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Trav Choice online move

TRAVELLERS Choice has forged a new partnership with online travel agency TripADeal, giving its members access to the Byron Bay-based company's full range of packages (TD breaking news).

The agreement will see Travellers Choice members act as fulfilment partners for TripADeal, creating a new sales channel for the online retailer through bricks-and-mortar travel agencies.

From 09 Oct, customers will be able to book and pay for TripADeal products through Travellers Choice stores.

Clients will also be able to book direct with TripADeal and make payment through Travellers Choice if they prefer to process transactions via an agent.

Travellers Choice managing director Christian Hunter told TD the partnership had been

instigated by feedback from TripADeal customers who preferred face-to-face interaction with a traditional travel agent.

"I really see this as something that's going to open up a new customer base for a lot of our members," Hunter said.

"We're hearing so much that they're losing business, that they can't compete in this highly packaged space," he said.

"So I really see it as an opportunity for them to grow their sales incrementally, rather than just adding another preferred product."

As part of the partnership, TripADeal will provide exclusive packages to Travellers Choice in addition to its regular offering.

Hunter said the partnership was a new business model that would combine the respective strengths of online and offline entities.

Today's issue of TD

Travel Daily today has seven pages of news, including a photo page for Taiwan Tourism plus full pages from:

- Albatross Tours
- AA Appointments jobs

Albatross last seats

ALBATROSS Tours has a limited number of seats remaining on some of its Festive Europe Tours departing at the end of the year and in early 2018 - see page 8.

TRAFALGAR

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Celebrate Sunlover Holidays'
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Simply sell any Sunlover Holidays and Jetstar package in September to earn points to win your place on this incentive*.

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Trump travel ban 3.0

US PRESIDENT Donald Trump today implemented conditional restrictions and limitations on entry to the US by nationals from Chad, Iran, Libya, North Korea, Syria, Venezuela & Yemen, replacing his previous travel ban introduced earlier this year.

The new policy will take effect from next month and is due to the eight countries highlighted not being able to provide extra information on their nationals & whether they pose a safety threat if they enter the United States.

London bans Uber

TRANSPORT for London has denied Uber its application to renew a private hire licence in the city beyond 30 Sep.

The firm accused Uber of "a lack of corporate responsibility in relation to a number of issues which have potential public safety & security implications," *The Telegraph* in the UK reported.

QF, JQ seek 10yr jv tick

THE ACCC has been called on to re-authorise coordination between Qantas and its low-cost offshoot Jetstar on domestic and international air services for a further 10 years.

In an application to the ACCC made public last week, Qantas said its existing coordination with Jetstar Airways, Jetstar Asia, Jetstar Pacific and Jetstar Japan which was approved in Mar 2013 had delivered "significant public benefits" over the past four years.

Among the benefits are 25 new destinations serviced in Asia-Pacific, improved frequencies and schedules, cost savings and "higher numbers of tourists visiting and travelling within Australia, via the Jetstar LCC network".

QF also told the Australian regulator its arrangement with Jetstar had "elicited significant competitive responses" from rivals including AirAsia and Scoot/Tigerair, "demonstrating the

clearly pro-competitive nature of the conduct".

"Those airlines include other LCCs that are expanding in Asia, such as the AirAsia Group of airlines, Scoot, VietJet, Peach, Lion Air Group and Cebu Pacific".

QF noted that if re-authorisation of the joint venture was denied by the ACCC, JQ would be required to "significantly curtail the way in which it provides services to the Jetstar Joint Ventures".

The application, parts of which were redacted due to confidentiality, said a re-approval rejection would mean JQ "would not be able to make certain int'l network and capacity decisions" and the Jetstar Pan-Asia Strategy "would be hampered".

"There would be consequential adverse impacts for the Jetstar Group" including fewer destinations, frequencies, online connections and an inability to achieve "scale benefits".

Tigerair OOL/HBA

NO-FRILLS carrier Tigerair Australia will commence a four weekly service between the Gold Coast & Hobart from 07 Dec.

The new service will be the only low-cost flight between the Gold Coast and Tasmania, "providing faster, cheaper access to both cities for tourist, budget & leisure travellers," Tigerair Australia acting ceo Peter Wilson said.

Launch fares are being offered from just \$10 each way.

TT is also adding up to four extra weekly flights from Melbourne to Hobart, starting the same day.

Bunnik deadline

AGENTS have until the end of this week to take advantage of Bunnik Tours' maximum earlybird saving of \$500pp on Europe 2018 tours, deposited by Fri 29 Sep.

