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First with the news

Monday 2nd May 2016

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Virgin confirms downturn

VIRGIN Australia today announced a fleet restructure which will see group capacity cut by a hefty 5.1% in the current quarter (**TD** breaking news).

The carrier said it was experiencing weak consumer demand, with factors including uncertainty around the upcoming federal election and the resources sector downturn, with the fleet changes centring on its ATR aircraft used in regional areas.

Despite passenger growth outpacing capacity growth resulting in higher load factors than the prior three month period, the restructure has seen VAH report a \$58.8 million quarterly loss - \$30.5m worse than the same period last year.

CEO John Borghetti noted that

the underlying performance was a loss of \$18.6m, which was a 16.2% year-on-year improvement.

He said the fleet restructure along with "further initiatives to come" would provide significant cost savings going forward.

Borghetti said given market conditions Virgin currently expects to report an underlying pre-tax profit of \$30m-\$60m for the 2016 financial year, an improvement of \$79m to \$109m.

The weak conditions were cited by Qantas last month when it also announced adjustments to its capacity plans (**TD** 18 Apr).

Win a trip to New Cal

DURING the month of May, **TD** is giving readers a chance to win a 5 night holiday to New Caledonia, courtesy of New Caledonia Tourism, Ramada Hotel & Suites Noumea and Aircalin.

See **page six** for details on how to enter this fantastic comp.

MEANWHILE, Melbourne-based agents have a chance to win a trip to London courtesy of Etihad Airways by attending the JITO event on 01 Jun - see **cover wrap**.

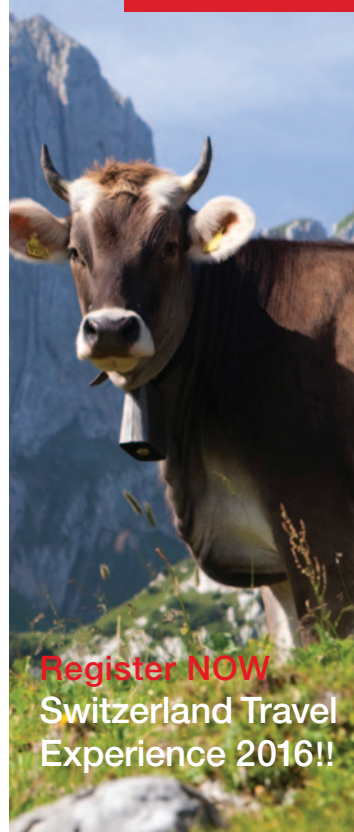
Today's issue of TD

Travel Daily today has six pages of news and photos, a front cover wrap for **JITO** plus full pages from: (**click**)

- Consolidated/MU promo
- AA Appointments jobs
- JITO
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Travel Daily

First with the news

Monday 2nd May 2016



2017 EUROPEAN RIVER CRUISING
NEW FRANCE & PORTUGAL

VB trade mission

VISITBRITAIN will host its first trade mission to Australia since 2006 this week, visiting Sydney, Melbourne and Brisbane.

A delegation of 19 suppliers will showcase London & regional Britain to over 500 travel agents, spanning culture, heritage, sport, music experiences and attractions.

The roadshow follows the annual trade event, Explore GB, hosted in Liverpool in Mar attending by over 300 travel firms, including Aussies.

Events are being held in Brisbane on 03 May, in Melbourne on 04 May and Sydney on 05 May.

Building on the mission, VisitBritain will roll out its latest international consumer marketing campaign in Australia during 2016, dubbed #OMGB GREAT Britain 'Home of Amazing Moments'.

ibis Swanston for \$99

ACCORHOTELS has welcomed ibis Melbourne Swanston Street to its portfolio, offering a special opening rate of \$99 per night for the month of May.

The 235-room property was previously Tune Melbourne and is the third ibis (red) hotel in the Victorian capital's CBD.

Scenic cruise guarantee

SCENIC has partnered with Our ACE Insurance to introduce river cruising travel insurance, aimed at protecting cruisers in the event of delays or cancellations.

