

Travel Daily

First with the news

Thursday 7th December 2017



Spain & Portugal
TRAVEL CONNECTION

SPAIN & PORTUGAL TRAVEL CONNECTION
2018 BROCHURE *Out Now!* REQUEST A COPY OR
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TT HBA/OOL debut

THE only direct low-cost carrier service between Hobart and the Gold Coast has been launched today by Tigerair Australia.

Services operate on a four weekly basis on Tue, Thu, Fri and Sun, with a \$99 one-way special available for travel 11 Jan-27 Mar.



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Fiji Airways back to NRT

FII Airways is reviving non-stop services between Fiji and Japan, confirming this morning plans to fire up thrice weekly flights to Tokyo Narita starting 03 Jul.

The Nadi-Narita service will be operated using a combination of Airbus A330-200/-300 aircraft, offering 80,000 seats annually on a route it last operated in 2009.

Fiji Airways md and chief exec officer Andre Viljoen said the Tue, Fri and Sun flights to Tokyo would make the South Pacific "more accessible to Japanese tourists than ever before".

Viljoen said FJ wanted to

capitalise on the "high interest in outbound travel from Japan", with 13.4m residents travelling overseas so far this year.

Attorney General and Minister responsible for civil aviation Aiyaz Sayed-Khaiyum said the route would not only benefit the airline but bolster relationships between Fijian and Japanese people and advance the Fiji govt's long-term development goals.

"This opens a direct gateway between Fiji & the most populated metropolitan area in the world, and we expect the impact to go far beyond attracting more tourism to our shores," he said.

Inbound flight times have been timed to enable connections on Fiji Link to Savusavu and Taveuni and boat transfers to the Yasawa and Mamanuca island groups.

Rosie Travel's md Tony Whitton said he expected the number of Japanese travellers to Fiji to rise from 6,000 to over 40,000 a year.

Today's issue of TD

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

- One&Only Le Saint Geran
- AA Appointments jobs
- Air Canada

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Insight bargains

INSIGHT Vacations is reminding agents that its \$599 Economy class airfare from Australia on all 2018 Europe and Britain itineraries will expire in a week's time.

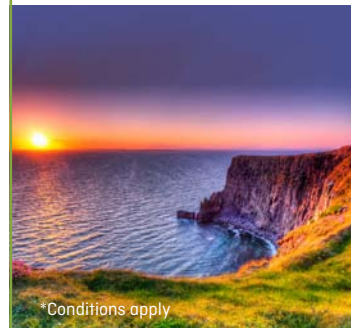
Luxury Gold's Business class \$4,599 fare & Premium Economy \$1,599 fare will also end next Thu.



HOLIDAYS

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Old digital focus

TOURISM & Events Queensland is leading a mission to China this week to connect the state's tourism operators with digital travel partners.

To be held in Shenzhen, the mission is claimed to be an Australian first in connecting tourism operators with key digital platforms in the China market.

Called "Focus Queensland - Digital Marketplace China 2017" the initiative will involve 25 Queensland tourism businesses meeting with representatives from major online travel entities such as Ctrip International, Tuniu and LY.com.

NSW China deal

NSW Premier Gladys Berejiklian has signed a new two-year tourism deal with China's largest travel agency GZL, tapping into 400 agencies across the country.

The partnership was sealed during the Premier's current trade mission to China and will involve GZL selling NSW travel packages to the country's regional consumer market.

"This means more jobs for NSW hotels, restaurants, tourism operators and shops," Berejiklian said, adding that it would benefit regional NSW as well as Sydney.

GZL president Zhu Shaocong said the agency would work closely with the NSW Govt and local suppliers to promote Sydney and regional NSW as destinations for Chinese travellers.

The Premier also announced a new Chinese TV mini-series *Butterflies Across the Sea* would be filmed in Sydney next year, bringing \$20 million to the state in production spending.

New tour comparison site

TRAVEL agents are being invited to become instant "tour experts" via a new independent comparison site which gives consultants live access to confirmed departures, current prices and travel dates.

