

# 2017 Canada, Alaska & USA

Brochure & Full Program Out Now



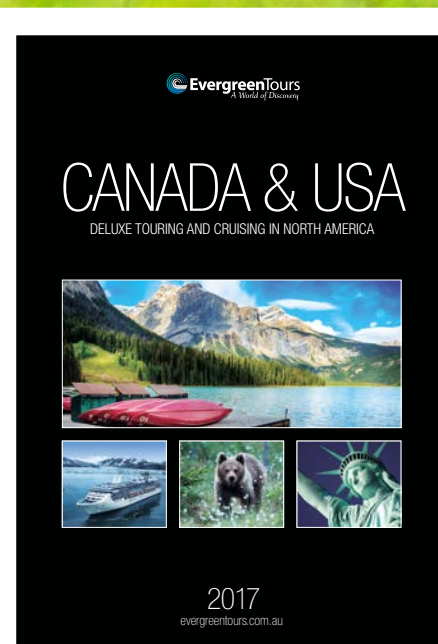
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**Discover More about our 2017 Program:**

Agent Webinar – Tuesday 7th June

**East Coast: 8am (AEST)** [Click Here to Register](#)

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\*Conditions apply, tours of 18 days or more.





# Travel Daily

First with the news

Monday 23rd May 2016

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## Evergreen expands

**TWO** new itinerary options in Canada including the Yukon have been introduced as part of Evergreen Tours 2017 Canada & USA brochure (see **cover page**), on travel agent shelves now.

For more info on the program, see **page four** of today's issue.

**Islands on Sale!**

Earn an extra bonus  
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*Islands on Sale* booking

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**It's ALL on sale now. But HURRY, these offers end 29 May 2016**

**Trip** viva! holidays

## ETG reports record year

**THE** Express Travel Group now boasts more than 655 members across its Select, Independent and italktravel brands, with the company's TTV surging 15% in the 2016 financial year.

CEO Tom Manwaring unveiled the strong results at the Select Travel Group conference in Ho Chi Minh City, Vietnam on the weekend, affirming that ETG "remains the largest independent, integrated network in Australia".

The network was just 110 members strong in 2003, with Manwaring contrasting its growth with that of Harvey World Travel which "took 25 years to grow to 500 members".

Passenger sales were up 16% and yield remained comparable to the previous financial year, he confirmed, with the growth fuelled by cruise, coach and insurance bookings which were in some areas "up as much as 60% off a good base".

Within the Select group, whilst passenger numbers to Hong Kong and China saw slight decreases this was offset with growth in

sales to other destinations such as Vietnam, Thailand, Japan, India and the Philippines, he said.

The conference also saw the Select Travel Group launch of ETG's Express Academy training program (**TD 18 Nov**), with gm of sales Jonathan Nelson saying the program "lays the foundation for members to stay at the forefront of travel knowledge and selling expertise."

During the conference, Nelson also announced that all new Select members would receive three free months access to the group's extensive suite of marketing tools, with existing members having their fees for the service waived over the same period to encourage more proactive sales and marketing.

### JITO event site live

**THE** JITO Connected travel industry networking app now has a website offering the same functionality - meaning companies can use the apps to run their own business events. The system allows organisers to easily manage RSVPs and registrations, offering branding and access to the data.

One of the first events to be hosted on the app is next week's **Travel Daily**.JITO networking night in Melbourne - users can sign up now and also connect with other attendees prior to the event at [www.jitoconnected.com](http://www.jitoconnected.com). More details on the **back page**.

## QF VLI c'share option

**PASSENGERS** impacted by Qantas' suspension of codeshare services with Air Vanuatu (NF) between Sydney and Brisbane to Port Vila until 29 Oct (**TD 06 May**) are able to rebook to alternate flights operated by NF.

See [qantas.com.au/agents](http://qantas.com.au/agents).

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# Travel Daily

First with the news

Monday 23rd May 2016

**APT**  
**EUROPE  
RIVER CRUISING  
2017**

CLICK TO VIEW DEALS

**TRAVELMARVEL**  
Travel More

## EUROPE 2017 Preview



### HURRY! OFFERS END 31 MAY

**VIEW MORE**

\*Conditions apply

TM2919

## Accor defends pay dispute

**ACCORHOTELS** has responded to mainstream media suggesting the hotel giant had been unfairly paying its staff (**TD Fri**).