The new product is included automatically and at no extra cost to customers and is a new layer of protection for passengers from disturbances caused by weather, natural disasters, mechanical breakdowns or strikes.

The product's launch is timed to coincide with the roll out of Scenic's just released full 2017 river cruise program (see **page 5**).

It also comes as the Australian cruise and tour operator defends itself in a Sydney court against a class action suit (**TD Wed**).

Scenic promotes the product as "staying true to our commitment of being all-inclusive".

Future guests will be covered by the river cruise guarantee once a voyage has commenced.

The policy will see claimants refunded in cash, rather than the industry standard of future cruise credits, Scenic says.

"We appreciate that you've invested a lot in your holiday with

us and we want to ensure that we provide you with peace of mind when travelling with Scenic," the cruise operator's website said.

"Our river cruising guarantee is designed to give you comfort and assurance for certain events which prevent you from cruising, and are not considered typical or usual to river cruising."

By Scenic's definition, an "unforeseen event" will include:

- a complete halt to an itinerary if the ship is unable to sail and if the company is unable to deliver guest's shore excursions, except by way of coach rides of greater than three hours each way, or;
- a vessel breakdown results in a ship not being able to continue a cruise and there are no alternate ships available;
- strikes which prevent a ship passing through a lock & a cruise can not continue; or
- an itinerary is delayed by more than 24 hours if being accommodated on an alternate Scenic 'Space-Ship' due to high/low water levels.

Scenic will pay claimants up to \$1,000 every 24hrs delayed, to a maximum of \$7,000 - more **HERE**.

Livn group to float?

THERE'S speculation that tour and activities booking firm Livn Group will list on the Australian Stock Exchange this week, after a defunct mining company announced a trading halt on Fri.

Capital Mining confirmed it was looking at a proposed acquisition, with the *Financial Review* today confirming the backdoor listing of Livn Group which is backed by Jan Cameron, founder of the Kathmandu clothing company.

Livn is headed up by former Travelport ANZ ceo Sean Cummins, with the report saying the company's total capitalisation will be \$22m after the listing.

SeaLink seals WA deal

THE acquisition of Captain Cook Cruises Western Australia by SeaLink Travel Group has been completed, the South Australian based business has announced.

"Captain Cook Cruises Western Australia is well positioned to take advantage of the international tourism growth and adds further geographic diversification to SeaLink Travel Group," managing director Jeff Ellison said today.

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Treasury Casino & Hotel, 159 William St

MELBOURNE

Tuesday 24 May, 5.30-7.30pm
RACV City Club, 501 Bourke St

SYDNEY

Wednesday 25 May, 5.30-7.30pm
Sheraton on the Park, 161 Elizabeth St

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Travel Daily

First with the news

Monday 2nd May 2016

Live Life BIG
Royal Caribbean
INTERNATIONAL

May travelBulletin out now

ON-BOARD credit is the cruise bonus most likely to get a customer to place a booking - ranking more highly than 'Fly Free' offers, according to the cover story of this month's **travelBulletin**.

On its way to subscribers now, the May issue includes the results of Australia's most comprehensive survey of cruise sellers, who provided full and frank feedback on the performance of cruise lines, their products, incentives, training and support.

The issue also includes a full wrap up and analysis of all the big industry stories of the last month, along with inspirational features on South Korea, southern hemisphere skiing, Abu Dhabi, Canada and Hawaii.

The Careers section this month has an interview with Amadeus commercial chief Justin Montgomery, while there are also columns from CATO, AFTA, CLIA and AACB and regular



contributors Ian McMahon and Steve Jones, along with lots of famil photos and consultant selling tips.

The issue is now available via the **travelBulletin** iOS app, and travel agents can subscribe to receive 11 issues per year in the post for just \$30 by using the coupon code **AGENT** at travelbulletin.com.au/shop.

FCM WA contract

PROGRAMMED Group in Western Australia has signed a three-year agreement with FCM Travel Solution for Travel Management Services with the option of extension.

