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Australian tourism on a roll

AUSTRALIA'S inbound tourism trajectory is continuing upwards, with Tourism Australia MD John O'Sullivan this morning flagging a potential 2030 target of \$230 billion in visitor expenditure.

About 300 industry leaders have gathered in Sydney for the Destination Australia conference, with O'Sullivan detailing the ongoing evolution of TA's marketing approach.

With the industry on track to achieve the targets outlined in the Tourism 2020 vision, a slide in O'Sullivan's presentation extrapolated further growth envisioning spending reaching \$190b-\$230b in another decade.

Other key TA developments this year include a switch from 'demographic' to 'psychographic' marketing, where Tourism

Australia identifies key attributes of travellers to finely target those who have a propensity to travel - rather than just a simple age, gender or earnings demographic.

O'Sullivan also said TA would develop the 'There's Nothing Like Australia' campaign to give "even greater" prominence to nature and wildlife in 2018/19.

Australian experiences will also increasingly feature, as traveller preferences evolve, the Tourism Australia MD added.

RCL wants your vote

ROYAL Caribbean is urging agents to cast their votes in its favour in the Best Cruise Operator Domestic Deployment category at the 2017 National Travel Industry Awards - see the **cover wrap**.

Solo Connections

TODAY'S *Travel Daily* product page highlights small group operator Solo Connections, which offers commissionable escorted tours designed for solo travellers with no single supplements - for details see the **last page**.

Bumper issue today!

Travel Daily today has nine pages of news, a front cover wrap for RCI, a photo page for **Excite Holidays** plus full pages:

- AA Appointments jobs
- Air New Zealand
- Solo Connections product pg

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Mick Boylan – Sunlover Holidays (VIC)

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Egypt showing recovery

EGYPT is showing signs of a strong tourism recovery after its protracted political upheaval, according to specialist operator On the Go Tours which expects triple-digit growth this year.

The cultural tour company is about to release its latest Middle East and North Africa brochure, and expects Egypt to regain a place among its top four destinations worldwide in 2017.

MD Carl Cross told *Travel Daily* On the Go had begun as an Egypt specialist in 1998 and was pleased the destination was attracting strong demand.

Borg to Club Med

DAMIAN Borg has been appointed as Head of Sales and Customer Service for Club Med in Australia and New Zealand.

It's back to the future for Borg, who worked as a sales executive for the global holiday company more than 20 years ago.

Borg rejoins Club Med from his most recent position as Channel Strategy Manager for APT.

More appointments on **page 9**.

"Last year we were 100% up in Egypt and this year we're again looking at triple-digit growth," Cross said.

"We'll be back in the thousands of guests from Australia this year, rather than hundreds."

On the Go is preparing to announce the appointment of a global head of agency sales to be based in Australia, in addition to a further three sales representatives.

Although the company is UK-based, Cross said about half its business stemmed from Australia, and the new sales head would support especially strong travel trade bookings from this market.

He said OTG's global sales were currently up 30% on last year, and in Australia up by 35-40%.

The firm offers cultural tours around the world, featuring "adventurous days with comfortable nights" in four-star western-standard hotels.

Cross added that northern destinations including Norway, Iceland and Greenland were among others showing especially strong growth this year.



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Alan Joyce at Helloworld OMC

HELLOWORLD overnight confirmed further details of its upcoming Owner-Managers Conference (OMC), with Qantas ceo Alan Joyce announced as a "special guest" at the Gold Coast event's welcome function.

The OMC has this year been shifted to 18-20 May, and is being hosted at the Gold Coast Convention and Exhibition Centre (GCCEC), in conjunction with the formerly separate Helloworld for Business Summit.

Helloworld chief executive officer Andrew Burnes said the

OMC had already seen a strong response from members, with over 160 Owner Managers signing up in the first week, and total numbers now nearing 500.

The three day conference will be MC'd by David Reyne, with the agenda covering business strategy, leadership, market research, management skills and branding, Burnes said.

