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New prizes daily

TMC pre-clearance push

AUSTRALIA'S leading corporate travel agencies are urging authorities on both sides of the Tasman to implement "pre-clearance" for business travellers to expedite commerce between Australia and New Zealand.

The model proposed is similar to that offered in the US and Canada, and is part of a "manifesto" outlined by Rob Dell, chairman of the Association of Travel Management Companies (ATMC) at the group's agm on Fri.

Dell, who is head of government and corporate sales at HRG Australia, said traffic and access

issues at key Australasian airports were increasingly impacting business travellers, with missed flights and meetings, not to mention change fees, hitting the corporate sector hard.

He said the ATMC was currently working to quantify hidden costs and business impacts, highlighting traffic jams on airport access roads in Sydney as a key issue.

Dell also summarised ATMC's activities over the last year, which have seen the organisation sign an agreement with the UK-based Guild of Travel Management Companies (GTMC).

ATMC and GTMC will jointly participate in a corporate travel showcase in Doha, Qatar in Feb 2018 in partnership with Qatar Airways, Dell said.

He said ATMC member TMCs currently managed about \$6 billion in corporate travel, comprising 500,000 travellers and every company in the ASX 200 index.

Wong air extension

HELEN Wong's Tours has extended its 2018 China earlybird free airfare offer until the end of Dec when booking its A Glimpse of China or Wall & Yangtze River Cruise itineraries from Apr to Sep.

The promo offers free return airfares to China from SYD & MEL.

Today's issue of TD

Travel Daily today has eight pages of news, including a photo page for **Helloworld** plus full pages from:

- Albatross Tours
- AA Appointments jobs
- One&Only Royal Mirage

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Travel Daily

on location in
Perth

Today's issue of *TD* is coming to you courtesy of Air New Zealand, which will this afternoon open its highly anticipated new Perth lounge.

AIR New Zealand's newest lounge at Perth Airport continues the carrier's strategy targeting WA-based traffic to Auckland and the Americas.

A key part of the plan has been deploying wide-bodied 787 aircraft on the Perth-Auckland route for some years now, with smooth transits at AKL providing a one-stop consistent premium offering from PER all the way through to Air NZ's gateways in the Americas.

Currently Air New Zealand operates three-class wide-bodied aircraft to Vancouver, Los Angeles, San Francisco, Houston and Buenos Aires.

The new facility will be unveiled to the industry at an event later this afternoon - see tomorrow's *Travel Daily* for exclusive coverage from the launch.

Scoot to fly to Germany

SINGAPORE Airlines' low-cost long-haul offshoot Scoot has announced its second gateway in Europe, with the planned debut of flights to Berlin in the second half of 2018.

Scoot will operate the route four times weekly using Boeing 787 Dreamliner, with Berlin becoming the Singapore Airlines Group's fourth destination in Germany after Frankfurt, Munich and Dusseldorf - all of which are operated by SIA.

Scoot currently only serves one other long-haul destination - Athens, Greece - while flights to Honolulu, Hawaii are set to launch in the next few weeks.

Scoot ceo Lee Lik Hsin said

the merger of the business with Tigerair Singapore (*TD* 26 Jul) "has greatly strengthened our position, standing us in good stead to launch and sustain our long-haul operations."

"Athens has lived up to our expectations, while bookings for Honolulu have been very promising," Lee said.

The merged Scoot-Tigerair Singapore network comprises 62 destinations in 16 countries, with the group operating 16 787s and 23 A320 aircraft.

Sales for the new Berlin route will go on sale in the first quarter of 2018, Lee added.

New role for Henry

TALBOT Henry, formerly national sales director with SureSave Travel Insurance, has taken a role as Business Development Manager (Travel) for Australia/NZ at Verisk Analytics - a US-listed S&P 500 data analytics provider serving customers in insurance, natural resources and financial services.

EK Economy+ focus

EMIRATES' president Tim Clark has confirmed the Gulf carrier is looking seriously at a Premium Economy product, admitting the airline is playing catch up on its rivals already offering the cabin.

"We may have underestimated the demand for Premium Economy, but we are looking at Premium Economy seriously now," Clark told *Aviation Business*.

"We're considering whether the cabin is big enough, if we need to add another couple of rows, and what the risk and reward are."