"There was no implication at all from the Fair Work Ombudsman (FWO) that AccorHotels (or its third party contractor) underpaid staff," an AccorHotels spokesperson told **Travel Daily**.

In 2014, the FWO found two of the hotelier's third party house-keeping contractors providing services to some of its hotels had allegedly not created a regular pattern of work documentation for part-time employees.

The contractors had also incorrectly named employees on their pay slips, the FWO found.

"There was no finding in the report of underpayment to our contractors' employees.

"As soon as AccorHotels was made aware of this, we worked with those third-party operators to rectify this issue."

In a statement to **Travel Daily**, AccorHotels said it was not aware of any further allegations and that the FWO found it had cooperated with their enquiry,

while lawfully engaging those principal contractors, who in turn engaged the employees.

"As the largest operator of hotels in Australia, AccorHotels has always prided itself on treating its employees fairly, with respect and in full alignment with the employment laws of each state and territory in which we operate," the company said.

The memo said the group takes its responsibility to all employees very seriously, "and we will continue to strictly monitor our contractors to ensure they comply with their obligations".

### Sea Princess delays


**VIRGIN** Australia has issued a waiver for passengers affected by the delayed arrival of *Sea Princess* into Perth due to strong weather.

*Sea Princess* was expected to arrive at Fremantle today but VA advises the 77,500-tonne ship will now not arrive into Fremantle until tomorrow (24 May).

Agents with affected pax can alter VA flights for today or Tue using the code SWF19200512PER.

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# Travel Daily

First with the news

Monday 23rd May 2016



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EXECUTIVES DIVISION ON  
**02 9231 2825**  
OR VISIT US AT  
[www.aaappointments.com.au](http://www.aaappointments.com.au)

## Select's Glitzy Award Night



**MEMBERS** and suppliers of the Select Travel Group were thanked and recognised for their achievements over the past year at the annual Gala Awards Dinner on Sat night in Ho Chi Minh City.

Many awards were handed out for outstanding achievements across a range of categories including air sales growth, product sales, coach touring, cruising and express insurance.

Taking out the top award for

Agent of the Year - National was the team from Best & Less Travel in New South Wales.

**Pictured** from left are Quynh Giang, general manager Express Travel Group; Murad Juddani, manager, Best & Less Travel; Medhi Juddani, managing director, Best & Less Travel and Tom Manwaring, ceo Express Travel Group.

See more winners and photos from the night by clicking [HERE](#).

## Qatar Air local teams

**QATAR** Airways has finalised its commercial teams in both Sydney and Adelaide.

The Sydney team is comprised of Christopher Ellis, manager national accounts; Justin Kestel, commercial manager and Demetrius Laris, sales support, along with sales executives Adam Joseph, Lida Alevizos and Stella Vlahos.

Led by commercial manager Denisa Mickova, the Adelaide team includes Lisa Cadd, senior sales executive, Celia Witton, sales support and sales executives Steve Eickhoff and Rachel Agars.

## MAS, TA, SATC p'ship

**MALAYSIA** Airlines (MAS) has partnered with Tourism Australia and the South Australian Tourism Commission to boost incoming tourism to South Australia.

The campaign will see three of MAS's three "most influential" Enrich frequent flyers travel to South Australia, documenting their experiences on social media.

Joel Neoh, one of Asia's top 10 young entrepreneurs; Wong Cheng Perng, managing director of Vantage Oilfield Solutions, and Hew Hein Hwei general manager, Manufacturing and Human Resources will next week depart to SA for the five-day tour.

Trip highlights include a Penfolds Magill Estate tour, Barossa helicopter rides & more.

## Window Seat

**MOVE** aside *Snakes on a Plane*, two tarantulas have found their way aboard a flight to Canada.

The arachnids were spotted on the Air Transat flight from the Dominican Republic when one crawled up an unsuspecting passenger's leg during meal time, *The Guardian* reports.

