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# Travel Daily

First with the news

Monday 19th September 2016



## South Africa show

**DATES** and venues for the 2016 South African Tourism Road Show have been confirmed for Perth (17 Oct), Melbourne (19 Oct), Brisbane (20 Oct), Sydney (24 Oct) and Auckland (26 Oct).

The showcase will provide travel agents with an opportunity to meet South African experts to ramp up their knowledge of the destination, while sampling South African inspired food, wine and entertainment.

Events run from 5:30-9:30pm with trips to South Africa up for grabs in each city.

Spaces are limited, up to three agents per office - RSVP [HERE](#).

### Today's issue of TD

**Travel Daily** today has seven pages of news, a photo page for **Atout France**, a front cover wrap for **JITO** plus full pages from: ([click](#))

- TravelTrends
- AA Appointments job

## Luxperience comes of age

**LUXPERIENCE**, the Sydney-based "luxury experiential" trade show started by former Travelcorp owner Helen Logas five years ago, has this year seen significant growth with many upmarket brands debuting new

products and experiences for the local market.

This morning's opening session included the launch of a major research project which found the key issue for luxury clients is service standards - not just in the end product but also in the process of arranging travel.

The MyTravelResearch study cited a range of "personality types" who make up the luxury consumer demographic, with the most common being the 'Lotus Eater' - someone who wants to get back to the simple life and just take time to relax.

In second place is the Replenisher - people who travel to recover from their busy lives, followed by the Dynast - someone who travels to celebrate and enjoy time with their family.

Luxperience continues through until Wed - more in today's issue of **Business Events News**.

### QR A380 SYD launch

"**STEADY** growth" on the Doha-Sydney city pairing since its launch on 01 Mar has resulted in Qatar Airways deploying its 517-seat A380 aircraft on the route.

QR's superjumbo, which began services to SYD on Fri, will boost daily capacity by 44%.

Qatar Airways' double-decker jet is configured with eight seats in First class, 48 in Business and 461 in Economy class.

Passengers travelling from Sydney to both London and Paris are able to experience QR's A380 on the entire route.

## Crompton joins CVO

**FORMER** Virgin Australia big wig Judith Crompton was today announced as ceo of Cover-More Limited's Travel and Aviation business (**TD** breaking news).

Crompton has 30 years airline and travel industry experience, including senior roles at Qantas, Etihad Airways and Flight Centre.

Most recently Crompton was chief commercial officer with Virgin Australia, a role she held since 2012, with Air NZ chief commercial officer Cam Wallace telling **Travel Daily** this morning she had been an "absolute pleasure to work with".

Cover-More ceo Mike Emmett said Crompton's recruitment was a "key part of the implementation of a new global go-to market approach...her talent, drive and international experience will enable us to leverage this global business to maximum effect".

Crompton will commence in the role at Cover-More on 14 Nov.

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First with the news

Monday 19th September 2016

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## Travel Daily

on location at  
**Luxperience**

Today's issue of TD is coming to you from the fifth annual Luxperience luxury experiential trade show in Sydney.

**LUXPERIENCE** 2016 kicked off yesterday with a Thought Leaders forum and welcome cocktail party attended by 600 guests at The Star Event Centre.

The 2016 event is the biggest Luxperience yet, with founder Helen Logas saying there are "more tourist boards, more hotel groups, more cruise lines, more private aviation groups and more tour companies than ever before".

Luxperience 2016 is themed Celebrate, and the show includes a new MICE Marketplace meetings area where hosted buyers can conduct their appointments with exhibitors.

There are also new business sessions and lots of networking opportunities, with the show culminating in the Luxperience Awards gala tomorrow night.

## FCM launches new suite

**FLIGHT** Centre's corporate division FCM Travel Solutions has today announced the launch of "FCM 360," splitting its offerings into three categories: 'FCM 360 Technology,' 'FCM 360 Travel' and 'FCM 360 Services'.

Global FCM gm Marcus Eklund said the suite was created "to demonstrate the total approach FCM take when developing and managing client travel programs."