From next week, Bunnik's tiered earlybird offering (**TD 26 Jul**) will be reduced to a \$250pp discount, available until 22 Dec.

2018 EARLY BIRD DEALS SWITZERLAND



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Collette expands local team

TOUR operator Collette says it has witnessed significant growth in the Australian market since establishing a base here in Jan 2015 and is embarking on its biggest recruitment drive to-date to keep up with demand.

Collette's general manager for Australia Alison Mead said sales through the firm's preferred distribution arrangements, independent agencies and group sales were generating the growth with recruitment now underway for a head of business

development, groups account exec and reservation consultants.

The senior role of head of biz development will work alongside Mead and marketing manager James Hewlett to "develop new business partnerships which may be trade or may be direct, building databases and hunting opportunities," Mead said.

Groups business ranging from 10 passengers through to full coaches "is growing and growing," according to Mead, who has shifted responsibilities of servicing this business away from the call centre to become the focus of a new dedicated groups account executive.

She said res staff were also sought in order to deliver industry-best low call wait times.

"We have a commitment to answering our phones within 30 seconds, so as business keeps growing we'll be adding more consultants to the team."

An additional bdm role servicing NSW has been filled with the successful candidate to be announced imminently.

"We're ready to take things to the next level", added Mead.

NZ extends Ho Chi

AIR New Zealand has confirmed it will operate its seasonal non-stop flights between Auckland and Ho Chi Minh City in 2018.

Flights will operate twice weekly using Boeing 787-9 Dreamliner aircraft on Tue and Sun, between 23 Jun and 23 Oct.

Chief revenue officer Cam Wallace said demand for Air New Zealand's Vietnam service has been particularly strong in the school holiday period.

It will be the third consecutive year that Air NZ has flown to SGN.

GTS Hawaii 2018

DATES for Hawaii's annual Global Tourism Summit have been confirmed as 17-19 Sep in 2018.

The 2018 program will incorporate slight changes following delegate feedback from last week's event.

Speaking to **TD** in Hawaii, HTA president & ceo George D. Szigeti said last week's event "hit it out of the park in terms of numbers with 1,500 in attendance, however in years to come I'd ultimately like to have 5,000 people involved in this event".

Previously known as the Hawaii Tourism Conference, the event was re-branded to the Global Tourism Summit last year.

"People have been coming here for the last 15 years when it was a conference, but last year we changed it to be more engaging, include more partnerships and be more global," said Szigeti.

Aust books direct

ONLINE airfare comparison websites still fall behind direct bookings when it comes to Australian travel preferences, according to a study commissioned by the Tourism & Transport Forum (TTF).

The national survey was conducted by Nielsen and found 49% of Australians preferred to book domestic flights direct via an airline website, with only 23% using a comparison site.

"There is still an appetite for people to make a booking in store at a travel agency, with 10% of respondents saying they prefer to book their domestic flights in person and 17% favouring this method for int'l flights," said TTF chief executive Margy Osmond.

Window Seat

AS IF the price of airport parking wasn't high enough already, a UK man has added another cost to the mix after becoming fed up with travellers leaving their cars outside his Liverpool home.

Neil Junglas has made the news in the UK after wrapping a car with an entire industrial-sized roll of cling film after its owners took advantage of free parking in his street while they went on holidays.

Junglas, who lives about 4km from Liverpool's John Lennon Airport, says he saw the owners park outside and then transfer their luggage to a taxi for the rest of their trip.

"I work at Costco so I went and bought a big roll of cling-film from there," he told *Metro*.

Royal TV campaign

ROYAL Caribbean International tonight launches a 30-second television commercial inviting consumers to "come seek".

The ads are part of a wider brand campaign involving press, digital, outdoor and social media.

JQ/EK approval

JETSTAR has been granted an allocation of 1,300 seats per week between Australia and Indonesia, to be used in codeshare services with Emirates.

In its application to the International Air Services Commission, Qantas said its Jetstar subsidiary planned to increase services using B787.

Packed in BA, Shangri-La famil



BRITISH Airways hosted a group of BCD consultants and account managers in Singapore on a famil earlier this month, held in conjunction with Shangri-La Hotels & Resorts.

The group flew Club World (Business) class on British Airways and stayed two nights at Shangri-La Hotel Singapore and one night at the recently renovated Hotel Jen Orchardgateway.

Once in the Lion City, the group visited four Shangri-La properties, the Singapore Flyer and also took in Gardens by the Bay including the Skyway.