MEANWHILE, Emirates will expand capacity on flights between Dubai and Johannesburg over the upcoming Christmas/New Year peak travel season, with the introduction of a second daily A380 on the route.

The increase will see EK fly double daily A380s and double daily 777-300ERs to JNB, with the extra A380 flight operating 15 Dec 2017-13 Jan 2018.

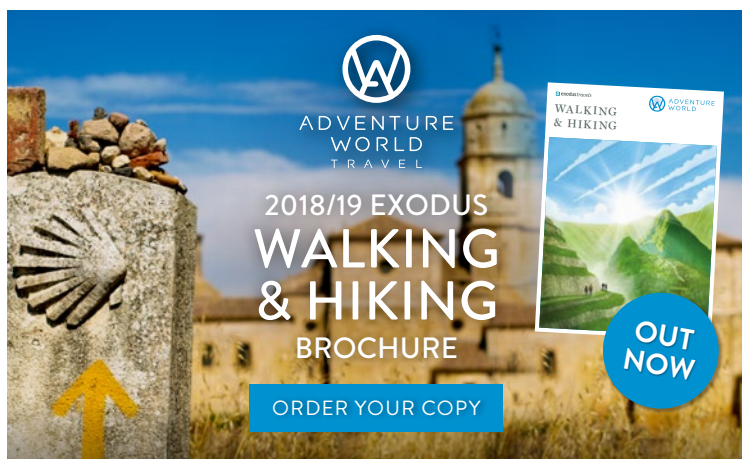
Crown class action

CROWN Resorts today declared it would "vigorously defend" a class action proceeding being led by Maurice Blackburn in the Federal Court due to a 14% share price drop, stemming from "gambling crimes" of staff in China.

The proceedings have been filed on behalf of persons who acquired an interest in Crown shares between 06 Feb 2015 and 16 Oct 2016, Crown said.

Gaines digging in

FORMER Helloworld chief exec officer Elizabeth Gaines is moving up the ranks at Fortescue Metals Grp, promoted from cfo to ceo.



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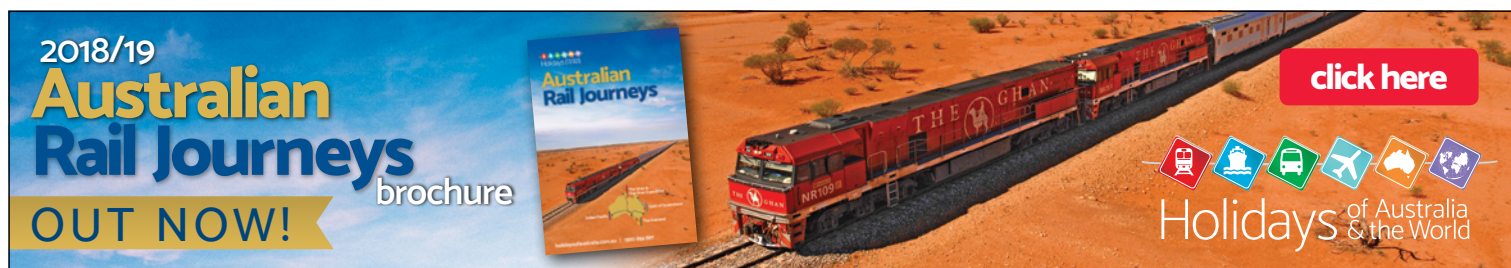


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Holidays of Australia & the World

Cook closing 50 UK stores

BRITISH travel giant Thomas Cook has announced plans to close 50 UK stores as online bookings take a bite from bricks-and-mortar turnover.

Up to 400 jobs are reportedly under threat as part of an ongoing review of the chain's UK retail network.

While describing the move as "a proposal", a statement by Thomas Cook says the closures would take place between now and Mar and affect Thomas Cook and Co-operative Travel branded stores.

It says the affected stores are either in close proximity to other

branches or are located in areas where "a decline in footfall has impacted profitability".

The company says 47% of its holidays were booked in-store during 2017, while its online sales in the UK have grown 27%.

It says the shift to online sales demonstrates progress in the company's strategy "to become an omni-channel travel business".

"We continually review our network of stores across the UK... and it is clear that to succeed we have to operate as a truly omni-channel business," said head of retail Kathryn Darbandi.