"We will be giving our Owner Managers expert industry insights, leadership knowledge, the latest technology updates as well as practical applications and outcomes," he promised.

The full agenda is yet to be released, but confirmed speakers include performance coach Kirk Peterson as well as lawyer Aaron Goonrey, returning by popular demand after his participation at the 2016 OMC in Singapore.

Networking opportunities at the three-day conference will include a Sea World welcome event, the Qantas Gala Awards dinner on the Fri night at GCCEC and a final Sat evening celebration at Movie World including "special surprise entertainment," Burnes added.

Etihad A380 to Paris

PARIS has been added to Etihad Airways' A380 destinations over the northern summer under a seasonal capacity adjustment.

The superjumbo will replace Boeing 777s on one of EY's twice daily services to Paris Charles de Gaulle from 01 Jul to 28 Oct.

The upgauge enables Etihad to offer an all-A380 daily service from both Sydney and Melbourne to CDG, via Abu Dhabi.

Etihad also operates its double-decker jet to London & New York.

VA/NZ biofuel RFI

VIRGIN Australia and Air New Zealand have issued a Request for Information (RFI) as it continues to investigate options for a locally produced aviation biofuel.

The RFI follows a review of more than 30 responses from firms in Australia, New Zealand, the US, Canada and Europe.

VA's head of sustainability Robert Wood said the level of interest and potential production of a sustainable biofuel in this region was of "clear interest".

"We will now undertake detailed exploration in order to reach significant commercial scale," he said, adding the alliance partners were optimistic about the project to reduce carbon emissions.

ADL/AKL 787 special

AIR New Zealand is celebrating the deployment of Boeing 787-9 aircraft on the Adelaide-Auckland route between 29 Oct-28 Feb (**TD** yesterday) with Economy base fares priced from \$162 + tax.

The promotion, valid on flights NZ191/NZ192 only, is available from now until 20 Mar - fare conditions in the GDS.

For all the details, see **page 11**.



Window Seat

TOURISM Australia managing director John O'Sullivan has come up with a new starring role for Aussie Hollywood super-hunk Chris Hemsworth.

During his presentation at the Destination Australia conference this morning (**see p1**), O'Sullivan flagged an increasing focus on Australia's wildlife in 2018/19.

That, he suggested, could be launched by Hemsworth dressing up as a kangaroo, while O'Sullivan would take the role of an emu at the announcement.

"We'd definitely get lots of media coverage for that," he said.

'The God of Thunder' himself also appeared at the Sydney conference today - but much to the disappointment of the breathless attendees it was only via a video link (**below**).



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US visits boost hotels

THE US proved to be the most valuable overseas market for Australian hotels last year, with demand from its visitors up 55%.

Data released today by Expedia shows the latest trends among Australia's top inbound markets and says US travellers consistently paid the highest average room rate of \$213 as growth in visitation hit levels not seen since the Sydney Olympics in 2000.

Based on bookings measured through Expedia's various hotel sites, the company said New Zealand provided the second highest levels of demand last year, followed by the UK, Japan and Hong Kong.

New Zealanders provided the longest length of stay, averaging three nights, and provided the most four-star bookings.

UK travellers booked the farthest in advance, while Japan provided the highest growth in average room rates, up 5%.

More SYD/ZQN flts

"HIGHER than expected demand" on the Sydney-Queenstown route has seen Qantas add two extra weekly flights between the cities during the Jul/Aug ski season peak, taking total capacity to 10/week.

The new services will arrive in ZQN on Thu & Sun evening, and return to SYD early the next day.

Accessible Tourism

TOURISM Australia will hold a webinar on accessible tourism at the end of this month, explaining opportunities for destinations and businesses to cater to disabled travellers.

Speakers include UTS Business School tourism professor Simon Darcy, Travability.travel founder Bill Forrester, accessible tourism consultant Chris Veitch and Sandcastle Waterpark marketing manager Jane Kelly.

The event is at 3pm on 31 Mar - for full details [CLICK HERE](#).