Tour Atlas, developed by Melbourne-based CATO member Journey Atlas, has XML feeds from many of the major operators and has been "designed by a traveller exclusively for travel agents to access thousands of tours in seconds".

The database can be accessed anywhere, any time and on any mobile device, and simplifies the process of selecting, comparing and emailing tour information to clients, the company said.

It's the brainchild of Alex Obleshchuk, who told **TD** the site meant agents would no longer have to tell clients they would get back to them in a few days to allow for research time.

"Agents can become an expert on tours with minimal effort to maximise commissions," she said.

Organised tour links can be automatically sent to customers, with the site allowing convenient follow up via the company's Journey Planner system.

Obleshchuk said Tour Atlas was also a sustainable long-term solution to mountains of printed brochures, with the entire process from selection to booking carried out electronically.

She said Tour Atlas would be used by TAFEs in NSW and Vic as well as other colleges as a product training tool for travel students starting from 2018.

Agents can register for a free 14-day trial of the system online at www.tour-atlas.com.

D7 trims Australia

NO FRILLS carrier AirAsia X has slashed capacity on routes into Australia, four months after declaring it needed to "restrategise" its position locally.

According to its website, the Kuala Lumpur-based carrier has wound back services during Q1 2018 on the Gold Coast, Perth and Sydney routes.

OOL operations will drop from 11 to seven weekly, effective 01 Feb, while PER will see the biggest change, moving from double daily to weekly, effective 02 Feb.

AirAsia X's SYD frequencies will slip from 14 to 11 from 03 Feb.

In Aug, AirAsia Group chief exec Datuk Kamarudin Meranun said the low-cost carrier would refocus on "opportunities available from North Asia" despite Australia being D7's top revenue earner.

OpenSkies to end

HIGH-END European airline OpenSkies will end service after 10 years operation next Sep.

Owned by International Airlines Group, the parent company of British Airways, Iberia, Aer Lingus, Vueling and most recently Level, OpenSkies has operated what is primarily a Business & Premium Economy cabin Boeing 757 on transatlantic routes from Paris Orly to Newark and New York JFK.

British Airways has confirmed the boutique airline will be abandoned, making way for an expansion of Level which will also inherit IAG's slots at Paris Orly and use it as a second base.

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Seattle ramps up awareness

THE US Pacific Northwest city of Seattle is set to make a greater play at the Australian market to capitalise on this region as an ongoing growth hub.

Aussie travellers are the seventh biggest spenders in Seattle based on credit card transaction data, according to Visit Seattle ceo and president Tom Norwalk, and with multiple tourism infrastructure projects underway the city is expecting to lure even more international travellers.

Speaking to **TD** while in Sydney yesterday, Norwalk said he and a handful of Seattle tourism delegates were down under this week to promote the destination, with plans afoot for a larger Seattle roadshow in 2018.

Norwalk said Seattle is currently undergoing its biggest revamp in history, including the removal of the Alaskan Way Viaduct elevated highway that has run along the city's picturesque waterfront since 1953, in favour of opening up the space to the public.

One of Seattle's biggest tourist landmarks, Pike Place Market has been expanded with the launch of the MarketFront that features 28,000ft² of open public space, 50 new stalls for farmers & artists, retail space and a microbrewery, Norwalk (**pictured**) explained.

Seattle's outdoor and adventure experiences are some of its major tourism drawcards, along with its busy arts, culture & music scenes.

Down by the water, this year Norwegian Cruise Line's new Pier



66 cruise terminal - developed with the Port of Seattle - opened, and there's a possibility Seattle's cruise ship terminal could move closer to the city centre, he said.

Seattle Aquarium has also been expanded and there are over 3,000 hotel rooms in the pipeline.

The city's busiest time of year coincides with the Alaska cruise season, running from late Apr to early Sep, with this year a record breaker for Seattle, with over 200 sailings between seven cruise lines.

As a seasonal city in terms of the bulk of int'l travellers, Visit Seattle is keen to boost its appeal in quieter periods, backing events like the Taste Washington Wine Month in Mar that celebrates the state's wine industry.

Norwalk said non-stop flights to SEA from Australia would go a long way to increase awareness.