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Wolgan Christmas

ONE&ONLY Wolgan Valley will offer a series of seasonal activities over Christmas and New Year, including crafts inspired by a bush Christmas, wildlife tours by 4WD, a Santa visit and a five-course degustation dinner.

Live music and champagne will be offered on New Year's Eve, plus a BBQ lunch and activities on 01 Jan - [CLICK HERE](#) to enquire.

UMI makes a return

G ADVENTURES will give away \$100,000 worth of prizes through the next instalment of its Uber Massive Incentive (UMI).

The 2018 reward program will provide travel prizes to six agents who book the most clients by 31 Mar, as well as six other prizes for agents chosen at random.

Participants must be registered with the G Adventures sales platform Sherpa, and the prize destination will be announced later via **FACEBOOK**.



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Window Seat

THERE was a time when a hotelier's greatest fear was the sort of guest who might lob a television into the hotel pool.

But in India, a man has sent television replacement orders skyrocketing after allegedly stealing more than 120 sets from budget properties over the past four months.

The *BBC* reports Vasudev Nanaiah had been considered a "decent and well-behaved guest" until he was caught stealing a television from a southern Indian hotel in Oct.

He was out on bail when arrested for a second time and a serial pattern was revealed.

Bangalore police were contacted by a man Nanaiah had approached trying to sell the TVs, which were apparently concealed in suitcases.



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2017: The year of change

IT'S been a big year of innovation and change, with an increasing proliferation of new technologies impacting travel agencies, airlines, cruise operators, wholesalers and suppliers.

In the latest edition of **travelBulletin**, we look at the year that was and the heightened pace of reinvention that it brought - from the rise of digital personalisation through to the intriguing new partnerships between traditional travel suppliers and online disruptors.

The Dec-Jan issue of **travelBulletin** is being distributed now and is also available for download or online viewing via its website.

The new edition includes all the latest industry news and analysis including detailed coverage from some of the industry's major



annual conferences.

It also offers comprehensive features on food and wine, the USA, hotels and apartments, the Philippines and luxury travel.

To view the new **travelBulletin** or arrange a subscription, visit www.travelbulletin.com.au.



WYSE registrations

WYSE Travel Confederation in partnership with Destination NSW and supported by BOA NSW is inviting the trade to attend the 2018 WYSE Exchange Australia 08-10 May at the Ovolo Woolloomooloo hotel in Sydney.

The three-day youth-focussed travel trade event will include business-to-business workshop appointments, a full-day educational conference and social networking events.

A maximum of 60 tickets are available for the exchange.

CLICK HERE to register.

Le Meridien Xi'an

LE MERIDIEN Xi'an, Chanba has opened its doors as the brand's 14th hotel in Greater China.

The property has 291 guestrooms and suites with all rooms coming with Malin+Goetz bathroom amenities.

Le Meridien Xi'an, Chanba is located close to Xi'an's city centre.

SYD CI A350 launch

CHINA Airlines has debuted its new Airbus A350 service on the Sydney-Taipei route.

The touchdown on Fri marked Sydney International Airport's first passenger A350 service.

The upgraded aircraft will replace the carrier's Airbus A330 which operated the daily flight.

China Airline's A350s are decked out in a three-class configuration with 32 flat-bed Business class seats, 31 Premium Economy and 243 in Economy class.

Carnival Panorama

CARNIVAL Panorama has been chosen as the name of Carnival Cruise Line's new 3,954 pax, 133,500-tonne ship.

Scheduled to debut in late 2019, Panorama will be the line's third Vista Class ship and will have a Cuban-themed bar and pool and the Fahrenheit 555 steakhouse.

Its homeport and itinerary will be announced at a later date.

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Book by 11 December 2017 for travel until 31 May 2018.

From *Abu Dhabi* to the world

Terms and conditions apply. The fares mentioned above include taxes and surcharges and exclude service fees. These fares are "starting from" companion airfares and require two people to travel together on all flights. Fares are from Sydney and subject to availability. Flight and day restrictions apply. Weekend surcharges apply. For full list of destinations and detailed terms & conditions, visit etihad.com.

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Int'l traffic update

AUSTRALIA'S international pax traffic was up 4.8% year-on-year from 3.176m in Sep to 3.329m.

Qantas remained the largest int'l airline with a 16.5% share of the market, which was an increase of 0.9% on last Sep.