"Within FCM 360 we offer a wide range of specialist travel services and technology solutions which drives transformation of our clients' business travel programs," Eklund said.

The product suite has been launched right across all 92 countries in the FCM global network, as a "complete and customised travel management solution that is available globally to meet the needs of our multinational customers".

FCM 360 Technology provides a comprehensive range of reporting, analytics and travel booking tools as well as mobility, expense and travel management solutions.

The FCM 360 Travel suite includes ground transport, contracted hotels and airfares, global fare access, industry offers and value-adds, while FCM 360 Services includes account and travel management services, dedicated offsite or onsite flexibility, consulting, VIP services, groups and meeting solutions.

## DFAT US precautions

**THE** Dept of Foreign Affairs & Trade has issued an updated advisory for the United States of America following an explosion in New York City yesterday.

"Stay vigilant and monitor the media about possible new safety risks," DFAT is urging Aussies.

## Ritz-Carlton Star Syd

**THE** Star Entertainment Group confirmed on Fri it's new tower project in Sydney will include a six-star hotel, to be operated by lux hotel group, The Ritz-Carlton.

The casino/resort operator has sought architects to design the tower at The Star Sydney that will feature a hotel with 220 rooms.

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# Travel Daily

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Monday 19th September 2016

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[www.aaappointments.com.au](http://www.aaappointments.com.au)

## Spain single supp cut

**TEMPO** Holidays is trimming the single supplement on its collection of English speaking coach tours throughout Spain, valid for bookings until 04 Nov.

The move represents a saving of up to \$420 for solo travellers and can be combined with a saving of 10% on Spanish tours.

Tempo's six-night Andaluca & Barcelona itinerary through southern Spain (based on first class accom) is now priced from \$1,220 twin share and for singles - phone 1300 558 987.

## Avis France purchase

**AVIS** Budget Group has agreed to acquire privately-held French vehicle rental company, France Cars, significantly increasing the firm's presence in the market.

The sale will add 8,000 cars, vans and light trucks to the Avis Budget Group fleet, introducing more than 60 locations to its existing network in France.

## Temporary activity visa changes coming

**APPLICATIONS** for a temporary activity visa or sponsoring an applicant are set to be simplified under proposed changes being rolled out on 19 Nov.

Subject to final approval by the Governor General, adjustments will see a new sponsor class introduced to replace six existing classes, removing some sponsorship and nomination requirements for specific short stay activities.

Applications will also be able to be lodged online - details [HERE](#).

## Qantas Tokyo waiver

**QANTAS** is offering passengers holding a valid ticket (issued on or before 16 Sep) on flights between Victoria or Tasmania to Tokyo to move to the non-stop Melbourne-Narita service (**TD** Fri).

Pax are able to rebook on QF79 or QF80 without a fee.

## CBR int'l ready to go

**CANBERRA** Airport has officially opened its international terminal ahead of Singapore Airlines' new non-stop service to the ACT commencing later this week.

The facility features state-of-the-art passport control facilities, duty free shopping and a new terminal lounge (**TD** 28 Apr).

"The arrival of international flights to and from Canberra Airport will mark an exciting new era for the Canberra region, with expanded access to international markets set to drive growth in jobs, tourism and trade for the region's economy," Minister for Infrastructure and Transport Darren Chester said.

ACT Senator Zed Seselja said the direct international connections will provide a boost for the local tourism industry, "encouraging businesses to invest and helping unlock our full potential".

SQ's first flight to CBR and the new terminal begin on 21 Sep.



## Window Seat

**THE** ultimate dining experience for aviation enthusiasts has just landed in Wuhan, China.

The restaurant, known as Lilly Airways, is housed inside the cabin of a retired Boeing 737 aircraft, owned by several major carriers in its lifetime including British Midland Airlines.

The plane cost a whopping US\$5.28m to buy and refit and the cockpit has been converted into a flight simulator for some unique post-dinner fun.