Uncover the gem that is the city of Rondo in Spain in the March issue of *travelBulletin*.

[CLICK HERE](#) to read *travelBulletin*



Magellan corporate take-off



THE inaugural Magellan Travel Group Corporate Forum kicked off last night with a welcome event hosted by Qantas Airways.

Delegates were treated to a private function at the Qantas Corporate Campus, including a tour of the QF Integrated Operations Centre.

The forum continues today with presentations from key partners such as Serko, Uniglobe, Qantas, Amadeus and more.

Some of the delegates are **pictured** above after their tour of the QF IOC: Kathleen Nicholson, TTFN Travel; Danny Cahalan, Solve Travel; Marnie Turner, Rheom Travel; Kathy Gambell, Encore Journeys; Emily Strong, CPE Travel; Alison Lee, Complete Travel Services; Simone Kaye, Worldwide Travel; Scott Darlow, Magellan Travel Group; and Greg McCarthy, Platinum Travel Corporation.

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Qualmark trial success

QUALMARK, Tourism New Zealand's official quality assurance organisation has conducted a Sustainable Tourism criteria which looks at what quality tourism business looks like in NZ, based on four key categories including economic, environment, social/people and health and safety.

Over 300 businesses were assessed and 55% achieved a bronze award, 36% silver and 8% gold, celebrating businesses that are operating at best practices.

A 2016 TNS survey showed 68% of Australians rated seven or above out of 10 when asked whether they'd use an accreditation mark for finding a sustainable provider.

The new criteria will be available for assessment by Oct this year.

Skytrax's top airports

THE 2017 Skytrax World Airport Awards were held in Amsterdam this week, recognising everything from the cleanest and most improved airports to the best points for shopping and dining.

The World's Top 10 Airports overall were Singapore, Tokyo Haneda, Seoul Incheon, Munich, Hong Kong, Hamad, Chubu Centrair Nagoya, Zurich, London Heathrow and Frankfurt.

The top three airports for dining included Hong Kong, Singapore and Tokyo Narita, while the best shopping was at Heathrow, Seoul Incheon and Hong Kong.

For best airport staff service, Taiwan Taoyuan took out first place, followed by Seoul Incheon and Tokyo Haneda.

Best regional airports included Centrair Nagoya, Cincinnati-Northern Kentucky and Hamburg.

Other awards highlighted the best airport hotels including Crowne Plaza Changi, Pullman Guangzhou Airport and Hong Kong Sky City Marriott.

AU/NZ borderless talks reignited

QANTAS ceo Alan Joyce has reignited the debate on establishing a common border between Australia and New Zealand during a speech in Wellington on Tue.

There have been talks about scrapping immigration and customs checks for passengers travelling between the two countries since the trans-Tasman aviation market was deregulated two decades ago.

"It would make it easier for business travellers and it would make tourism a lot easier. From an infrastructure perspective what it does is improve our efficiency dramatically because

we can use domestic terminals," said Joyce.

His comments will be one area of focus for the newly formed Australian and New Zealand industry airline alliance last week (**TD** 09 Mar).

It also follows Malcolm Turnbull's visit to NZ last month, where he spoke to NZ Prime Minister Bill English about ways to streamline the border clearance process between the two countries.

New Zealand was Australia's biggest source of foreign visitors in 2016 with 1.3m, while 1.5m Australians visited NZ in 2016.

Airbnb Japan nod

AIRBNB has been given the green light to do business in Japan after years of operating in murky territory.

Japanese Prime Minister Shinzo Abe's cabinet approved rules that limit home-sharing by private citizens to 180 days a year, according to the final draft of the legislation, but leaves room for local authorities to impose their own restrictions.

Bloomberg reported that out of 48,000 Japan listings, many are whole homes for rent, meaning a lot of Airbnb's users would need to change their model to operate.

Italian airport strikes

ITALIAN Air Traffic Controllers will go on strike from 1200 until 1600 on Mon 20 Mar.