One of the spiders was captured in flight while the second made itself at home until it was trapped by a federal agent upon landing.

Flight attendants told passengers to put their shoes on and cover their ankles.

It's speculated the hairy, aggressive creepy crawlies were hidden in carry-on luggage.

There's a lucrative market for live tarantulas, which range in length between 10cm and 20cm and have fangs that can grow to 2cm or more.

## Canada prices rising

**SCENIC** is urging agents to book clients now to secure the best price available on its pre-release Canada, Alaska & the USA 2017 program before 02 Jun.

GM of Journey Design Aleisha Fittler said the fluctuating USA exchange rate means "prices will increase significantly at main brochure launch".

## MAIN BEACH TRAVEL MBT CORPORATE

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This role is primarily looking after high-end leisure clients, building complex but interesting itineraries.

#### MINIMUM SKILLS & EXPERIENCE

- Minimum 5 years travel consulting
- Amadeus & Tramada experience (or similar)
- Virtuoso experience highly regarded

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**Interstate applicants welcome.**

Please email your application to [mike@mainbeachtravel.com.au](mailto:mike@mainbeachtravel.com.au)

Only candidates meeting the minimum requirements will be considered, and unsuccessful candidates will not be contacted.

## Corporate Travel Consultant

We are looking for a vibrant, outgoing consultant with 2-3 years experience looking to join a growing boutique team located in Sydney's CBD, close to Town Hall Station.

You need to have experience in corporate travel and a passion for delivering excellent service on a day to day basis. Sabre and Tramada Next Gen are preferred but not essential. Attractive salary for the right person.

If you think outside the box when working with clients, then we would love to hear from you.

Send through your resume to Georgina Byrt at [georgina@sanfordtravel.com.au](mailto:georgina@sanfordtravel.com.au) or call 02 8268 2777.



corporate > events > leisure > perks

## Eurostar sales slide

**TERROR** attacks in Brussels and Paris have led to a softening in ticket sales on the Eurostar rail service, the operator has said.

Eurostar chief executive Nicolas Petrovic said tourists from North America and Asia were shunning travel to Europe in favour of other destinations.

Petrovic told BBC's *Radio 4* the market doesn't "really understand what's going on and would rather go elsewhere altogether".

Pax numbers using Eurostar in the first quarter of 2016 fell to 2.2 million, from 2.3 million last year, while sales slumped 6% to £201m compared to the corresponding period in 2015.

## Air NZ 777s to Raro

**BOEING** 777 aircraft will replace smaller 767 wide-bodies on Air New Zealand's Auckland-Rarotonga-Los Angeles route, which is set to lift seating capacity by an extra 150 pax per flight.

Announced at the South Pacific Tourism Exchange last week, Cook Islands Tourism ceo Halatua Fua said the bigger jet would enable a 30% increase in passengers on the route beginning in Dec.

"We are very excited about these latest developments and our codeshare arrangements with Qantas which gives us access to some 12 million frequent flyers," Fua said.

Alongside Jetstar's new service out of New Zealand which began operation in Mar offering links to Australia, the upgauge by Air New Zealand to 777s is estimated to potentially boost visitor numbers to the eastern Pacific territory by at least 15,000 per annum.

## Evergreen explore Last Frontier

**BUILDING** on its highly successful range of combination trips in North America, Aussie premium tour operator Evergreen Tours has added 'The Last Frontier' in 2017.

Speaking exclusively with *Travel Daily* on Fri, gm Angus Crichton said initial feedback from the new Canada & USA brochure that soft launched last week has been "extremely positive", with a wave of new bookings.

Crichton told *Travel Daily* that Evergreen Tours has bypassed a pre-release Canada & USA (and Alaska) program to give agents assurance and certainty of dates and prices when booking.

In 2017, Evergreen has two new trips - an 18-day Rockies Explorer & Alaska Inside Passage Cruise and a 31-day Ultimate Rockies, Alaska & Yukon Adventures and Glacier Discovery Cruise.

The shorter tour traverses the Rockies by coach and is paired with an Inside Passage cruise.