Jetstar was second largest with 9.2%, followed by Singapore Airlines & Emirates, both on 8.5%.

Sydney to Singapore remained the busiest international city pairing with 129,563 pax flying the route during the month.

Inbound Qantas flights from South Africa had the highest seat utilisation rate on 94.5%, govt data released last week indicated.

German rail update

EXPLORING Germany by train has become more efficient through the introduction of more direct-high speed trains on routes around the country this month.

Speaking at a function in Sydney on Fri, Rail Europe's bdm Richard McKisack explained that travellers will save up to two hours when travelling by train on a new route between Berlin and Munich effective 10 Dec, with the journey time reduced to under four hours.

The new Deutsche Bahn route permits travel at up to 300km/hour, passing through Germany's longest railway bridge at 8,600m, 270kms of new tracks, 37 bridges and 27 tunnels.

Among the major goals of the €10 billion project was to reduce CO₂ emissions by shifting traffic from inter German flights to rail, and doubling the country's railway market share.

McKisack said int'l travellers would also see the benefits of the new line with reductions in interchanges en-route.

HNL ridesharing

TRAVELLERS arriving at Honolulu International Airport are now able to organise pick-up transfers through Lyft and Uber under a three-month trial.

The collection points being tested are located at the Overseas Terminal across from Lobby 8 and the Interisland Terminal, adjacent to Lobby 2.

CA MEL increase

AIR China will add a new fourth weekly service on the Beijing-Melbourne route effective 26 Mar, according to a seasonal adjustment showing in GDS.

The Star Alliance carrier will also add a new fifth weekly frequency on the Beijing-Auckland route, starting 30 Mar.

An aircraft upgrade from Airbus A330-200s to -300s will also take effect on Air China's thrice weekly Chengdu-Sydney service, beginning 25 Mar.

Air Canada Melbourne debut



AIR Canada began operation of its new four weekly seasonal service between Vancouver and Melbourne on Sun.

The limited run flight will operate until 04 Feb, before Canada's flag carrier returns down under for year-round flights beginning 03 Jun.

AC president - passenger airlines Benjamin Smith said the airline was delighted to add Melbourne to its network.

"Our seasonal service will be of particular interest to Australians travelling for a Canadian winter vacation and North Americans

travelling to enjoy Australia's summer season," Smith said.

"The launch of year-round service next June will provide additional options for business and leisure travellers between our two continents."

Air Canada also operates daily flights to Sydney and Brisbane.

Pictured at the cake cutting ceremony are: Duncan Bureau, Air Canada vp global sales; Kevin C. Howlett, Air Canada snr vp regional markets and government relations; Craig Richmond YVR president & ceo and Lyell Strambi, Melbourne Airport ceo.

Agents learn the art of fire



RECENTLY a group of MTA - Mobile Travel Agents members had the opportunity to experience the culture and lifestyle of a traditional Maasai village in Tanzania though a six-day Crooked Compass study tour.

The group immersed themselves in the local culture by learning how to make fires, throwing spears and firing a bow & arrow. Other trip highlights included a

flight over Mount Kilimanjaro, a visit to Lake Eyasi and Karatu and the opportunity to view wildlife with a drive into the famous Ngorongoro Crater.

Pictured meeting the Maasai in Northern Tanzania is: Crooked Compass founder Lisa Pagotto with MTA - Mobile Travel Agents' members Carine Griffiths, Linda Kiernander, Georgia Traill, Debra Johnston and Valma Herb.



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a \$50 Williams-Sonoma e-gift card.

With more than 425 wineries, miles of rugged Pacific coastline, towering redwood forests, and its close proximity to San

Francisco's Golden Gate Bridge, Sonoma Wine Country is a dream holiday spot, representing the best of Northern California — premium wine, farm-to-table dining, unique resorts and spas, and over 50 state and regional parks.

Sonoma County is easily accessible from San Francisco, located just 45 minutes north of the Golden Gate Bridge.

Visit www.sonomacounty.com.

To win, be the first agent to send the correct answer to the following question to

sonoma@traveldaily.com.au

Which new Sonoma County wine bar is a Rhône lover's dream, offering over 85 varietals of this tasty vino?

NEED A HINT? CLICK HERE.