Passengers travelling to and from Italy, or on routes that utilise Italian airspace may be affected during the strikes.

Travellers are advised to check with their airline for any schedule changes as a result of the impending industrial action.



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AHEAD of St Patrick's Day tomorrow, Tourism Ireland gathered together media and trade partners for a celebratory lunch in Sydney yesterday.

Several dignitaries were in tow including Patrick O'Donovan, Ireland's Minister of State at the Department of Tourism & Sport.

Here to drum up awareness of the 2017 Women's Rugby World Cup in Dublin & Belfast and to launch Ireland's official bid for the Men's 2023 RWC, O'Donovan spoke of the importance of tourism to the emerald isle.

"Irish tourism has gone through a renaissance in the last few years, we've hit huge targets in terms of our overseas visitors and last year alone over 10 million people visited the island of Ireland", O'Donovan said.

"It's a sizable chunk of people that come to our island sustaining more than a quarter of a million

jobs and worth over five billion euros to the economy."

"It's in this context that the government has decided through our agents to invest heavily in markets like Australia where we value the numbers of people coming from here and the contribution they make."

O'Donovan thanked the travel trade including airline partners saying "without the improved air access into Ireland we wouldn't be able to grow our industry from 10 to 12 million visitors over the next few years".

Pictured at Irish restaurant 34bia from left Breandán Ó Caollaí, Ambassador of Ireland in Australia, Colin Fassnidge celebrity chef; Minister Patrick O'Donovan; Jane Connolly, Consul General of Ireland; John Veitch, chief executive officer, The Travel Corporation and Sofia Hansson market manager Tourism Ireland.

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World marks Irish day

TOURISM Ireland's 2017 Global Greening initiative will kick off tomorrow, when over 250 iconic landmarks and sites around the world will be illuminated in green.

This will be the eighth year of green lighting worldwide and will involve sites such as the World Trade Center and Empire State Building in New York, the London Eye and the Colosseum in Rome.

Tourism Ireland ceo Niall Gibbons said he was delighted other sites were getting involved.

"More than 70 million people around the world claim links to the island of Ireland and St Patrick's Day is a truly unique opportunity to reconnect them with their heritage."

Ireland's capital Dublin is hosting a four-day St Patrick's Festival which runs until 19 Mar, themed 'Ireland We Are' and including the world's largest gathering of ceili dancers, guided walks at the Guinness storehouse and a St Patrick's Day parade.

St Pat's hot spots

TRAVELLERS will be able to connect with their Irish roots anywhere in the world tomorrow.

While Dublin and other locations around Ireland will take centre stage, Cheapflights has identified some of the best St Patrick's Day celebrations planned in other countries.

Tokyo will mark 25 years of hosting the largest Patrick's Day Parade in Asia tomorrow, featuring Irish dancers alongside green Samurai Warriors.

Buenos Aires will host a parade through its Plaza San Martin, with 50,000 people expected at a green street party in the Retiro district.

Londoners will line the streets from Piccadilly to Trafalgar Square for the UK's biggest parade.

In Sydney on Sun, a green gathering will feature live entertainment and food stalls in Prince Alfred Park, Surry Hills.

AC adds YUL/IAD

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Cheap fares on the up

CHEAP domestic airfares have increased by more than 20 index points this month compared to Feb, according to data released by the Australian govt today.

Mar 2017 'Best Discount' fares currently sit at the index level of 82.1, compared to 60.1 in Feb and 55.3 twelve months ago.

'Restricted Economy' and 'Business' fare indexes were relatively flat compared to Feb.

CX profits nosedive

CATHAY Pacific has admitted facing a "difficult" operating environment for its mainline business in 2016 after reporting a loss of HK\$575m, down from a profit of HK\$6 billion in 2015.

Revenue for the Hong Kong-based airline dropped 9.4% in 2016 to HK\$92.75 billion, resulting in a share dividend diving more than 90%, from HK\$0.53 to HK\$0.05.