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UK and Ireland	\$1,479*	UK and Ireland	\$7,129*
South Africa	\$1,619*	South Africa	\$7,899*

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Monday 19th September 2016

## Contiki menu refresh

**CONTIKI** has overhauled the food program offered on its European itineraries, with the new menus to go live on next year's trips.

During an exclusive interview with **Travel Daily**, Contiki ceo Casper Urhammer said the company had pinpointed food as the next big travel trend.

"Food is now becoming increasingly important to younger people," he explained.

The youth touring specialist sent European *MasterChef* judge Thomas Castberg to all their properties in Europe to work with local teams to "lift their game" on the menus they serve.

"In all the places where we do the cooking the menus have been redesigned by a MasterChef judge, someone who knows what he is talking about," Urhammer said while in Sydney recently.

"It's not just down to what they're eating but how its served and what the story is behind it".

## Booking.com adds new Experiences

**BOOKING.COM** has added London, Paris, Rome and Dubai to the pilot release of its new 'Booking Experiences' app.

Managed entirely by the OTA, 'Booking Experiences' allows travellers to get instant booking access to all the participating venues and attractions within their chosen destination through a QR code.

"Simply show up to the attraction you're interested in, scan the code from your smart phone and enjoy," explains Booking.com.

The QR code is automatically linked to the user's credit card of choice - eliminating the need to wait in queues.

The online travel company's app uses insights from customers and endorsement data to provide the user with "personalised relevant and timely suggestions to personalise the in-destination experience".



## Business Development Executive, QLD (Permanent role, 3 years, includes generous travel benefits)

Cathay Pacific Airways has an exciting and rare opening in our Brisbane Sales team. We are looking for an experienced **Business Development Executive** for our Brisbane Sales office. The purpose of this role is to generate revenue from accounts of high value for Cathay Pacific, in line with state objectives. You will be responsible for identifying and developing key accounts based on value, and maintaining effective relationships with these accounts. You will actively participate in projects to improve the Brisbane Sales team and represent the business as required.

### The successful candidate must demonstrate the following:

- Extensive experience working in travel or a travel-related industry
- At least 3 years in a similar business development role
- Proven ability to achieve sales revenue targets
- Proven ability to identify key incremental revenue opportunities
- Has the capability to work autonomously
- Analytical and problem-solving skills
- Excellent negotiation, presentation and communication skills
- Excellent IT literacy, including use of Microsoft Outlook, Microsoft Office, Shepherd/Salesforce

If you have the above skills and experience, please submit your application via our website, [here](http://here).

**Applications close Sun, 25 Sept. Applicants must have the right to live and work in Australia to be considered.**

**An assessment centre for short listed candidates will take place on Thurs, 6 Oct.**



## Bangkok

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## Magellan's fancy soiree



**DELEGATES** attending the Magellan Travel Group conference in Auckland suited up and donned their finest frocks on Fri for the Gala & Awards dinner held at the Hilton.

Emceed by Australian television personality Catriona Rowntree, the night recognised the achievements and efforts of a number of Magellan agent members over the last year (more in tomorrow's edition of **TD**).

**MEANWHILE**, group chief executive officer Andrew Macfarlane announced during the closing address that next year's Magellan conference will be held at the new Crown Towers in Perth in mid Sep.

**Pictured** at the fancy soiree are (from left) Alex O'Connor, managing director, Insight Vacations; Penny Spencer, managing director, Spencer



Travel; Katrina Barry, managing director, Contiki Holidays; Andrew Macfarlane, ceo, Magellan; Susan Harberle, national sales manager; APT and Fiona Dalton, managing director, Uniworld.

**Below** inset is Andrew Macfarlane with pre-drinks sponsor Craig Adamson, director, Leading Hotels of the World.

## Jupiters opening date

**THE** Star Entertainment Group has today confirmed the Gold Coast's new six-star hotel Jupiters will be fully operational prior to the Gold Coast 2018 Commonwealth Games.