It offers something for guests in Evergreen's market who are looking for a more economical option than Rocky Mountaineer's SilverLeaf product, and is priced from \$6,145ppts that includes two-for-one Air Canada flights for "earlybear" bookings.

By comparison, Evergreen's brochure price for the 18-day Rockies Grandeur including SilverLeaf is \$7,995ppts.

The 31-day itinerary includes multiple two night stays, including Dawson City & Whitehorse in the Yukon, opening up a new region of the world for Evergreen Tours' clients to explore, product manager Justin Ewin told *TD*.

Crichton says the extensive



choice of combination itineraries - more than 20 exploring a mix of western and eastern Canada, Canada and the USA, touring and cruising the Inside Passage, New England, Mississippi, Caribbean & Hawaii - arms agents with the tools to cross promote & upsell.

Crichton and Ewin are pictured displaying the new Canada & USA brochure - view it [HERE](#).



## Account Manager - Sydney Brisbane

Air France KLM are looking for a highly motivated individual to join their Sales Team as an Account Manager based in Sydney for an initial 12 month contract.

### Key Responsibilities of the role are:

- Manages an account portfolio with the aim to maximize revenues and potential for AFKL
- Monitor the development and analyze the performance of the portfolio
- Thoroughly research, plan and prepare sales calls with the core aim to discuss and improve results.
- Provide a high level of customer focus and initiate corrective actions in close cooperation with the customers as required.
- Provide market intelligence on current positioning and identify new revenue opportunities including cross-selling and up-selling.
- Update and maintain weekly activity plans and reports via CRM tool "Sales Force".
- Develop and implement a plan to prospect and secure new business using a combination of networking and other relevant market information.
- Evaluate business potential of existing and prospective customers and drive conversion from potential to new business.
- Ensure a high ROI on all incentives, commercial funds, flexibility offered within the scope of the contract.

### The successful candidate will possess:

- Bachelor degree or MBA (preferably in business administration, economics or similar), or proven previous experience to work at this level
- Previous experience in managing a sales territory in either the aviation, travel or tourism industry
- Working knowledge of Salesforce or a similar CRM tool
- Fluent English language, proficiency in French being a plus
- Customer focused & results orientated
- Initiative & proactivity
- Excellent time management skills
- Strong analytical skills
- Persuasiveness and self-motivated

The base salary is \$55,000 with high OTE potential. Please forward your resume and cover letter to : [mail.recruitment.singapore@airfranceklm.com](mailto:mail.recruitment.singapore@airfranceklm.com) by 31st May 2016 with the reference SYDBNE\_ Account Manager. Only suitable candidates will be accorded an interview.

## LUX marketplace

**A NEW** meetings area, The MICE Marketplace, will be launched by Events by Luxperience at the 2016 show, running 18-21 Sep.

The addition is designed to offer more flexible exhibiting options to meetings and events suppliers and a more relaxed and strategic appointment program.

For more info on the show, see [www.luxperience.com.au](http://www.luxperience.com.au).

## AFL Round 9 Winner

Congratulations

**MICK BOYLAN**

from Sunlover Holidays

Mick is the top point scorer for Round 9 of Travel Daily's AFL footy tipping competition. He's won a \$100 travel voucher from Excite Holidays.

**exc!te**  
HOLIDAYS



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

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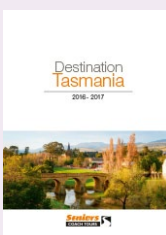


# Brochures

**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](mailto:brochures@traveldaily.com.au).



**APT - Canada & Alaska featuring USA 2017**  
Redesigned for ease of navigation, the new brochure packs in 34 holidays. Two itineraries include a cruise aboard Regent Seven Seas' six-star *Seven Seas Mariner* in a Deluxe Verandah Suite. Also new is the 18-day Eastern Canada's Fall Colours, which ventures from Toronto to New York City, spending time aboard the Cafe Lafayette Dinner Train. The 16-day New England Discovery from Montreal to New York City has also been introduced.