The Cathay Pacific Group, which includes offshoot Cathay Dragon, cited increased competition from low-cost carriers, capacity boosts by other airlines into mainland China and three economic factors - the reduced rate of economic growth in mainland China, a dip in visitor numbers to Hong Kong and the strength of the HK dollar.

Cathay said congestion at Hong Kong Airport and air traffic control constraints in Greater China continued to impose costs on the Group, while traffic to Europe was sluggish.

"In response to weak revenues, the Group has undertaken a critical review of its business.

"In the short term, Cathay Pacific is implementing measures designed to improve revenues and reduce costs."

In the long-term, Cathay Group will devise a three-year plan to improve its performance, the goal of which is "to become a more agile and competitive organisation," Cathay Pacific chairman John Slosar said.

"Despite the challenges with which we are faced, we still expect our business to grow in the long-term," he said.

"Air traffic to, from and within the Asia-Pacific region is expected to grow strongly."

Slosar promised to continue to introduce new destinations and to ramp up frequencies on "our most popular routes".

The Group will also review its distribution and pricing practises, while continuing to invest in new and more fuel efficient aircraft.

Slosar further flagged an increase of ancillary revenue.

NZ celebrates Adelaide 787s



AIR New Zealand last night hosted an event at the Adelaide Oval, welcoming key industry partners to a celebration of the planned deployment of Boeing 787-9 aircraft on the Adelaide-Auckland route (**TD** yesterday).

The event followed the official announcement by South Australian Tourism Minister Leon Bignell and NZ chief commercial officer Cam Wallace, who

are pictured **above** with cabin crew and the airline's Australian gm Kathryn Robertson and Los Angeles-based Nick Judd, who looks after NZ's operations across the Americas.

Other photos **below** were taken at the evening cocktail party, with lots more available online at facebook.com/traveldaily.

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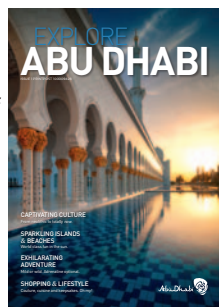
Abu Dhabi Tourism and Culture Authority has just released

the inaugural edition of Explore Abu Dhabi, a 36 page magazine that covers everything you need to know for planning a holiday to Abu Dhabi.

To celebrate, they're giving away three pairs of tickets to the World Cup qualifier between Australia and UAE on 28 March 2017.

To enter, simply take a look at the digital version of the **GUIDE HERE** and tell us, in 25 words or less, which of the 'Top 10 Things To Do in Abu Dhabi' you'd like to experience and why.

Send your answers to abudhabi@traveldaily.com.au



RIGHT: Nick Jones, SATC and Jeremy O'Brien from Air NZ with South Australian Tourism Commission chief Rodney Harrex.



LEFT: Cam Wallace chats with some of the Phil Hoffmann Travel team at the event, including the man himself.



RIGHT: Kevin Bishop and Jennifer Cainin from Bunnik Travel.



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HOLIDAYS

Excite Holidays captures the spirit of L.A.

DISCOVER Los Angeles and Excite Holidays treated a group of agents to exclusive yoga events on the Gold Coast and in Melbourne recently as part of the EAT.STAY.LOVE.LA. campaign.

Agents from across the Gold Coast soaked up the rays on Mermaid Beach, participated in a relaxing yoga session and then refuelled at BKST Cafe where they feasted on L.A. inspired fresh fruits and a selection of tasty breakfast dishes.

Melbourne agents got close to nature at an inner-city nursery called The Glasshaus where they enjoyed a hip-hop yoga session and a well-deserved meal after working up a sweat at the venue.

The agents all enjoyed listening to Carolyn Nightingale, the Travel Trade Manager from Discover Los Angeles who talked about the City of Angels.

They learnt that L.A. is more than a glamorous city, with diverse neighbourhoods, shopping precincts and foodie delights hidden around every corner.



JEANNE, Josiane & Michelin from Worldmark Travel.



AGENTS from Melbourne enjoying their hip hop yoga session at The Glasshaus.