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\*Terms & conditions apply



Monday 19th September 2016



## MGTO cracks out joggers



## Win tickets to TRAVELtech

Each day this week, Travel Daily and TRAVELtech are giving away a double pass to the TRAVELtech conference in Sydney on Sep 27.

Provocative program, fantastic speakers and a great crowd already booked.

The countdown is on for TRAVELtech, Australia's leading web travel event, which returns to Sydney next Tuesday, September 27. Don't miss out! Visit [www.traveltrends.biz](http://www.traveltrends.biz) for program and bookings.

To win, be the first person to send the correct answer to the following question to [traveltech@traveldaily.com.au](mailto:traveltech@traveldaily.com.au)

What's the name of Australia's leading online travel marketing, distribution and technology conference?

[Click here for a hint](#)

**SYDNEY** travel agents teamed up with the Macao Government Tourism Office to compete in the Blackmores Sydney Running Festival over the weekend.

Decked out in Macao International Marathon T-shirts, the runners ventured 4km from Milsons Point to the Sydney Opera House, where the team regrouped for refreshments in Royal Botanic Gardens.

**Pictured** are: Helen Wong, MGTO managing director and Benjamin Zaubzer, marketing manager of MGTO, wrapped in the 35th Macao International Marathon flag.

## Kokomo Island Fiji

**PRIVATE** island resort, Kokomo Island Fiji will open on 31 Mar 2017, located on the celestial Kadavu Island Group.

The six-star retreat will offer an Owner's Beachfront Residence, five Hilltop Luxury Residences and 21 Exclusive Beachfront Villas.

## WA Ocean Marina

**THE** WA Govt has taken the lead role for Ocean Marina project in Joondalup, 26km north of Perth.

Public open spaces, boardwalks, tourist accommodation and retail, commercial and food & beverage outlets are proposed for the precinct, which aims to stimulate tourism to the region.

Check out all the adventure Arabia has to offer in the September issue of *travelBulletin*.

**CLICK HERE to read**

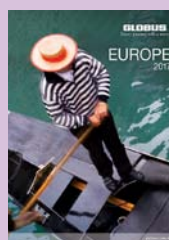


travelBulletin



## 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).



### Globus - Europe 2017

A total of 81 different itineraries feature in Globus' 2017 Europe program ranging from short regional tours to long trips exploring multiple countries. New journeys include the seven-day Best of Norway, travelling by road and rail through Scandinavia and the Gems of Iceland, a six-day circuit from Reykjavik. The German Vista also debuts, offering an eight-day focus on Germany, along with a nine-day tour from Ireland's Ancient East to the Wild Atlantic Way, travelling from Dublin. Also new to 2017 is yachting experience Portugal in Depth.



### Insider Journeys - India, Sri Lanka & Bhutan Private Travel 2016/18

This just released 60-page brochure features private touring and small group journeys, including a new 18-day Himalayas and Central India Explorer itinerary taking in Dharamsala, the Golden Temple in Amritsar and Bandhavgarh. Cruises on the Brahmaputra River in remote northeast India are a highlight, along with several new private travel itineraries ranging from short city stays to longer stand-alone itineraries. A selection of Rajasthan heritage hotels have been added.



### Railplus - Great Train Journeys 2017

The new Rail Plus brochure is packed full of journeys in Europe, Asia, USA, Canada, South America, Africa, India, Russia and Australia. There are rail and accommodation packages on the Rocky Mountaineer, including best sellers Northern Rockies at Leisure, Western Explorer and Canadian Rockies Highlights. Belmond Afloat in France is on offer, along with the Golden Eagle Danube Express, The Silk Road and the Eastern & Oriental Express, Southeast Asia. In Australia, the Indian Pacific ventures between Perth and Sydney and the Ghan voyages between Darwin and Adelaide.

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# Lyon and Emirates for a gourmet French affair

**SYDNEY'S** Est restaurant was the venue for an exceptional Michelin star gala dinner showcasing the City of Lyon, the French capital of Gastronomy & UNESCO listed city famous as the "City of Lights".