FCM said it was "the company's largest ever win in that market".

Programmed provides staffing, maintenance and facility management services & operates through more than 130 locations in Australia, NZ and Singapore.

Expedia results up

EXPEDIA'S first quarter results for 2016 released late last week have revealed a 37% year-on-year increase in room nights stayed.

Gross bookings were up 32% while revenue jumped 42% year-on-year and the online travel firm delivered US\$177 million of Adjusted EBITDA, a 31% increase on the same period last year.

In adding more than 13,000 properties to its portfolio Expedia now has 282,000 places available.

Tourism growth stats

TOURISM Gross Domestic Product (GDP) increased 5.3% in 2014/15, more than three times the growth for the total economy, according to the ABS' Tourism Satellite Account for 2014-15.

During 2014/15, tourism contributed \$47.5 billion to the Australian economy, or 3% of total GDP.

Direct employment within the industry reached a total of 580,800 during 2014/15, an increase of 6.3% on 2013/14 and it's estimated when all related employment is considered, tourism supports close to one million jobs.

Minister for Tourism Richard Colbeck said the industry's "continuing run of record breaking numbers is a reflection of its importance as a key economic driver and the world-class experiences and attractions that Australia has to offer.

"However, as our economy benefits from rising global incomes and our dollar remains in a reasonable position, we cannot be complacent," he added.

Rail booking boom

INTERNATIONAL Rail (IR) bookings by travel agents for the 2016 European peak season have spiked 25% year-on-year.

IR chief exec Jonathan Hume believes the surge can be partly attributed to their new "agent friendly" booking process which is streamlined and features live bookings.

"For complex itineraries, we ask agents to send the client's itinerary to us and we do the hard work of comparing rail passes to point to point tickets," he said.

Window Seat

VIRGIN Holidays has come to the rescue of a UK couple who booked flights to Las Vegas from Birmingham, Alabama, instead of their intended Birmingham, England.

The couple realised their mistake upon arriving at the airport and were unable to get a refund, so Ben Marlow instead spent his 30th birthday holidaying in Amsterdam.

But now, since Virgin Holidays heard of their plight, the couple will embark on a five night stay in a five-star hotel in Vegas, with flights and everything included.

DISNEY'S Fairy Tale Weddings has announced the opening up of the Magic Kingdom at Walt Disney World to weddings.

Princesses and commoners alike can now tie-the-knot in the East Plaza Garden, with the iconic Cinderella Castle as the backdrop.

Naturally, the bride has the option of arriving in Cinderella's Coach, drawn by horses down Main Street, steered by Royal Coachmen and the wedding party will roll in a classic turn-of-the-century Main Street Vehicle.



Get hitched overlooking Disney's Cinderella's Castle.

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Monday 2nd May 2016

Freddie awards win

VIRGIN Australia's Velocity frequent flyer program took home three awards at this year's Freddie Awards, which name the industry's best loyalty programs.

Velocity won Program of the Year, Best Customer Service and Best Redemption Ability for the Middle East & Asia/Oceania region, while EL AL's Matmid Club took out Best Elite Program and Best Promotion.

In the hotel categories for the region, AccorHotels' Le Club AccorHotels won Program of the Year and Best Promotion, while IHG's Rewards Club took out Best Customer Service and Best Redemption Ability.

ADIB Etihad Guest VISA Card won Best Affinity Credit Card.

For the full list of winners, see www.freddieawards.com.

WEX FC extension

FLIGHT Centre has extended its use of WEX VCC to provide virtual credit card payments for its 1,200 retail businesses in Australia.

The technology assigns every transaction with a unique card number, reducing the risk of fraud and misuse of cards.

FCTG treasurer, Richard Humphreys said the move will alleviate administrative tasks for consultants, "allowing them to spend more time with our customers, and enhance controls with comprehensive reporting tools".

Nanuku stay pay deal

NANUKU Auberge Resort Fiji is offering a seven-day stay for the price of five days or five days for the price of four.

The promotions are available for travel until 31 Mar 2017, but must be booked by 31 Jul.