In Aug, Qantas chief exec Alan Joyce named Seattle among a list of potential new North America hubs from which it was capable of flying its new Boeing 787-9 Dreamliner aircraft ex Brisbane.

New Malaysia Airlines Industry Rates
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Bunnik Egypt video

BUNNIK Tours has released a video showcasing all of the fun and excitement of its recent 10-day Egypt Mega Famil.

The tour operator hosted 45 consultants through all of the iconic sites that Egypt has to offer including the Pyramids of Giza, the Temples of Abu Simbel and Tutankhamen's golden mask at the Egyptian Museum.

To check out all of the Egyptian frivolity, view Bunnik's online video by **CLICKING HERE**.

Qantas low-cost cc

QANTAS has unveiled its new low-cost credit card, the Qantas Premier Everyday Mastercard.

The new credit offering is targeted at Qantas Frequent Flyer members seeking lower fees and greater points accrual.

Key benefits of the new card include 20,000 bonus points (if signed up to by 29 Apr and spend \$3,000 within 90 days of approval), 1.75 points earned for each \$1 spent on Qantas flights and an unlimited cap on points earning potential.

Greek stayover tax

GREECE has agreed to introduce a new Stayover Tax that will be implemented from 01 Jan, wholesaler Beyond Travel reports.

The levy will apply to all types of accommodation and will be calculated based on how many nights visitors stay with total costs ranging from 50 cents to €4 per room.



Window Seat

WHEN you have to go, you just have to go.

That was the experience of a whole planeload of passengers on a Delta Air Lines flight in the US this week, when the aircraft had to be diverted for a group comfort break because the on-board toilets stopped working.

The DL service was operating from New York City to Seattle, but ended up having a stopover in Billings, Montana, because passengers just couldn't hold it in any longer.

A statement from the carrier said upon landing the plane taxied to a cargo area because there was no available gate.

Ground crew rolled a stairway to the plane so those on board could "disembark to find relief of built-up pressures".

ITALIANS definitely have style - and the cabin crew on the country's bankrupt flag carrier Alitalia are set to ramp it up with the launch of another round of new uniforms - just two years after the last fashion update.

Designer Alberta Ferretti is crafting the new look, with the floundering airline saying it "does not involve any financial disbursement by Alitalia".

The carrier is keeping a promise by former Etihad ceo James Hogan, who said Alitalia should be the "sexiest airline in Europe".



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Delta, WestJet pact

A **TRANSBORDER** alliance is taking shape between Delta Air Lines in the US and WestJet in Canada after the airlines entered into a preliminary memorandum of understanding to broaden their existing partnership into a JV.

Subject to regulatory and board approvals, the joint venture spans coordinated schedules for flights to new destinations, expanded codesharing and seamless connections on the airlines' networks in the US and Canada.

The arrangement will also offer enhanced frequent flyer benefits including reciprocal perks for top tier members of both airlines.

"This agreement will bring heightened competition and an enriched product offering to the transborder segment," WestJet exec vp commercial Ed Sims said.

With this agreement, Delta will have eight aviation partnerships around the world in Europe, Latin America, Asia, Australia & Canada.

Necker reopening

VIRGIN Limited Edition has overnight revealed that Necker Island in the Caribbean will remain closed until Oct next year.

The upmarket property, a second home to Virgin founder Sir Richard Branson, was devastated by Hurricane Irma in Sep and has been closed since the storm.

Work has already commenced on the rebuild, with Necker's Great House earmarked to be up and running in Oct and further accom to reopen in 2019.

New RHG brand

ROSEWOOD Hotel Group has developed a new global business lifestyle hotel brand called KHOS, "inspired by the energy, art, innovation, creativity, style and dynamism of modern-day Asia.

The first KHOS hotels are set to be announced & opened in 2018.

Australia's first Rosewood property is planned as part of the Queen's Wharf Brisbane project.

Malaysia, SIA partner promo



MALAYSIA Tourism and Singapore Airlines yesterday conducted a joint seminar at Sydney's Parkroyal Hotel, inviting travel agents to help their clients "Discover Malaysia with Singapore Airlines".