Sponsored by Atout France, Emirates Airlines, Nespresso & Pommery, top journalists and CEOs of travel companies were hosted to promote Lyon over an elegant dinner featuring one of Lyon's most famous chefs: Guy Lassausaie.

Australia represents the 5th largest market for Lyon in terms of visitation numbers.

Complete with great canapés, attendees enjoyed an introduction by Catriona Rowntree before a fascinating tour of the city's impressive legacy by Lyon's Blandine Thenet and Francois Gaillard.

Another of the evening's highlights was a presentation of champagne and wines from the region, featuring exceptional Pommery Champagne and regional wines accompanying chef Lassausaie's menu.



**ABOVE:** Inge Fransen, Pommery Champagne; and Patrick Benhamou, Director Atout France.



**RIGHT:** Mathilde Tissot, Cours des Loges and Marta Pardo-Badier, Chateau Perrache with Lionnel Flasseur, Only Lyon.



**ABOVE:** Tim Harrowell, Regional Manager NSW/ACT, Emirates.



**ABOVE:** Nespresso flavour to round off the evening.



**THIS** event was a first in Australia for France's second city and capital of gastronomy.



**RIGHT:** Blandine Thenet and Francois Gaillard, ONLY LYON with Catriona Rowntree.



## Air Niugini one off

**AIR** Niugini has scheduled a one-time service from Brisbane - Alotau - Port Moresby on 04 Nov, to be operated using a Fokker 70 aircraft, GDS displays indicate.

## MH 777 wing piece

**A WING** part found on an island off Tanzania in Jun has been "conclusively determined" as coming from the missing Malaysia Airlines flight MH370, Minister for Infrastructure and Transport Darren Chester has confirmed.

The aircraft part was examined in Australia at the Australian Transport Safety Bureau (ATSB), at the request of the Malaysian govt.

"Examination revealed the presence of unique identifying numbers relating to the part's construction which allowed it to be determined as definitely coming from missing Malaysia Airlines flight MH370," he said.

## LEGOLAND updates

**LEGOLAND** California Resort has revealed it's adding 18 LEGO NINJAGO premium themed rooms and two premium themed suites at LEGOLAND Hotel.

The new rooms will replace the LEGO Castle rooms in the lead up to the opening of the LEGO Castle themed hotel which is set to break ground in early 2017 ahead of a opening in 2018.

Located in Carlsbad, just north of San Diego, the resort is also expanding the LEGOLAND Water Park and creating a new addition to the LEGO *Star Wars* Miniland.

## HX beefs A330 fleet

**HONG** Kong Airlines has inked a new contract for nine additional A330-300 aircraft with Airbus.

HX president Zhang Kui said the extra aircraft will be deployed to destinations in Asia incl some long haul routes in the future.



## Vanuatu Specialists famil

**A GROUP** of Aussie travel agents has experienced the sites, tastes and sounds of Vanuatu having earned their place on week-long famil to the destination.

The 16 agents won their spot having successfully completed Vanuatu Tourism Office's online training and incentive program.

Eligibility was based on agents completing five modules on the program to achieve the 'Vanuatu Specialist' status, followed by a written submission on how they would 'Discover What Matters' if they were chosen to participate.

The trip was supported by Air Vanuatu and included a visit to

Port Vila before splitting into two groups of eight - one venturing to Tanna & the rest to Espiritu Santo, where they explored key attractions and properties.

Other sponsors included Aore Island Resort, Espiritu Santo Tourism Association, Beachfront Resort, White Grass Ocean Resort, Friendly Beach, Warwick Le Lagon Resort, Iririki Island Resort & Spa, Holiday Inn Resort and Adventures in Paradise.

For more information on the online specialist program, go to [www.vanuatuspecialists.com](http://www.vanuatuspecialists.com).

## VA Together We Fly

**A CAMPAIGN** for the AFL Finals Series has been launched by Virgin Australia, highlighting the diversity and passion of AFL players and fans.