They are valid across all room categories with the exception of the Vunikau Suite.

For more information, see nanuku.aubergeresorts.com.

Canada tourism funds

THE Canadian government has assigned Destination Canada with an additional \$50 million over two years as part of the 2016 budget to increase marketing initiatives in int'l markets.

Destination Canada will team up with Bell Media for the Millennial Travel Program, launched by Minister of Small Business and Tourism, Bardish Chagger last week, to showcase some of Canada's travel experiences.

The program aims at inspiring young Canadians to explore their country in the lead up to and throughout 2017, Canada's 150th celebration of Confederation.

Double HHonors pts

MEMBERS of Hilton Worldwide's loyalty program, Hilton HHonors, will earn double points on direct bookings for stays 01 May-31 Aug.

To avail the Unlimited Bonus Promotion, guests must register at HHonors.com/UnlimitedBonus before checking out from a qualifying stay.

There is no cap on the number of points that can be earned, no exclusions and no minimum night requirements.

Lindblad's Cuban Quest



LAST week Lindblad Expeditions-National Geographic celebrated its 50th anniversary since Lars-Eric Lindblad led the first-ever citizen-explorer expedition to Antarctica back in 1966.

"That expedition was specifically the birth of expedition travel, and Lars-Eric Lindblad is considered to be the father of eco-tourism", said Lindblad Expeditions gm Australia Gareth James.

To mark this milestone, Lindblad announced an expansion of its program to include a new Cuba by Land & Sea itinerary.

Themed Cultural Heritage & Natural Wonders, the 10-night people-to-people program will see guests stay in Havana for three nights where they'll meet Cubans and explore the capital's culture and natural history.

This is followed by a seven-night voyage aboard *Panorama II* that will allow guests to learn about pristine marine habitats from Cuban conservationists and Lindblad's expert onboard team.

The first voyage departs 07 Dec, with 16 consecutive departures through to Mar.

James also revealed the name for the latest addition to its fleet, *National Geographic Quest*.

The 50-cabin vessel currently being built in Seattle, will make

her maiden voyage on 26 Jun 2017 for a 12-night Treasures of the Inside Passage: Alaska & British Columbia itinerary.

The ship will undertake a series of voyages between Seattle and Vancouver after the Alaska season, and will reposition in Dec 2017 to operate voyages in Costa Rica and Panama, as well as new departures in Belize and Guatemala from Feb 2018.

Today, Sven Lindblad continues the legacy of his father with a strong education and conservation focus.

Pictured above at Bathers Pavilion last Fri are *National Geographic Orion* executive chef and owner of Bathers' Pavilion Serg Dansereau with Lindblad Expeditions' marketing manager Rebecca Orman & Gareth James.

DL adds A321s & RFID

AIRBUS has won an order from Delta Air Lines for 37 additional A321 aircraft, joining the carrier's fleet of 126 A320 family jets.

The new order beefs up Delta's A321 fleet to 82 and comes as it inaugurates the first service using the aircraft between Atlanta and Orlando today.

DL will use the A321 to replace its older-generation jets, including the MD-88.

MEANWHILE, Delta is investing US\$50m into deploying Radio Frequency Identification (RFID) baggage tracking technology to provide customers with improved real-time tracking of luggage.

RFID will replace barcode hand scanning and will enable pax to receive push notifications when baggage is loaded on and taken off aircraft, via the Fly Delta mobile app starting Q4 2016.

NZ 1st ZQN night flight

AIR New Zealand successfully operated a "proving flight" into Queenstown on Sat ahead of the planned commencement of scheduled commercial evening services, starting 23 May.

When its full schedule lifts off on 03 Jul, Air New Zealand's last departure from ZQN will be at 1930 and last arrival at 2135.



SUPER RUGBY

Round 10 Winner

Congratulations

ALEX LEE

from *Korea Travel Agency*

Alex is the top point scorer for Round 10 of Travel Daily's Super Rugby footy tipping competition. They've won a South American gift pack from Collette.



guided by travel



Major prize for the 2016 footy tipping competition is return economy class airfares to Dubai flying with **EMIRATES**. Emirates has 77 flights per week to DXB.