The event showcased destinations across Malaysia - and their convenient connectivity via Singapore Airlines services - including Kuala Lumpur, Penang and Langkawi, as well as Sabah & Sarawak in Malaysian Borneo.

Several of the lucky travel agents in attendance went home with prizes including discounted SQ tickets along with the "double delight" of accommodation in

Singapore and Malaysia.

The grand prize winner, Tina Huynh from itravel Surry Hills, received a bonus two night at the Parkroyal Penang, thrown in at the last moment by Jeremy Baker of Pan Pacific Hotels Group.

Pictured from left are Mohammed Nasiry, Express Travel Group Airline & Operation Support Manager; Ahmad Esa, director, Malaysia Tourism Promotion Board; Jeremy Baker, Pan Pacific Hotels Group; Isabelle Imperiali, Singapore Airlines; Lela Jollow, Malaysia Tourism marketing manager; and Nurazah Jalaludin, Malaysia Tourism deputy director.

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Riverbank six-star

THE Government of South Australia is proposing to build a six-star hotel and indigenous art gallery at the Adelaide Riverbank Precinct to boost the city's high-end tourism sector.

The ambition will be for the property to be a branded skyscraper and stand as an attraction in its own right.

The Adelaide Riverbank has been subject to a great deal of development recently, including restorations to the Adelaide Oval, the Royal Adelaide Hospital and the Adelaide Convention Centre.

JQ MEL/CGO debut

JETSTAR has launched its first direct Melbourne to Zhengzhou flight service today.

The new route highlights the growing demand for travel between the two cities and is expected to bring an additional 35,000 Chinese visitors into the state of Victoria annually.

EK 'true north' push

EMIRATES has launched a digital campaign in partnership with Spotify designed to tempt Aussies to travel north.

Taking into account the musical preferences of users, a custom algorithm selects which city on the Emirates network people should travel to next.

When users link their account to the promotion, they will be delivered a unique playlist that matches their destination choice.

The new True North microsite can viewed by **CLICKING HERE**.

SPTO registrations

REGISTRATIONS are now open for the 2018 South Pacific Tourism Exchange to take place at the Adelaide Convention Centre on 12-13 Apr next year.

The event brings together tourism operators from 16 Pacific Island nations, travel wholesalers & agencies for productive business discussions.

Delta walks the red carpet



THE rain couldn't dampen the spirits of the six lucky Flight Centre agents and **Travel Daily** comp winner who all scored tickets to see Australian film and television's night of nights, the 7th annual AACTA Awards held at The Star last night.

Under a partnership with Delta Air Lines and Virgin Australia, the US carrier hosted a contingent of Flight Centre representatives along with the winner of Delta Air Lines' and Virgin Australia's **Travel Daily** competition Natalia Nuutinen from Anywhere Travel.

"It was a pleasure to host such a high calibre of partners from the travel trade in what was a great evening supporting local

Australian cinema and television talent," national account manager for FCTG at DL, Jamie Swan said.

The night was dominated by the biographical film *Lion*, a film that has become one of the highest grossing Aussie productions of all time and getting Oscar attention.

Guy Sebastian also belted out some tunes while Aussie actor Shane Jacobson played host.

Pictured showing off their glamour last night are host Jamie Swan, Delta Airlines (centre) with Flight Centre agents Nicole Henwood, Bryony Mayes, Emily Winters, Regina Babana, Veenita Malouf, Chelsea Brunton & **TD** winner Natalia Nuutinen, Anywhere Travel (2nd from right).



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NZ/SQ extend coop

SINGAPORE Airlines and Air New Zealand have announced they will jointly launch a third daily flight between Singapore and Auckland from Q4 2018.

The new service will be operated by SQ during the northern winter (28 Oct-30 Mar) on a daily basis & NZ during the northern summer (31 Mar-26 Oct) five times weekly.

SQ will supply a Boeing 777 for the joint service arrangement, while Air New Zealand will operate Boeing 787-9 Dreamliner.

The additional flight will boost capacity on the route by up to 40% and add more than 165,000 seats annually between Auckland and Singapore.