Helloworld Travel Frontliners success

THE 2017 Frontliners Forum wrapped up in Hobart on Sat 25 Nov with the prestigious Gala Awards Dinner sponsored by Qantas Airways. Held at the Hotel Grand Chancellor, the awards recognised the Helloworld Travel top achievers from across the Branded and Associate networks.

The evening thrilled attendees with an impressive performance by Guy Sebastian and a band that played into the early hours. The highlight of the evening was the presentation of the awards, recognising outstanding achievement throughout the year. Sponsors for the 2017

Frontliners Forum included Qantas Airways, Intrepid Group and Tourism Tasmania.

Congratulations to all of the winners on the night.



ANDREW Burnes, Helloworld Travel ceo & md; with Branded Consultant of the Year Scott McGlynn, Helloworld Travel Winston Hills, and Julie Primmer, Helloworld Travel head of branded network.

BELOW: Andrew Burnes & David Padman present the Associate Rising Star Award to Kieran MacKenzie (centre), Altitude Travel Tea Gardens.



ASSOCIATE Consultant of the Year winner Candice Holt, Toorak Village Travel and Cruise (centre), with Andrew Burnes & David Padman, Helloworld Travel head of associate, corporate and affiliate networks.



RIGHT: Courtney Gast, Helloworld Travel Mount Barker; receives the Branded Rising Star Award from Andrew Burnes and Julie Primmer.



ANDREW Burnes with Branded Top Revenue Award winner Roz Nielsen, Helloworld Travel Mackay, & Julie Primmer.



ANDREW Burnes with Associate Top Revenue winner Martine Hero, Globenet Travel, & David Padman.

KYM Stracey (centre), Northshore Travel, receives the Associate Pursuit of Knowledge Award from Andrew Burnes & David Padman.



RIGHT: Branded Pursuit of Knowledge Award winner Anita Houldsworth (centre), Helloworld Travel Toowoomba Range, with Andrew Burnes & Julie Primmer.



LEFT: Andrew Burnes and Julie Primmer with Branded Team Spirit Award winner Courtney Beggs (centre), Helloworld Travel Morley.



ANDREW Burnes with the Associate Team Spirit Award winner Russell Cameron, Globenet Travel, and David Padman.

MTG sample the Wild Coast



A GROUP of Magellan Travel Group (MTG) agents were among the first guests to stay at Resplendent Ceylon's new Wild Coast Tented Lodge in Sri Lanka.

The Lodge is set on a white sand beach in Yala National Park and boasts the largest concentration of leopards in the world.

The property offers 36 Cocoon and Urchin luxurious tents.

Hosted by Divine Destinations, Resplendents' rep in Australia,

the group were also fortunate to experience the company's two other properties, Tea Trails and Cape Weligama.

Pictured at Wild Coast Tented Lodge from left are Valerie Wright, Broadway Travel; Connie Roos, Worldwide Travel; Kylie Fidler, Trans World Travel; Jacinta Moore, Jigsaw Travel; Fiona Caffery, Travelsense; Kirsty Hewitt, Destination HQ and Michelle Taylor, Divine Destinations.

Hobart rocks agents' world



THE highlights of Hobart were on show to a group of Helloworld Travel network agents on a two-night pre-conference family late last month.

The frontline sellers enjoyed a day tour of historic Port Arthur site and its beautiful surrounds, along with a sea kayaking excursion complete with Hobart's classic fish & chips while on the water in the stunning harbour.

Hotel Grand Chancellor treated the group to champagne and canapes, while they also enjoyed

a dinner at Hadleys Hotel, courtesy of Qantas.

Pictured overlooking the Tasman Peninsula are Halena Sharp, Helloworld Travel Coffs Harbour PBP; Wendy Sweetman, Helloworld Travel Albany; Amanda Dowell, Helloworld Travel Scone; Roseanne Scuderi, Helloworld Travel Ayr; Leila Boyer, France @ Leisure; Kristie Sauer, Helloworld Travel Tweed City; Shae Lawler, Summerland Travel Merimbula and Kate Dancaster, Helloworld Travel Limited.

FCTG explore Northern Cali



HOSTED by Alexandra Sparr from Sonoma County Tourism, Yosemite/Mariposa County Tourism and San Francisco Travel, along with co-host Ian Dart from United Airlines, a group of Flight Centre Travel Group product & marketing team members recently explored each of the destinations.