**Seniors Coach Tours - Destination Tasmania 2016/17**  
The latest brochure from Seniors Coach Tours covers Tasmanian holidays designed for travellers aged 60 and over. Ranging from seven- to 14-days in length, the easy pace itineraries explore Tasmania from tip to toe. The lengthiest adventure, the 14-day Tasmanian Wonderland starts in Launceston and stops off at Tamar Valley, Port Arthur, Cradle Mountain and Smithton, with time aboard the West Coast Wilderness Railway, *MV Lady Jane Franklin II* & cruising the Tamar River.



**Sno'n'Ski - Japan, Canada, USA & Europe 2016/17**  
Sno'n'Ski's biggest brochure yet has been unleashed, covering Japan, USA and Canada ski resorts. Inside are maps which detail the driving times between the resorts and airports. There are more properties in this year's brochure, along with a collection of earlybird specials of up to 45% off. Popular resorts ski such as Niseko, Hakuba, Whistler, Banff, Aspen and Vail can be found inside, along with Naeba or Skiga Kogen in Japan, Panorama in British Colombia, or Keystone, Colorado.

## Bench shows off Botswana



**HOSTED** by Bench International, these agents spent some time familiarising themselves with Botswana recently.

A sundowner cruise on the Zambezi River, sampling a 'boma dinner' and searching for the Big Five were just some of the highlights, but the icing on the cake was sitting around the fire at Elephant's Eye as a parade of elephants drank from the pool.

**Pictured** at Ngoma Safari Lodge are: Cameron Neill, Bench

International; Carlene Gillie, Flight Centre St Georges Terrace; Jessica Scully, Escape Travel West Lakes; Rachel Steele, Flight Centre Unley Road; Bethanie Lang, Flight Centre Claremont; Corey Boyle, Escape Travel Brookside; Debby Oscroft, Jenman Safaris; Laura Florides, Flight Centre Karrinyup; Corrinne Brown, Cross Country Tours; Rachael Donohoe, The Travel Centre Coffs Harbour and Ilona Schrimmer, Flight Centre Wagga Wagga.

## NZ int'l spend record

**INTERNATIONAL** visitor spend in New Zealand topped NZ\$10m for the first time ever for the year ending Apr, up a whopping 25% on the year prior.

The increase comes as overseas arrivals to New Zealand surged more than 10% last month and holiday arrivals jumped 15.5% year-on-year.

Tourism New Zealand ceo Kevin Bowler unsurprisingly was thrilled with the figures.

On Fri, Bowler said: "To see this level of growth in off-peak arrivals is exceptionally good news for the industry - by extending the traditional peak season it enhances employment opportunities and the value growth is bringing significant economic benefit to the country".

Spend from US arrivals jumped 46% for the year ending Mar while spend in the China market is up 41% for the year ending Apr.

Monday 23rd May 2016

## Rail Europe discounts

**TO CELEBRATE** Thalys' 20th anniversary, Rail Europe GSAs are offering a series of deals.

Until 09 Jun, agents can book one-way fares starting from AU\$30 for travel between 01 Jul and 31 Aug.

Eligible routes for this promo include those linking Paris to Belgium, Germany and The Netherlands; Belgium to Germany and The Netherlands; and between Lille and The Netherlands.

Rail Europe tickets are distributed by Rail Plus, Rail Tickets, CIT Holidays and Infinity Rail in Australia, for more, see [www.raileurope.fr/wheretobuy](http://www.raileurope.fr/wheretobuy).



## Account Manager - Victoria

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## Swagman to South Africa



**SWAGMAN** Tours recently hosted a group of select travel agents to South Africa on a luxury educational.

The group highlighted a stay at the Leopard Hills Game Lodge

bordering world famous Kruger National Park as a particularly memorable experience.

During the stay, the consultants spotted both black and white rhinos, eight different leopards as well as the endangered African wild dog.

**Pictured** (above) before the game drive from left are attendees Alyson, Mandy, Emily, Peta, Melanie, Jenny and Julius.

## Motorcycle tours

**DRIVEAWAY** Holidays has introduced a series of brand new self-drive motorcycle tours for visitors to the United States.

Available two-wheelers include several models of Harley Davidson, as well as classic, touring and trikes by makers such as Indian, BMW and Honda.

Motorcycles can be collected from 50 different locations across the US with one-way drop-offs permitted in some cities.