Auto repayments with Etihad Airways

ETIHAD Airways has partnered with PayFort to offer automated credit card payment plans for pax.

The program allows consumers who book directly via Etihad.com to pay off their flights within three to 60 months.

Seventeen Middle Eastern banks have signed on to the scheme.

EY vp digital strategy and innovation Justin Warby said the offering was designed to assist low to medium income clients & families to book without having a financial burden up front.

As of now, the offer is available only to the residents in the UAE, Saudi Arabia and Egypt.

Pictured taking in the scenery while on the Singapore Flyer are, back row from left: Jeremy Sargent, Selina Lawrence, Jacqueline Ellem, Geeta Kalra & Matthew Pomeroy from BCD.

Pictured front are Jill Dunlop, Shangri-La; Melissa Lau, British Airways; Sandy Lee, BCD; Marnie Cleveland, BCD and Conrad Gabriel, BCD.

SAA reductions

SOUTH African Airways will cut back on six intra-African routes over the next month as part of a cost cutting plan that involves removing five aircraft (**TD** Fri).

Routes include JNB to Entebbe, dropping from seven to six flights a week from 09 Oct, and JNB-PNR-BZV-JNB, down to one weekly from three from today.

Services from Johannesburg to Kinshasa, Launda will also be face a reduction in services.

JNB-LBV-COO and JNB-LBV-DLA will drop to three & two flights each week.

Kota Kinabalu

Early Bird Sale RETURN ECONOMY CLASS FROM **AUD599***

ENDS 09 OCT

Includes 30kg baggage

*Based on O class in low season. Date restrictions and conditions apply.

Aircalin disruptions

AIRCALIN has cancelled a number of flights due to a Pilots Union strike in New Caledonia.

The following flights have been canned for today and been rescheduled to operate on 27 Sep: SB330 from Noumea to Nadi and Wallis; SB330 from Nadi to Wallis and SB341 flying from Wallis to Noumea.

The airline said at this stage its other flights were expected to operate as scheduled.

DFAT Bali update

DFAT has warned an eruption of East Bali's Mount Agung could impact air travel in the region and advised travellers to contact their airline or tour operator to confirm their travel plans.

The volcano has shown recent activity and authorities have evacuated residents from the area.

Qld backs Localyokl

THE Qld Govt has thrown its support behind Gold Coast-based platform Localyokl, which connects visitors with local guides.

Localyokl secured \$100,000 in funding in the latest round of the \$10 million Advance Queensland Ignite Ideas funding to help it market its product globally.

The platform allows local guides to register and establish profiles for their tours and connect with visitors who are looking for "unique local experiences with a personal touch," co-founder Gary Waldon said.

"Queenslanders will have the opportunity through Localyokl to develop tourism experiences around the things they are passionate about and then connect online with travellers from around the world," said Leeanne Enoch, Qld Minister for Innovation & the Digital Economy.

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Brochures

THIS week's Brochures of the Week is brought to you by **Wendy Wu Tours**. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



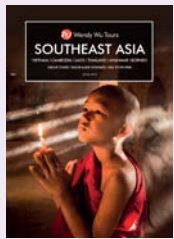
Wendy Wu Tours



Wendy Wu Tours - China 2018/19

Wendy Wu Tours' 2018-19 China brochure includes 35 Classic Tours, Immerse Yourself and Deluxe Collection group tours covering China, Tibet, Nepal, Mongolia and Central Asia. Included are award-winning perennial favourites plus three new Epic Journeys including Epic Dreams, an overland journey across Tibet, Trans-Mongolian Journey, a rail adventure from Beijing to Ulaanbaatar and Ancient Lands of Central Asia, a voyage through five of the 'Stans'.

Added to this is a comprehensive variety of independent Private Tours, bespoke Tailor-Made Holidays and flexible Asia Stopovers.



Wendy Wu Tours - Southeast Asia 2018/19

Formerly known as Vietnam, Wendy Wu Tours' 2018-19 Southeast Asia brochure is brimming with inspiring journeys. Tours range from the discerning Deluxe Collection to active and experiential Immerse Yourself tours, plus Private Tours, Tailor-Made Holidays, Asia Stopovers and Southeast Asia river cruising options also included. With a new Classic Tour to Borneo, plus four new Immerse Yourself tours to Vietnam, Cambodia, Laos and Myanmar, this brochure highlights all the must-do and see locations of Southeast Asia.