Highlights included hiking the redwood forests of Sonoma County followed by wine tasting at Korbel, visiting Yosemite, zip

lining in Mariposa & experiencing a behind the scenes tour of San Francisco's AT&T Park.

The focus of the destinations was to showcase new product for the Australian market.

The group included Logan McEwan, Infinity Holidays; Nick Garner, Student Flights and My Adventure Travel; Ben Simpson, FCTG Product Distribution Hub; Evelyne Van Der Venne, Escape Travel and Jade Hussey, Infinity.

ETG wooed by Sri Lanka



WENDY Wu Tours and Cathay Pacific have recently taken Express Travel Group Agents from South Australia on an exploration of Sri Lanka, showcasing the best of what the country has to offer.

The group were lucky enough to hike through Sigiriya, an ancient rock fortress located in the northern Matale District in the Central Province.

Jeep Safaris were also taken through the Kaudulla National Park, famed for its many varieties of rare bird life and located 197 kilometres outside of the country's capital Colombo.

To relax after the adventuring the group were treated to

traditional Sri Lankan massages, making it easy for the group to fall in love with the wonders of the beautiful country and sell its virtues to clients in the future.

Pictured enjoying the amazing scenery of the Sri Lankan safari are Colleen Kluske, YP World Travel; Nicola Judge, Unley Park Travel; Julie Green, Green Travel Concepts; Melissa Tisler, Genesis Travel & Cruise; Rena Lombardi, RAA Travel; Walter Dai, Nightingale Travel; Matthew Scott, Holidays of Australia; Gareth Lloyd, Cathay Pacific Airways; Shoana Bannister and Andrea Pickering, Wendy Wu Tours.

VA speaks at ATMC event



VIRGIN Australia's newly confirmed group executive, Rob Sharp, affirmed the carrier's strong support for the travel agent sector at a lunch hosted by the Association of Travel Management Companies (ATMC) in Sydney on Fri.

Sharp, who appeared alongside VA's gm of corporate and industry sales, Ann Elliott, said "events like this are a great way for airlines and agents to spend time

together and find opportunities to enhance the overall guest experience...which ultimately generates a win for both airlines and agents.

"Agents are a critical cornerstone of our business," Sharp added.

Elliott (left) and Sharp (right) are pictured with the newly minted ATMC committee including Alan Wolf of Bay Travel; Ainslie Hunt, TMS Talent; Rob Dell, HRG; David Greenland, Concierge Business Travel; and Kim Wethmar, TravelEdge Corporate.

Also elected to the committee was Tass Messinis of BCD Travel.

Toy Story land for Shanghai Disney

SHANGHAI Disney Resort has unveiled its latest coming attraction, Disney Toy Story Land.

Opening in mid-2018, visitors will be able to mingle with their favourite Toy Story characters like Buzz and Woody in a fully immersive landscape.

Disney Toy Story Land will constitute Shanghai Disney Resort's seventh themed world.

Bentours 40 years

BENTOURS has celebrated 40 years of operation by announcing plans to further expand its products throughout UK, USA, Japan, Russia, Singapore & Dubai.

New Cali warning

HYDROCARBON pollution in the Loyalty Islands, New Caledonia has spurred local authorities to issue a warning to tourists travelling to the region.

Visitors are advised to avoid touching or collecting unknown material in coastal areas when undertaking marine activities.



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



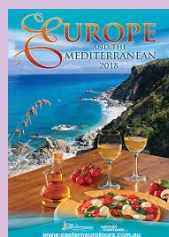
Middle East and Africa 2018/19 - Topdeck

From Moroccan adventures, biking through Israel or exploring the ancient religious architecture, Top Deck has many amazing offerings for travellers wanting to get the most out of the Africa and the Middle East in 2018. Tours include wandering the streets of Casablanca, observing the unique wildlife of South Africa and new stopover options in Abu Dhabi. The diverse range of attractions include mosques, giraffes and wineries to name only a few.



The Canada + Alaska 18-19 - Venture Far

Hiking, canoeing and camping in the Canadian Rockies are just some of the breathtaking adventures on offer in Venture Far's latest brochure for the Canadian and Alaskan regions. Packages at the Clayoquot Wilderness Resort cater for travellers seeking a bit more luxury while star gazers can check off the Northern Lights at the stunning Southern Lakes Resort. Options are also on the table for those wanting to merge land and sea journeys with Celebrity Alaskan cruise and Rocky Mountaineer train trips.