## 777X wing factory

**AIRCRAFT** manufacturer Boeing has announced the opening of its new 777X Composite Wing Centre in Everett, USA, near its headquarters in Seattle.

The US\$1 billion facility will manufacture the world's largest composite wings for the 777X, the company's newest commercial jetliner.

The grand opening took place last week and was attended by Boeing employees and group chief executive, Ray Connor.

## EK invests in Oz wine

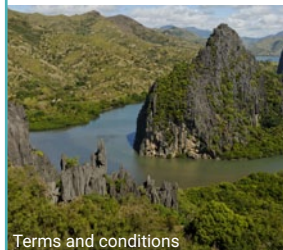
**EMIRATES** has reported investing US\$4 million last year on Australian wines for its pax, focussing on high-end Shiraz assortments and white wines.

## 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 Exclusiv Golf de Deva + Garden Golf de Dumbea
- Return airport transfers

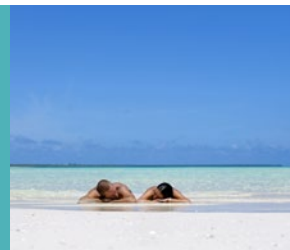
To win, answer every daily question correctly and have the most creative answer to the final question. Send your entries to [newcalcomp@traveldaily.com.au](mailto:newcalcomp@traveldaily.com.au)



Terms and conditions

Q16. Does Ramada Hotel & Suites Noumea own a spa?

[CLICK HERE](#) for a hint



## Air NZ Apr op stats

**AIR** New Zealand carried 1,204,000 passengers in Apr, a 3.3% uptick compared to the same period last year.

Long-haul passenger numbers climbed 8.7% driven by new routes, whilst short-haul numbers spiked 2.6%, with revenue pax kilometres (RPK) up 10.5% and 6.2% respectively.

Tasman/Pacific demand dipped 0.4% as capacity rose 4.1%.

RPKs grew significantly on Americas/UK routes with a 16.1% increase, due largely to increased capacity on Auckland-Houston and Auckland-Buenos Aires routes (up 18.7%).

## Albatross incentive

**AGENTS** booking a client on any Albatross Tours Christmas or New Year tour featuring Switzerland before 10 Aug will go into the draw to win a Victorinox Swiss Watch valued at \$650.

[CLICK HERE](#) for more info.

## AC links YYZ/LGW

**AIR** Canada has commenced seasonal services linking Toronto with London Gatwick, utilising Boeing 767-300ERs on the route.

Services commenced initially as six weekly, moving to daily from 01 Jun to 26 Sep and being wound back until 16 Oct.



## Round 13 Winner

Congratulations

**GEOFF HOUSTON**

from MTA Travel

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



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 LTPS/16/01379, ACT permit TP 16/00359

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# Win a trip for 2 to Paris & Amsterdam

Runner up gets a magical weekend in Melbourne

**Top 5 agencies with the highest growth will receive a \$1000 gift card**  
**Stores who issue the first 100 tickets will receive a \$50 gift card**



Incentive period: 09 May – 12 June 2016. Grand Prize will be awarded to the agent with the highest percentage growth vs same period last year on any Air France/KLM coded international flight via Self Plate or Air Tickets. They will receive economy flights and 3 nights accommodation in Paris and Amsterdam. The winning agency must meet a minimum \$5,000 sales criteria in any class on Air France/KLM in both years. Runner up prizes are based on second most improved sales over the same period last year will receive a magical weekend in Melbourne including flights from your capital city and 2 nights accommodation. The next 5 agencies with the highest growth will be awarded a \$1000 Gift Card. Infant, cancelled or refunded tickets are not eligible. Agents who issue the first 100 tickets will receive a \$50 Gift Card. 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. All prizes are only open to full time international selling agents of helloworld Branded, Associate, helloworld for Business, My Travel Group and Air Tickets. Winners must be employed as such at the time of travel. Helloworld Limited and Air France/KLM reserve the right to cancel or alter the conditions of the incentive at any time.