Curio into Belize

MAHOGANY Bay Resort & Beach Club, Curio Collection by Hilton is now welcoming guests in Belize's Ambergris Caye.

The Hilton property in Belize has 205 cottage and villa style rooms.

SPTC 2018 brox

SPAIN & Portugal Travel Connection has announced the launch of its 2018 brochure.

The new 84-page guide now includes serviced apartments in Madrid, with additional highlights in the form of guided transfer tours, exclusive cruising and multi-day tours.

The program also features exclusive barge-style luxury cruises along the Douro River, as well as a coach tour around Northern Spain and Portugal.

Delivery to agents and stores is now underway.

CLICK HERE to view the 2018 online version.

Europcar expands

EUROPCAR has received approval from the EU Commission to acquire Goldcar (**TD** 20 Jun), Europe's largest low-cost car rental company.

The acquisition is expected to be finalised by Jan 2018.



A BEHIND-THE-SCENES tour of one of Boeing's factories outside Seattle was on the cards for a group of top selling Helloworld Travel agents on a recent fam to the USA, courtesy of United.

The private tour of the aircraft manufacturer's production line was a bucket list item for many in the group, while other activities in the US Northwest city included an Argosy cruise on Lake Union and the Savor Seattle food tour of Pike Place Market.

The agents then headed to Denver, the home of United Airlines' flight training centre where the group's flying abilities & quick thinking were put to the test in the 747 simulators and emergency evacuation training.

The week concluded with a stop in San Francisco featuring touring with Eric @ SFAdventures, and the 'heavenly beds' at Westin St Francis before the group put their feet up & flew home in the comfort of UA's Polaris Business class.

Pictured at Boeing's factory from left are Rachel Yau, Helloworld Travel Alice Springs; Bronwyn Patel, Warrnambool Travel; Rossmarie Nunez, Austral Tours; Greg Mangos, Travel Utopia; Rosemary Thomas, Helloworld Travel Niddrie; Belinda Condon, United Airlines; Silvana Petrovski, Helloworld Travel Wollongong; Chantelle McNicholl, Helloworld Travel Lisarow; Domenico Labbozzetta, Marconi Travel and Vlado Ristevski, Air Tickets.

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GOING PLACES TOGETHER

Royal Caribbean's Biggest Giveaway Ever Awards \$10,000

BRUNELLA Carchidi from Flight Centre Leichhardt took home the top prize on Tuesday at Royal Caribbean's Biggest Giveaway Ever, winning a cheque for \$10,000. Second prize winners included Anne Calder from Ozcruising and Jasmine Allen-Foster from Flight Centre Henley Beach. Jasmine has won a place on board *Symphony of the Seas* in Apr 2018 and Anne has won a place on *Celebrity Edge's* inaugural trade sailing in Dec 2018.

The biggest giveaway promotion was held to celebrate Royal Caribbean's 10th birthday down under this season, and to thank its Australian and New Zealand travel agents for their ongoing support over the past decade. Ten finalists flew to Sydney for the major prize event at Hacienda, Circular Quay, where they played the final round for a chance to win \$100,000. Throughout the incentive, hundreds of Aussie and Kiwi travel agents took home spectacular prizes, including two eight night South Pacific cruises – one on *Ovation of the Seas* and another on *Celebrity Solstice* – 100 \$50 EFTPOS cards and 300 movie tickets.

"I'm absolutely over the moon! It's been an amazing day and to top it off, I'm going home with ten thousand dollars," said Brunella Carchidi, the lucky winner.

"This incentive is the perfect way to thank our agents for all their support...and we look forward to working together in the future to grow this incredible industry," said Peter McCormack, Head of Sales, Royal Caribbean Cruises Australia.



BRUNELLA Carchidi from Flight Centre Leichhardt took home the top prize at Royal Caribbean's Biggest Giveaway Ever, winning a cheque for AUD\$10,000. With Peter McCormack, Head of Sales; Nicole Stojic, District Sales Manager; Kathryn Valk, Director of Sales and Marketing.



ANNE Calder from Ozcruising won a place on *Celebrity Edge's* inaugural trade sailing departing from Fort Lauderdale in Dec 2018.