Europe & Mediterranean 2018 - Eastern Euro Tours

Some of Europe's most popular destinations are on offer in the latest itinerary from Eastern Euro Tours along with a blend of the continent's best kept secrets. More than 30 countries are covered off in the latest brochure with the theme of culture and food at the forefront. Popular dishes from every country are presented to incentivise travel, from the fluffy pancakes of the Netherlands, minced pork sausages from Croatia to potato and meat dumplings from Lithuania. The brochure features both land and cruise options.

RCI Cuba increase

ROYAL Caribbean International is bolstering its commitment to Cuba in 2018 with both *Majesty of the Seas* and *Empress of the Seas* offering trips to the island.

RCI has also added the new ports of Santiago de Cuba and Cienfuegos on the southeast coast to its Cuba itineraries.

Packages aboard *Empress of the Seas* will head to Santiago and Cienfuegos, while *Majesty* will hit the traditional Havana route, departing from Tampa Apr to Oct 2018, and Ft. Lauderdale from Nov 2018 to Mar 2019.

New AC dom routes

AIR Canada will launch three new nonstop flights from Toronto to Nanaimo, Kamloops, and from Montreal to the British Columbia capital, Victoria, from Jun.

"(The new flights) reflect the rising popularity of Vancouver Island and the Thompson-Okanagan as tourism destinations," said British Columbia Minister of Tourism, Arts & Culture Lisa Beare.

The move is in line with AC's non-stop route expansion push which saw a host of new services announced for 2018 last week.

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This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants. If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

****NEW ROLE****

MARKETING MANAGER – PR AND PARTNERSHIPS
SYDNEY-\$95-\$110K PLUS DOE

Rare opportunity to join a growing and exciting brand, with over 20 offices globally opportunities could be endless. We are searching for a strong marketer who is confident approaching partners to sell the value proposition for this organization and also work with a PR agency or if you have the PR contacts do this in-house. This company offers a great working culture with an inspiring management team. Please call for a confidential chat.

****NEW ROLE****

SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$80K

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

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SENIOR BUSINESS DEVELOPMENT MANAGER
SYD- BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

GET IN QUICK FOR A 2018 START

PRODUCT MANAGER
SYDNEY – SALARY TO \$85K PLUS PLUS

Looking for a new product role? This leading wholesaler have a Product Manager role based in their CBD offices. Managing an amazing destination you will be responsible for the contracting and design of itineraries to the destination as well as Marketing, Distribution, Yield and Revenue Management. You must have recent experience in a similar role, please send a resume and cover letter to the address below.

BE PART OF THE GROWTH

TRAVEL INDUSTRY BDM
SYD/MEL - SALARY PACKAGE TO \$80 PLUS BONUS

Thinking about a new role for the New Year? Or ready to move now? An opportunity has opened up at one of Australia's most successful travel companies. You will need to have experience in a previous BDM role to be considered for this premium position. Work for one of the best representing an amazing product that practically sells itself. A great salary, car allowance and bonus on offer. Please call for a confidential chat.

GROW THE REGION

REGIONAL REVENUE MANAGER
PERTH – EXEC SALARY PKG

We are looking for an experienced area/regional revenue manager to join this expanding hotel group. Lead a team of Revenue Mgrs. /Analysts & work closely with hotels to design & implement revenue management processes & strategies across all hotels in your region to achieve company goals. Work closely with all key stakeholders to plan & deliver results. Exec. salary + bonus + benefits. Exp. in a similar role a must along with great leadership & analytical skills.

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Escape to Dubai with your family and enjoy savings of up to 25% when staying for three consecutive nights. Plus, enjoy a complimentary day pass to the iconic Aquaventure Waterpark where a world of adrenaline pumping fun awaits.

TO MAKE A RESERVATION, EMAIL INFO@ONEANDONLYROYALMIRAGE.AE OR CONTACT
YOUR PREFERRED TRAVEL PROFESSIONAL.

Offer is applicable for new bookings only with a minimum three-night consecutive stay required for travel until 14 May 2018. Reservations are subject to availability, seasonality and blackout dates apply. Inclusions are set, cannot be substituted, offer is not combinable with any other promotion, discount or program and cannot be applied retrospectively. Other terms and conditions may apply.

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