INGRID, Gina & Suzy from Cousins Tours & Travel.



A SESSION on the beach at the Gold Coast.



MAGGIE from Bay Travel & Cruise.



AGENTS from The Gold Coast stretching out on Mermaid Beach.



FLAT out L.A. style.

Thursday 16th Mar 2017

HK Disney in Spring

HONG Kong Disneyland Resort will host its first Disney Friends Springtime Carnival from 16 Mar to 28 May.

Close to 30 Disney pals such as Mickey, Minnie, Goofy, Pluto, Chip, Dale and Donald will start a procession on a spring-themed train decorated with flowers, along with nearly 50 dancers.

Other features include a Disney friends springtime garden and a Disney character egg hunt.

There will be 55 character-inspired snacks, desserts and specialty drinks available in the park and resort hotels including Duffy & Friends Springtime Afternoon Tea at Main Street Corner Cafe.

TK profits stumble

TURKISH Airlines has suffered a revenue loss of US\$9.8 billion in 2016, down 6.9% from US\$10.5 billion the previous year.

Despite budgeting for double-digit growth in 2016, the Jun terrorist attack at Istanbul Ataturk Airport and attempted military coup could have heavily effected demand and profits.

Turkish chief executive Bilal Eksi told ATW that cost savings and growth were the biggest challenges this year and priorities include "modernising the IT systems and exploring ancillary revenues" like on exit rows.

Fastest wi-fi at DXB

DUBAI Airports is claiming to have the world's fastest free wi-fi connection.

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The Lufthansa Group - composed of Austrian, Lufthansa and Swiss International Air Lines - offers Australian travelers the world's most comprehensive European network and more than 300 global destinations accessed through their four regional hubs. The theme of this competition is Mixed Class - learn more about the product [HERE](#).

Open to all Australian Travel Agents, the lucky winner will have the most correct answers as well as the most creative entry to the final question. Send your answers to lufthansa@traveldaily.com.au

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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.

Lauren Stuchbury has been appointed as the new Queensland Sales Manager for Trafalgar. Stuchbury is well known to the industry through her former role as BDM for Qantas Holidays.

AccorHotels has announced the appointment of **Gillian Millar** as its new Senior Vice President for New Zealand, Fiji and French Polynesia. It's the first time a woman has filled the key role, with Millar replacing Chris Sedgwick who is leaving AccorHotels. Millar will relocate to Auckland from her current position with AccorHotels as the group's Vice President Operations Western Australia.

Hahn Air has named **Dennis Huk** as its new Head of Global Account Management. He will work alongside Robert Jason Heerenveen to lead Hahn Air's sales and marketing team across the globe.

Andrew Eddy has joined **Cox & Kings** as the company's new National Account Manager, providing support for agents and industry partners across NSW and the ACT.

Six Senses Hotels Resorts Spas has appointed **Celia Lam** as food and beverage specialist for the Eat with Six Senses initiative, a new culinary program being introduced across the group.

Alastair Scott has been appointed as Head of Product Strategy for **Abercrombie & Kent**. He joins A&K after 14 years with Insider Journeys, including four years in Vietnam heading up product development and the DMC side of the business.

Fiji's **Nanuya Island Resort** in the Yasawas has appointed Lavonne Fremlin's **Pacific Pulse Travel Marketing** to manage the property's global sales and marketing.

Richard Meulet has been appointed as the new general manager of **Wyndham Surfers Paradise**.

Dorchester Collection has promoted **Helen Smith** to the role of chief customer experience officer. She was previously the group's vice president sales and marketing. Dorchester has also named **Robert Whitfield** as its regional director UK and general manager of The Dorchester, effective 08 May.

Sue Graham will return to **Helloworld Limited** as Head of Air Contracting next month, moving from her current role as gm supplier partnerships at CT Partners. She will replace **Paul Hollingshead** who finished with Helloworld last week.