The push will run throughout the remainder of the finals across TV, digital and social channels.

Virgin Australia's Melbourne Lounge will also host a portrait exhibition showcasing some of the players and fans featured in the campaign.

Three AFL players - Cyril Rioli from Hawthorn, Aliir Aliir from North Melbourne and Lin Jong from the Western Bulldogs are a part of the promotion.

To watch the video, **CLICK HERE**.

## Suresave PDS revamp

**SURESAVE** has reworked its Product Disclosure Statement, removing complicated wording, introducing a larger layout and developing an electronic version.



This month in Travel Daily, Rail Europe GSAs are giving you the chance to win in conjunction with **Eurail**.

The prize is a trip for two including:

- 2 x Eurail Global Passes
- 2 x Eurostar Standard Tickets
- Hop on hop off bus tickets in two cities of your choice
- 4 nights accommodation in the city of the winner's choice

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

**Q13.** In order to qualify for Eurail saver pass fares, how many people must travel together?



## Greer to leave ACTE

**TRACY** Greer will depart her role of regional manager Australasia for the Association of Corporate Travel Executives (ACTE) on 23 Sep to take up a position at Diabetes Australia.

**MEANWHILE**, ACTE has revealed its two-day Global Corporate Travel Conference, held in conjunction with CAPA will address the economy and the corporate travel outlook.

What travellers want, high level strategies for travel managers, implementation of virtual payments and eight breakout sessions will also be included.

**Travel Daily** is Australia's leading travel industry publication.

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TRAVEL TECH

Sydney, Tuesday, September 27.

# DISRUPTIVE INFLUENCES

## THE STORY CONTINUES



**Fantastic speakers and a provocative program anchor the latest edition of TRAVELtech – Australia's leading online travel marketing, distribution and technology event – which returns to Sydney on Tuesday, September 27.**

There's also excellent networking and plenty of time built into the day to make new contacts and catch up with old friends.

TRAVELtech is a fast-paced, issues-based event with loads of history (founded 1999) and a reputation for integrity and topicality.

This year's theme is **DISRUPTIVE INFLUENCES - THE STORY CONTINUES** and the program explores the seismic changes rocking the travel world.

**TICKETS COST \$549 + GST AND ARE AVAILABLE THROUGH THE [WWW.TRAVELTRENDS.BIZ](http://WWW.TRAVELTRENDS.BIZ) WEBSITE.**

TRAVELtech is being held at Sheraton on The Park in Sydney and the agenda runs from 9am to 4.30pm followed by drinks.