NSW permit LT/PS/16/01379, ACT permit TP 16/00359

Green & Golfers take the win!



MONTEREY County south of San Francisco was host location for the 13th California Cup played across three days late last month at four stunning courses.

Supported by various California tourism destination boards, tour operators, attractions & transfer companies, the invitation-only event lured some 60 travel buyers from around the world.

Fourteen teams from the UK, Germany, Asia, Canada, the USA and Australia were involved, taking to the fairways of Spanish Bay Golf Links at Pebble Beach, Nicklaus Golf Club, Blackhorse and Quail Lodge.

Between play, participants had the chance to sample the sights

New EK A380 routes

TAIPEI and Prague are two new destinations serviced by Emirates' flagship Airbus A380, replacing Boeing 777 and Airbus A330s previously utilised on the routes.

and sounds of the peninsula, visiting Pebble Beach, Monterey Bay Aquarium, Fisherman's Wharf, Carmel Valley and more.

Representing Australia was 'The Green and Golfers' team of Tristian Freedman, director Gate 7; Nick Zaferis, managing director World Travel Company; Steve Labroski, managing director, itravel and Peter McKeon, sales and marketing manager, Delta Air Lines (pictured above).

Played across a stableford scoring system, the Green & Golfers went into the last day down by 11 points.

Banding together to finish strongly, the boys emerged victors for the 2016 championship, winning the cup for Australia for the first time since 2010.

Next year, the Cup moves to West Hollywood and LA, with Team Australia looking to defend its title in Southern California.

Vistana purchase delay

A DELAY has been announced in Interval Leisure Group's (ILG) planned acquisition of Starwood Hotels & Resorts Worldwide's vacation ownership business Vistana Signature Experiences (TD 18 Jun).

The hold up comes as both companies work to avoid unnecessary tax withholding under the Foreign Investment in Real Property Tax Act of 1980.

The acquisition was set to close on 30 Apr but is not expected to close until later this month.



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. 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.



Scenic - Europe River Cruising Program 2017

Scenic has launched its 2017 Europe River Cruising program including a rebuild of three Scenic Space-Ships in France and the launch of on board cooking school - Scenic Culinaire. Six new combination cruises debut range from the 19-day Eastern European Endeavour which travels from Prague to Bucharest along the Danube and through the less-travelled Black Sea region, to the 27-day European Sojourn which begins in Budapest cruising the popular Rhine-Main-Danube rivers and connecting with the Rhône in Lyon, ending in Nice.



Cruise & Maritime Voyages - Columbus 2017

Cruise and Maritime Voyages is celebrating the arrival of *Columbus* to its fleet in Jun 2017 with the release of a new brochure featuring the 1,400-passenger cruise ship's itineraries. The ship's sailings take in the beauty of the northern hemisphere feature the fjords of Norway, St Petersburg, the British Isles, Cuba and the Caribbean. The adult-only itineraries depart from

London, Tilbury. Options include the 15-night Majestic Fjordland Plus British Isles Discovery and the 24-night Iceland & Northern Isles Plus Grand British Isles Discovery tour.

Indonesian Tourism experience



THE Ministry of Tourism for Indonesia hosted 18 travel industry reps recently at Indonesian Travelmart on the Island of Balikpapan before showcasing the Islands of Indonesian Borneo last month.

The trip took in diving, snorkelling the coral reefs teaming with sea life, releasing endangered Green Sea Turtle hatchlings, diving into lake caves, feeding Orangutans and Proboscis monkey spotting in Mangroves.