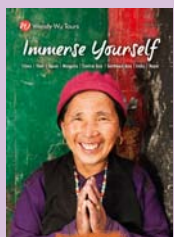
Wendy Wu Tours - India 2018/19

From the Himalayan peaks to the blue Indian Ocean, Wendy Wu Tours' 2018-19 India brochure covers all touring needs across the vast subcontinent. The new 14-day Inspiring India showcases India at its most colourful. There are also two new Immerse Yourself tours to Nepal and Kerala. For those wishing to break up their journey, take an Asia stopover, and a great range of Private Tours and Tailor-made Holidays covers independent travellers.



Wendy Wu Tours - Japan 2018/19

The visually stunning Japan brochure from Wendy Wu Tours offers three Classic Tour itineraries to the iconic sights of Japan and one Immerse Yourself tour with cultural and experiential touring. There is also a new South Korea extension and China extension to complement adventures in Japan, plus a range of Private Tours and Tailor-Made Holidays to Japan, South Korea and Taiwan for those wishing to embrace independence.



Wendy Wu Tours - Immerse Yourself 2018/19

The range of Immerse Yourself tours from Wendy Wu Tours aims to help travellers dive into authentic, cultural Asia. Expertly designed, experiential and active, the tours travel to China, Tibet, Japan, Southeast Asia, India, Nepal, Mongolia and Central Asia. Tick off the big sights, but get off the beaten track in smaller groups, with more freedom. From trekking on the Great Wall, to hiking across rice terraces, staying in Ger camps and overlanding Epic Journeys – the choices are endless!

WINDSTAR CRUISES

ASIA | **5 DAY SALE**

SALE ENDS 29 SEPTEMBER
Unless sold out prior

Voyages starting from **\$1,778*** pp twin share

More Info!

*conditions apply

Aussies explore Vancouver



FOUR Australian agents were chosen out of over 900 applicants for the Vancouver Specialist Famil earlier this month.

Joining four agents from the UK and four from Germany, the team of 12 embarked on the famil on 11 Sep and stayed at Pinnacle Hotel Waterfront and Sutton Place Hotel.

The trip tied in hotel inspections with sightseeing and activities, including breakfast with the bears on Grouse Mountain, visiting the Capilano Suspension bridge and a sightseeing tour through Westend and English Bay.

Participants took in 360 degree views at Vancouver lookout and experienced Flyover Canada, a flight simulation ride that creates a flying experience with wind, mist and smells flying through different parts of Canada, before taking to the air with a 60 minute flight with Harbour Air Seaplanes.

Vancouver Aquarium put on a show for the agents, including a specialist showcase and the opportunity to watch a seal show

and engage with some of the creatures.

Agents worked up an appetite with a bike ride around Stanley Park (**pictured**), before heading to Granville Island for a Vancouver Foodie Tour.

The famil finished with a farewell dinner at The Westin & a jetboat water tour to Granite Falls with Vancouver Water Adventures.

The above photo was sent to **TD** by TravelManagers' personal travel manager (PTM) Michelle Kingston, who was on the famil.

Pres Cup to Melb

THE Presidents Cup will return to Victoria in 2019 on 09-15 Dec at the Royal Melbourne Golf Club.

Melbourne last hosted the Cup in 2011, and 1998, and the 2019 edition will mark the first time a location outside the US has staged the event for a third time.

"This trip is about working with the world's best to deliver better events, attract more visitors and make our sports culture stronger and more inclusive in Victoria," Vic Minister for Tourism and Major Events, John Eren said.

VS LHR/JFK boost

VIRGIN Atlantic plans to expand its London Heathrow-New York JFK operation in summer 2018 to a sixth daily service from 25 Mar.

The flight will replace one of three daily serviced operated by joint venture partner, Delta.

Viking deadline

AGENTS have until Fri to take part in Viking Cruises' latest river and ocean trade incentive.

The agent with the most deposited river cruise bookings made between 01 Jul and 30 Sep will win an eight-day river cruise, and the agent with the most deposited ocean bookings will receive an eight-day ocean cruise.

TAIWAN Tourism Bureau's Australian Roadshow concluded recently in Sydney after successful visits to Melbourne and Brisbane.

The delegation, led by Taiwan Tourism Bureau director Trust Lin and Taiwan Visitors Association Deputy Secretary General Lili Kuo, included representatives of airlines, inbound tour operators, hotels and resorts.

Participants in the workshop were given the opportunity to win one of five places in each city on a famil to Taiwan in Nov.