ALL finalists received a minimum of \$500 cash & a personalised gift.

BELOW: Ten agent finalists with the RCL Cruises sales team.



VENUE - Hacienda Sydney.



JASMINE Allen-Foster from Flight Centre Henley Beach won a place on *Symphony of the Seas'* inaugural trade sailing departing from Barcelona in Apr 2018.



TEN agent finalists from throughout Australia and New Zealand.



THE finalists departing by limousine for lunch at Cafe Sydney.

Thursday 7th December 2017

EY Maldives boost

ABU Dhabi-based Etihad Airways has announced four additional weekly flights on the Abu Dhabi-Male route.

The added capacity will take the frequency to the Maldives to 11 services a week from Jun.

Etihad will utilise Airbus A320 aircraft on the route.

Andaz Singapore

HYATT Hotels Corporation has opened the first Andaz branded hotel in Southeast Asia.

The Andaz Singapore houses 342 rooms, including 26 suites, with floor-to-ceiling windows that provide city views.

Located 20 minutes from Changi Airport and five minutes to Singapore's CBD, the hotel offers all-day refreshments for guests.

Andaz Singapore is the 17th property for the Hyatt brand.

Saga redundancies

SAGA has confirmed that 100 of its employees are being made redundant by the company.

The over-50s holidays and insurance outfit operates offices in Ramsgate, Folkestone and Hastings in the United Kingdom.

Saga has not confirmed which offices are affected by the redundancies or where the reductions will be from.

The Ramsgate office employs around 600 people.

A spokesperson told local media Saga "reviews its structure regularly" and the changes would "make the firm more efficient".

Preferred additions

PREFERRED Hotels & Resorts has announced 13 new properties which are set to launch in the new year.

The locations include Houston, Shanghai, Vienna, Charleston, Amsterdam and Cabo San Lucas.

The Post Oak Hotel in Houston will launch in the northern spring and will have 250 rooms.

Hotel Monville, Montreal, which has 269 rooms will join the collection in Jul.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

The **Caravan Industry Association of Australia** has announced the appointment of Discovery Parks chief executive officer **Grant Wilckens** as Federal Chairman of the organisation's National Board. He replaces Mark Lindsay who will remain on the board as a non-Executive Director. **Dennis Austin** and **Martin Cotterell** were elected as Deputy Chair and Treasurer respectively.

Michael Gorman has been named as the new Board Director for **Adelaide Airport Limited**. Gorman has worked as a Chief Investment Officer and Deputy CEO for a real estate investment trust.

Integrated travel insurance and medical assistance provider, **Cover-More Group**, has appointed **Nathan Burke** to the role of National Account Manager, effective immediately.

Marriott International has appointed **Bernhard Langer** as General Manager of **Four Points by Sheraton Sydney, Central Park**. Langer has worked across the Westin, St. Regis and Sheraton brands for 18 years in Asia and in the Pacific Islands.

Express Travel Group has expanded its sales division, appointing **Paul Pearman** and **Alisha Dopfer** to its team. Pearman will work with its italktravel brand as National Business Manager. Dopfer will join the newly created Agency Support Centre as its inside sales manager.



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 Sonoma County luxury inn was built as a private home over 100 years ago?

NEED A HINT? CLICK HERE.



TASCo around Cape Town



THE Africa Safari Co (TASCo) has just returned from South Africa after another successful trip with Travellers Choice Agents.

The small group of ladies discovered the best that South Africa has to offer including rhino sightings, a trip on the Blue Train from Pretoria to Cape Town and the food & wine in the region.

In Cape Town the group took a

hop-on, hop-off trip on the wine tram in Franschhoek.

Pictured sampling the product at Richard Branson's Mont Rochelle Estate is: Viv, Viv's Travel Bug; Tullie, Travel and Cruise Ceduna; Susie, The Africa Safari Co; Michelle, Jayes Travel and Cruise; Jenny, Queanbeyan Travel and Cruise and Lyn, Coolum Travel and Cruise.



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****NEW ROLE****

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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.

****NEW ROLE****

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.

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