Pictured from right are James Gaul, Hunter Valley Wine tours; Lisa Leary, TravelManagers; Nicole Lawson, Meridian Travel;

Nina Hoang, Kim Travel; Aaron Von Bruch, industry trainee; Jason Martin, Infinity Holidays; Hani, Wonderful Indonesia tourism representative; Veronica Vecchio, Travel Hotspot; Fritz Ley, Wonderful Indonesia tourism manager; Emma McInnes, On The Go Tours national account manager Victoria; Scott Smith, Novotel Hotels; David Trang, Global Travel; Kyung Foreman, Flight Centre Burwood; Diane Bignell, On the Go Tours; Alex Poulos, industry trainee; Tati, Wonderful Indonesia tourism representative; Tuan Hoang, Kim Travel and Cyril Blyth, Kim Travel.

Hoot Hols donation

HOUSE of Travel's holiday specialist unit Hoot Holidays has donated its staff's collective incentive reward to assist a local school in Vanuatu recover from Cyclone Pam which devastated the island nation in Mar 2015.

Chief executive Joe Araullo said the team at HOT had unanimously decided to donate their \$3,000 incentive to assist with ongoing relief efforts in Vanuatu.

"It was so heart-warming to see such a fantastic response and I simply love how the team gets in behind supporting our island friends when they are in need," Araullo remarked.

The donation enabled Pango Center School to purchase 20 double desks and 40 chairs.

Sleek new QF cockpit threads



QANTAS has unveiled a sleek navy suit with “nostalgic design features” as the latest uniform for

its 3,000 domestic, international and regional pilots.

The new look by Australian fashion designer Martin Grant is a modern single-breasted navy suit in a streamlined cut with a narrow trouser.

Paying tribute to the quintessential nautical-style uniform, the hat is navy with a waterproof white top and the Qantas Roo logo embroidered on it.

Grant said the feedback from pilots was that they wanted to keep the traditional image but give it a fresh makeover to be more “elegant and wearable”

“With an increase of female pilots in the ranks, it was also important to design more feminine suiting for women.”

Only Australian fabrics have been used, including Australian Merino wool for the suits.

New uniform fittings will begin in Jul, with all pilots wearing the new design by the end of 2016.

Grant is **pictured** centre with a Qantas second officer and captain in the new uniforms.

Arsenal FC Sydney

ARSENAL FC has revealed the match dates for their two-game Sydney Tour in 2017.

The Gunners will play Sydney FC on 13 Jul, and the Western Sydney Wanderers on 15 Jul.

Destination NSW said tickets to the matches will go on sale 19 Jul.

It will be the first time Arsenal has visited Sydney in 30+ years.

SN/TG IAD c'sharing

BRUSSELS Airlines has sought a green light from US regulators to allow **THAI Airways** to codeshare on its flights to Washington DC from Brussels as soon as possible.

WIN A TRIP TO NEW CALEDONIA

This month Travel Daily, New Caledonia Tourism and Aircalin are giving agents the chance to win a trip to New Caledonia. The prize includes:

- Two return economy class flights on Aircalin
- 5 nights at Ramada Hotel & Suites Noumea staying in a one bedroom apartment
- Daily breakfast
- One week unlimited golf for two at the Exclusive Gold de Deva + Garden Gold de Dumbea
- Return airport transfers

To win, answer every daily question correctly and have the most creative answer to the final question.

Send your entries to newcalcomp@traveldaily.com.au



Q1. What is the national airline of New Caledonia?

[CLICK HERE for a hint](#)



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Accor Wintervention

ACCORHOTELS is running a ‘Wintervention’ deal offering free breakfast and \$20 off the best available rate at 120 properties across Australia.

To avail the deal, book at AccorHotels.com from today until 30 Sep for stays 01 Jun-09 Oct.

Sanctuary Botswana

SANCTUARY Retreats will open the new Sanctuary Retreats Chief’s Camp in Botswana in Jun.

The camp has been rebuilt with 11 new pavilions, three times larger than the original rooms.

Ascott acquisition

ASCOTT Limited is acquiring an 108-unit property in Islington, London and plans to invest \$99.7 million into it, renaming it Citadines Islington London.

JetBlue add LGA/BOS

EFFECTIVE 31 Oct, JetBlue Airways will offer six-times weekday services between New York LaGuardia Airport & Boston Logan International Airport.