The successful agents to join the five-day fully hosted itinerary are:

Melbourne: Roxanne Leonard, Flight Centre (FC) Collins Square; Abi Ward, FC Collins Street; Janelle Caston, FC Business Travel; Darren Llewellyn, Helloworld Travel Ivanhoe and Andrew Lewtas, Travel Connections North Melbourne.

Brisbane: Aaron McCaskie, FC Garden City; Mary Ann Alison, Seek Travel Auchenflower; Gay Ring, Oasis World Travel; Andrew Turner, Travel Counsellors Holland Park West and Aileen Collins, TravelManagers Gold Coast.

Sydney: Krystal Brazal, Everything Travel; Glenn Butcher,

Taiwan Tourism Workshop 2017



THE Taiwan delegation in Brisbane.

FC Bathurst Street; Lawrence Chuah, FC Eastwood; Mikaela Eggleston, Jetaround Holidays Sydney and Claudia Salvarti, Travel Australia Centre.

Following the workshop the agents enjoyed dinner accompanied by entertainment from the Indigenous Amis Kakeng Musical Group and insights on Travel to Taiwan from MC Justin Jamieson, Get Lost Magazine.

During the evening attendees were given the opportunity to enjoy delicious Taiwanese eats such as sun cakes, pineapple pastries, mung bean cakes and nougats, leaving them with unforgettable impressions of the allure of Taiwanese cuisine.



MELBOURNE famil winners with Trust Lin director and Pearl Lee marketing representative Australia & NZ, Taiwan Tourism Bureau.



AMIS Kakeng Indigenous musical group.



AMIS Kakeng Indigenous musical group.



THE Taiwan delegation in Sydney.



AGENTS at the Sydney workshop.

BRISBANE famil winners with Trust Lin director and Pearl Lee marketing rep Aust & NZ, Taiwan Tourism Bureau.



Hainan inaugurates Brisbane



HAINAN Airlines commenced operations on its new twice weekly Shenzhen-Brisbane route last week with the inaugural A330 service landing in BNE on Fri. It is the first direct flight

Grossi Italy journey

THE Leading Hotels of the World has teamed up with Guy Grossi for an expedition across Italy's gastronomic regions in 2018.

The 10-day Culinary Journey offering in May & Aug will include stops in Florence, Bologna, Tuscany and Milan.

Guests will explore the history, culture and cuisine of each stop.

The size of the tour group is limited to 20 people.

Prices for the tour start at \$19,995 per person twin share.

WS/HX codesharing

CANADA'S WestJet and Hong Kong Airlines have announced a codeshare agreement between the two airlines.

The move will see the airlines put the "WS" and "HX" flight code on each other's flights.

WS and HK will be connect through Hong Kong Airline's HKG to Vancouver service.

between the two international hubs, who established a sister-city relationship in 1992.

MEANWHILE, Brisbane Airport has signed a new sister-airport agreement with Chongqing Airport in China.

The partnership will see the two airports share expertise on operational, commercial and tourism market development.

The Memorandum of Understanding was signed during Brisbane Lord Mayor Graham Quirk's recent trip to China.

Currently there are no direct flights between Brisbane and Chongqing.

UK Turkey security

BRITISH aviation authorities have confirmed large phones, laptops, tablets can now be taken on board on all UK bound flights from select Turkey and Tunisia international airports.

Airports include Antalya, Bodrum, Istanbul Sabiha Gokcen and Izmir in Turkey and Tunis-Carthage int'l in Tunisia.

The relaxing of the ban follows UK's decision in Mar (**TD** 22 Mar) to restrict the use of large devices from select North Africa and Middle East airport.

MEL airport data

INTERNATIONAL passenger numbers into Melbourne Airport increased by 9.7% to 850,000 in Aug 2017 the latest stats show.

It was also the first time 10 million int'l pax passed through MEL in a rolling 12-month period.

Domestic traffic was up 3.6% in Aug to 2,097 million compared to Aug 2016.

In its first operating month, Uber received an average of 1,000 bookings each day.

Melbourne Airport ceo Lyell Strambi said the increase put the airport on track to reach 60 million pax in 2023.

Ritz-Carl Langkawi

THE Ritz-Carlton, Langkawi has opened its doors on the Malaysian island.

There are 70 guest rooms, 15 suites and 29 villas at the hotel.

The resort has been designed to reflect local traditional villages.

LH's €200m AB bid

LUFTHANSA is offering €200 million to buy its bankrupt rival airberlin and is also prepared to pay up to €100 million to meet interim operating costs.