### CONFIRMED SPEAKERS INCLUDE:

**Ben Angell**, VP Marketing Asia Pacific, Norwegian Cruise Line

**John Beros**, General Manager, Scoopon.com.au

**Tony Carne**, General Manager, Urban Adventures

**Chad Carey**, co-Founder, Chimu Adventures

**Katherine Cole**, Regional Director Marketing, Hotels.com

**Gerry Comninos**, CEO, RMS

**Frederic Chanut**, MD, In Marketing We Trust

**Rod Cuthbert**, CEO, Rome2rio.com

**Matt Evans**, Analytics Lead Travel, Google Australia

**Brett Jardine**, Commercial Director, CLIA Australasia

**Chris Hall**, Managing Director, APT Group

**Ross Honeywill**, Executive Director, Centre for Social Economics

**Peter Hopgood**, General Manager, Outrigger Fiji Beach Resort

**Cassandra Italia**, Founder, TopDocs

**Michele Levine**, CEO, Roy Morgan Research

**Bruce Piper**, Publisher, Travel Daily/Cruise Weekly

**Nicola Beynon**, Head of Campaigns, World Animal Protection Australia

**Chris Reed**, Founder & CEO, SafeTravels.com

**Alexander Robinson**, CEO, Airly

**Dan Russell**, General Manager, CleanCruising.com.au

**Adam Schwab**, Managing Director, Lux Group Limited

**Alex Stewart**, Chief Operating Officer, SiteMinder

**Sean Sutherland**, Head of Digital and E-Commerce, OTA Division, Flight Centre

**Ben Tattersfield**, co-Founder, Dreams AI

**Justin Wastnage**, co-Founder Cine Souk

**Tim Welsh**, Director of Social Media, Event Hospitality & Entertainment Limited

**James Woodford**, co-Founder, YouCamp

**VISIT [www.traveltrends.biz](http://www.traveltrends.biz) FOR FURTHER INFO AND BOOKINGS**

Any queries, please contact event organiser Bluewater Press on (02) 9882-1575 or email [stephanie@traveltrends.biz](mailto:stephanie@traveltrends.biz)





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Leading technology provider in Melbourne is seeking a highly experienced Product Manager to head up the department. You will be accountable for the development of new products in order to meet market needs, whilst managing existing products and their enhancements. Seeing dramatic growth in the market place, this is an amazing opportunity to join a well recognised company that will offer an unbeatable salary package.

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

**ACCOUNT MANAGER – MEDIA / ENTERTAINMENT  
SYDNEY – SALARY TO \$90K (OTE \$100K)**

Are you currently a BDM or Sales Exec in the travel industry and looking for the next step or that something a little different? Our client have a very rare vacancy in their Account Management team managing a portfolio of exciting accounts within the Media and Entertainment sector, no day will be the same. You must be extremely well presented, have strong communication skills and a positive outlook. Ring today for more info.

**GLOBAL CAREER OPPORTUNITIES**

**LEARNING & DEVELOPMENT EXECUTIVE  
MELBOURNE – SALARY TO \$80K (DOE)**

Global organisation is growing at a rate of knots and as such, require a Learning & Development Coordinator to be based out of their Melbourne office. This new created role will have you responsible for the training & development of new recruits & developing training programs to upskill current consultants. You will also determine strategies to increase productivity & sales. Certificate 4 in Training & Assessment required & Mandarin or Japanese language skills.

**MID AND BACK OFFICE EXPERTS**

**PRODUCT MANAGER - TECHNOLOGY  
SYDNEY –SALARY PACKAGE TO \$95K**

Our client a Global Supplier to the Travel Industry have an opening within their product area responsible for managing the mid and back office portfolio of products, gathering current and future product requirements and ensuring these are communicated to internal and external stakeholders. You will have project management experience, strong GDS knowledge and have strong problem solving skills, great salary and future career opportunities available.

**TRAIN THE TROOPS**

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

Are you an experienced in learning and development within travel or hotels? 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. Previous experience in a similar role within travel or hotels essential, along with great organisation, communication & presentation skills

**STRATEGY, DRIVE, DELIVER**

**MARKETING MANAGER  
GOLD COAST – TOP SALARY PKG DOE**

Are you a talented marketing executive looking for a fresh new role? You will be responsible for managing the end to end of marketing campaigns across various channels from strategy to implementation & results, working on strategy & branding, producing marketing plans & collateral. Previous experience in a similar role essential along with high level communication, organisation & presentation skills. Top salary and benefits on offer dependent on experience.

**A CUT ABOVE THE REST**

**TRAVEL INDUSTRY BDM  
BRISBANE - SALARY PACKAGE UP TO \$70K**

Are you well connected in the Queensland market? Searching to be part of a company which has a brand name that everyone wants to work for? Here's your chance. We are searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business to join this industry leader. Be rewarded with a supportive team and be proud to walk through the doors representing this luxury brand.

**GUIDE AND MOTIVATE**

**HEAD OF RESERVATIONS –WHOLESALE  
SYDNEY – SALARY PACKAGE \$80K + BONUS**

This successful well established wholesaler have a very rare vacancy in their city based team leading the reservations team. We are looking for a strong but personable leader who can bring their strong coaching and mentoring skills to a group of experienced reservations consultants, if you have a proven record of increasing sales through strong coaching methods we want you, please send your CV today, interviews commence next week.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

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