Travel Counsellors in the UK has appointed **Jim Eastwood** to the newly created role of Global Sales Director. He joins the home-based agency group from Groupon and will be responsible for driving Travel Counsellors' leisure and corporate sales internationally.

Silversea Cruises has announced that Australian/Italian captain **Alessandro Zanello** will lead the inaugural season of its soon-to-debut **Silver Muse**. Zanello, whose father is Italian and mother is Australian, is the youngest ever officer to be appointed captain on the Silversea fleet. Silversea has also named **Erin Johnson** as head of marketing UK and Ireland. She moves from her former role with Carnival Cruise Line, where she was regional marketing director.

Crown Hotels has appointed **Shaun D'Cruz** as Executive General Manager for Crown Hotels Melbourne, with responsibility for both Crown Towers and Crown Metropoli.

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**** NEW SENIOR SALES OPPORTUNITY ****

**DIRECTOR OF SALES
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This leading inbound travel company is seeking an experienced Director of Sales to come and lead their successful sales division. Managing a team of ten you'll have a strong understanding of inbound travel with the proven ability to build and grow strong client relationships and win new business. A strong salary package along with incentives is on offer plus car parking provided. Apply today to be in the running for this rare opportunity.

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As a Corporate Account Manager you will be responsible for a portfolio of clients and their travel programs. Build relationships with the objective of identifying opportunities to grow revenues, increase margins and ultimately retain the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication, presentation & negotiation skills to deal with people at all levels up to executives.

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**AREA REVENUE MANAGER
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Take your career to the next level and join this industry leader as Area Rev. Mgr. Working closely with the GM's, Sales & Marketing teams to implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary package on offer. Previous experience in a similar role a must along with strong communication & organisational skills.

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Searching for a company which has a product that can easily be sold and well respected in the market? This is it. As an experienced sales executive you'll easily step in and cover the WA retail market. With a professional brand name behind you and your strong presentation skills, you'll have the ability to influence others and increase sales whilst managing your time effectively and growing industry relationships. Top package plus tools of the trade and sales bonuses on offer.

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A successful team leader can lead by example & knows the secrets to motivating staff to reach targets. Our client is looking for a talented team leader to join them. You will be a hands on manager whilst overseeing the day to day operations of a team of consultants, coaching & mentoring, handling escalated issues & other management tasks as required. Team Leader experience required. Salary package dependent on experience.

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Create a valued impression when you join these outstanding corporate travel companies. You will have experience in sourcing & winning new business, with great negotiation skills and a fantastic personality. Representing these well-known brands in the market you will be proud to be part of these organisations, showing off your sales skills and getting new clients to sign on the dotted line. If you want a fast paced role with excellent progression apply now!

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**CORPORATE SALES MANAGER
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This leading travel management company is looking for a talented sales professional to grow their corporate client base. Working with accounts of all sizes, you will use your existing network to develop a pipeline, build relationships, present, negotiate & contract new business. Experience in a similar role is essential along with exceptional sales, presentation & negotiations skills. A generous salary package + lucrative commission structure is on offer.

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DESTINATION OF THE MONTH – SOUTH AFRICA

Departing 18 June, South Africa

Inspired is a cultural, scenic & gastronomic experience, this tour takes us on a stunning journey from Cape Town to Johannesburg. This leisurely itinerary has many unique experiences that are sure to wow your clients. Initial impressions is that it looks expensive. However, once you analyse the quality and the inclusions, it becomes easy to see that this tour is exceptional value – affordable luxury.....13 days \$9,538 including airfares.

Departing 01 July, South Africa Explorer is one of our Active tours, travelling from Johannesburg following the garden route to Cape Town. Your clients' adrenalin will be pumping on this tour as we venture on safari through Kruger National

Park and Hluhluwe in an open jeep in the hands of an experienced guide and tracker. We'll be so fabulously up close and personal... they can almost touch the wildlife. We aim to come away having seen the Big 5 – Lion, Rhino, Leopard, Elephant and Buffalo...18 Days \$8,495 including airfares.

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