYS**

Celebrate Christmas in a first class spa hotel in the stunning village of Grindelwald. Shop at Christmas Markets and explore Montreux, Chateau de Chillon, Gruyères and the chic resort of Gstaad.



### A Swiss Christmas in Zermatt

**11  
DAYS**

Relax this Christmas in snow drenched Zermatt surrounded by the soaring peaks of the Swiss Alps. Enjoy Christmas Markets, ride on the panoramic Glacier Express and see the mighty Matterhorn.



### Swiss Christmas or New Year Holiday

**8  
DAYS**

Celebrate Christmas or New Years in a delightful chalet style hotel in the stunning Swiss Alps. Savour Swiss hospitality with daily buffet breakfasts and 4-course dinners and travel independently with an included 8 day Swiss Rail Pass.

Contact Albatross Tours  
on 1300 135 015 or visit  
[albatrosstours.com.au/switzerland](http://albatrosstours.com.au/switzerland)



**Switzerland.**  
get natural.

**ALBATROSS  
Tours**

Come share our love of Europe

\*Travel agents only will receive one entry per customer booked on any of these tours. The winners will be selected at random and announced at 10am on 12 August 2016. The winners will be notified by email.





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#### **ARE YOU TECH SAVVY?**

**TECHNOLOGY SUPPORT MANAGER  
BRISBANE CBD – UP TO \$93K PKG**

As Technology Support Manager for this top TMC you'll be responsible for assisting Account Managers and BDs in the implementation of company's OBT for new clients, enhancements for existing clients and ongoing internal and external technology support and reporting. Previous experience in a similar role is a must along with the ability to communicate with internal and external stakeholders. This will start as an initial 12 month contract.

#### **GROW THE BUSINESS**

**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.

#### **TRAIN AND DEVELOP**

**LEARNING & DEVELOPMENT FACILITATOR  
GOLD COAST – \$70 - \$80K PKG**

Exciting opportunity to join this industry leader in their L&D department. You will be responsible for the entire training process from researching & recommending programs to developing & delivering to employees, maintaining the training calendar & evaluating their effectiveness. Strong salary & benefits on offer. Previous experience in a similar role within travel or hospitality essential along with great organisation, communication & presentation skills.

#### **MOVE AWAY FROM TMC SALES**

**MANAGER - CORPORATE DIRECT SALES  
SYDNEY – SALARY PACKAGE \$120K + BONUS**

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their 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.

#### **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 managing a small team of consultants to meet and exceed, daily weekly and monthly targets, mentoring, training & developing and call coaching are all part of the role. Top salary and benefits on offer. If you have led a team, have great leadership and communication skills along with previous groups experience please send your CV today.

#### **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.

#### **THE PERFECT MIX TO KEEP YOU CHALLENGED**

**BDM/ACCOUNT MANAGER – VIC/QLD  
MELBOURNE – SALARY PKG \$63K + CAR + COMMS PKG**

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

#### **GROWING HOTEL GROUP**

**REGIONAL FINANCIAL CONTROLLER  
MELBOURNE – LUCRATIVE SALARY + KPI BONUSES**

Our client is a leading hotel chain with unique brands across the portfolio, where service excellence and guest relaxation is paramount. They are now looking for a Regional Financial Controller to join their talented team responsible for a number of properties across Victoria and Tasmania. You will manage and develop the regional finance team overseeing a number of properties in Melbourne and Tasmania. Experience across multiple properties required.

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