B6 will also offer two roundtrip services between LGA-BOS on Sat, complemented by three return services on Sun.

AFL Round 6 Winner

Congratulations

ANDREW PAHOFF

from *Virgin Australia*

Andrew is the top point scorer for Round 6 of Travel Daily's AFL footy tipping competition. He's won a one day family pass to Luna Park Sydney, courtesy of Luna Park Venues.



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 LTP5/16/01379; ACT permit TTP 16/00359

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Consolidated Travel & China Eastern Airlines will award the top agent in each state^ with a \$2,000.00 voucher* for achieving the highest sales between 18 April to 08 May 2016.

PRIZES

Valid for departures
between 18 April and
30 June 2016

\$20 voucher for every return Economy ticket class to China
\$30 voucher for every return Economy ticket beyond China
\$50 voucher for every return Business/First class ticket to China
\$100 voucher for every return Business/First class ticket beyond China

PRIZES

Valid for departures
from 01 July 2016

\$30 voucher for every return Economy ticket class to China
\$40 voucher for every return Economy ticket beyond China
\$80 voucher for every return Business/First class ticket to China
\$130 voucher for every return Business/First class ticket beyond China



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 18 April and 08 May 2016 on 100% MU itineraries ex Australia plated to MU (781) in VIC/NSW/QLD only. Child, Infant, Group, Sales, Wholesale and Cancelled or Refunded tickets are not eligible. *To qualify for the major prizes a minimum of \$20,000.00 in net International sales is required to qualify. All winners must be an international travel consultant and full time employee of the agency in Australia. Vouchers are capped and all ticket claims must be emailed to promotions@consolidatedtravel.com.au by COB 12 May 2016. Consolidated Travel and China Eastern Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 13 April 2016.



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This successful global travel company is looking for a successful Commercial Manager to join their team. You will be responsible for leading the NZ business and team with 8 direct reports, executing sales strategies to grow & maximise revenue. You will be well networked in the New Zealand travel market, have led teams with a proven track record in sales and account management, based in Auckland a high remuneration package is on offer.

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AREA / CLUSTER REVENUE MANAGER MELBOURNE OR GOLD COAST – SALARY PKG UP TO \$85K

Take your career to the next level and join this industry leader as an Area / Cluster Revenue Manager in Melbourne or the Gold Coast. Work closely with GM's, Sales & Marketing teams to implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

**NEW ROLE **

CLIENT RELATIONSHIP MANAGER – BOUTIQUE 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.

THE MAIN EVENT

GROUPS & EVENTS SENIOR COORDINATOR MELBOURNE – SALARY PACKAGE UP TO \$80K

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

GROW THE BUSINESS

SALES MANAGER BRISBANE – SALARY PKG UP TO \$84K

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

NATIONAL CORPORATE TRAVEL COMPANY

CORPORATE ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE \$98K + BONUSES

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year. Enquire today

ESCAPE THE SHOP FRONT ENVIRONMENT

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

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

THE NEXT BEST THING IN MELBOURNE

BAR & RESTAURANT MANAGER MELBOURNE – SALARY PKG TO \$80K+ (DOE)

Be part of this exciting new restaurant bound to have all of Melbourne talking! This Restaurant is ready for you to take it to greater heights with a dash of creation, a splash of innovation blended with a mix of visionary thinking and great leadership. We are searching for a hip and vibrant Restaurant Manager that is embarking on their career or an experienced Restaurant Supervisor to become the newest member of this award winning team. Enquire within.

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what we love about facebook is it helped me stay connected to my family
& friends no matter where they are in the world and most importantly
nurture the relationships via posts.

we thought how COOL would it be if we could have a facebook/
instagram-like concept for the travel & hospitality industry without all the
cat photos.

after all we work 5 out of 7 days at least. we spend more time in our
professional lives than we do our personal lives so why not share it with
each other and nurture our industry, our industry friendships and grow our
businesses together.

technology is changing the world... see for yourself how this app can be
game changing for our industry.

**together we can be more connected
and make a difference!**



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