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**CUSTOMER DATA EXPERT**

**BRISBANE, SYDNEY OR MELBOURNE – UP TO \$95K PKG**

Combine your top notch technical & operational corporate travel experience with your strong analytical skills when you join this market leader. You'll be responsible for collecting, cleaning, transforming and modelling data to formulate successful CRM strategies. Your adaptability will see you lead by example and embrace change within the team. A strong salary package and superb industry benefits on offer. Tramada skills and project management experience a must.

**RARE OPPORTUNITY**

**CORPORATE TRAVEL BUSINESS DEVELOPMENT MANAGER  
MELBOURNE – SALARY GUARANTEE \$130K - \$150K+**

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have a prestigious new role available with one of the most dynamic TMCs in the business. Targeting the ACADEMIC market, you must be driven by winning new business and achieving targets. You will be rewarded with a top salary, generous KPI bonuses plus amazing benefits & incentives. Guaranteed salary on offer plus fantastic bonuses.

**LEADER IN THEIR FIELD**

**NSW/ACT TRAVEL INDUSTRY BDM  
SYDNEY – STRONG SALARY PACKAGE**

This is a brand you want to represent, well known as a leader in their field, agents will greet you with open arms. Be the face of this brand calling on the industry to promote and sell this great product. Use your strong sales skills to increase revenue whilst also looking after your existing customers. If you love to be challenged and love finding new business opportunities whilst maintaining the existing then this is for you, send your CV today.

**INTERVIEWING NOW!**

**GROUP DIRECTOR OF SALES  
GOLD COAST – EXECUTIVE PKG + BONUSES**

Our client is looking for a true sales leader to join them as Group Director of Sales. Leading & managing a team of sales professionals, developing & implementing sales strategies across the group & all segments & driving revenue targets to reach company goals. Exceptional leadership skills a must along with experience in a similar role with previous region, country or global responsibilities. An executive pkg. on offer including strong base + bonuses + benefits.

**GET RESULTS!**

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

Are you looking for your next challenge in your sales career? As an experienced 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. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

**FORCE TO BE RECKONED WITH**

**CALL CENTRE TEAM LEADER  
SYDNEY - SALARY PACKAGE \$95K INCLUDING BONUS**

Work for this leading Travel Company based in Sydney and lead their call centre operations. You will be responsible for leading a team of sales staff to meet and exceed, daily, weekly and monthly targets, mentoring, training and call coaching are all part of the role. You will come from a call centre background, have an understanding of telephony metrics and have lead teams to success. If this sounds like you apply today!

**MULTI - MILLION DOLLAR REVAMP**

**LEADING HOTEL MICE BDM  
SYDNEY - SALARY PACKAGE \$105K**

Are you a talented MICE BDM looking to sell a fantastic new hotel space? This dynamic, award winning hotel has just finished a multi-million revamp of their Events and Conferencing areas. Aimed at the higher end of town, you will enjoy representing this unique facilities to your PCO and Corporate clientele. Boasting amazing waterfront views, your clients will be lining up to have their next high profile launch, function or conference in this prestigious space.

**DRIVE REVENUE RESULTS**

**AREA REVENUE MANAGER  
GOLD COAST or MELBOURNE – SALARY PKG UP TO \$85K**

A highly experienced Revenue Manager is required to join this industry leader as an Area 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 goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

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Win a trip for two to  
**LONDON,**  
flying Etihad Airways

+ five nights accommodation including car hire

Major prize sponsored by Etihad Airways and subject to terms and conditions  
Accommodation sponsored by Instant Travel and car hire by Avis

## Melbourne Networking Night

1st June - 6PM

### Travel Daily & Jito Connected Networking Party in Melbourne - 1st June

WIN a trip to London kindly sponsored by Etihad Airways,  
Accommodation 5 nights sponsored by Innstant Group.

5 nights Car Hire sponsored by Avis & Sponsored  
event by Travelport, Trafalgar, Insight Vacations,  
Travel Counsellors, Travel Industry Exhibition.

**FREE FOOD, DRINKS, MUSIC,  
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Register & RSVP on Jito Connected.  
Set up your profile, including company title, photo.  
Then visit the event page & you must click (GOING) on the event.

**CLICK HERE**

Your attendance will be confirmed subject to availability.