LH said it was interested in buying certain parts of the airline.

Airberlin's creditor committee will also hold talks with easyJet over the coming weeks about purchasing AB's assets.

German media claim AB will return its long-haul aircraft to two leasing companies next week as part of the bankruptcy process.

Airbnb Milan trips

AIRBNB has launched its "Trips" offering in Milan, with over 60 experiences available to book.

Offerings include areas of fashion, design, food, and exclusive art galleries.

Milan joins Rome and Florence which already have the Airbnb Trips product.

WIN A TRIP TO NEW CALEDONIA



This month *Travel Daily*, *travelBulletin*, Aircalin and New Caledonia Tourism are giving readers the chance to win a trip to New Caledonia. The prize includes return economy class flights from SYD, BNE or MEL flying Aircalin and four nights in a one bed apartment including daily buffet breakfast at Ramada Noumea.

To enter the competition, all you need to do is take a creative photo of yourself with something typically New Caledonian.

Send your entry to aircalin@traveldaily.com.au



ALBATROSS TOURS FESTIVE TOURING PROGRAMME

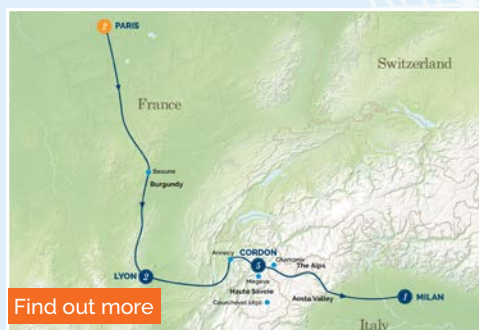
100% GUARANTEED TO DEPART



All 2017 Christmas, New Year and 2018 Winter Wonderland tours with Albatross Tours are 100% guaranteed to depart, with selected tours still available.

Agents can recommend; the Christmas in a French Alpine Village tour for their clients who want to experience the snow, the German White Christmas tour for families or our brand new Italian Winter Wonderland tour for clients who want to travel in February 2018.

LATE AVAILABILITY: FESTIVE EUROPEAN TOURS

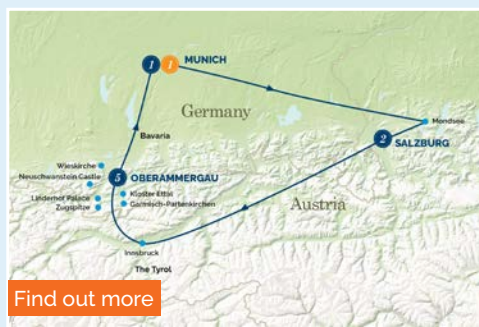


[Find out more](#)

Christmas in a French Alpine Village

11 days only \$4,189pp twin share. Paris to Milan. Departs: 17 - 27 Dec 2017

- Celebrate Christmas over 5 nights in the French Alps
- Explore 5 Christmas Markets from Paris, Lyon, Annecy, Chamonix and Megeve
- Take the cable car ride up to the Aiguille du Midi & the Glacier Train to the dramatic Mer du Glace
- Visit the chic ski resort town of Courchevel 1850 and the town of Annecy
- Take a romantic horse drawn carriage ride
- Visit the fascinating Hospices de Beaune in Burgundy



[Find out more](#)

German White Christmas

10 days only \$3,939pp twin share. Munich to Munich. Departs: 19 - 28 Dec 2017

- Experience the Christmas Markets in Munich, Salzburg, Innsbruck and Garmisch-Partenkirchen
- Enjoy a traditional Christmas Eve dinner, Christmas Day lunch and Farewell dinner
- Relax on a horse drawn carriage ride in Oberammergau
- Experience the funicular and cable car rides up to the summit of the Zugspitze Mountain
- Visit Neuschwanstein Castle and the picturesque Wieskirche



[Find out more](#)

An Italian Winter Wonderland

9 days only \$3,239pp twin share. Milan to Rome. Departs: 04 - 12 Feb 2018

- Stay 3 nights in a stunning, 900 year old hilltop Italian Castle
- Spend a day in the dramatic Italian dolomites, visit the chic ski resort town of Cortina d'Ampezzo
- Visit the fairytale 'town of towers' San Gimignano
- Drive into the picturesque Tuscan countryside and sample local olive oil & wines
- Explore 'Cradle of the Renaissance' Florence and visit the Accademia Gallery
- See the Leaning Tower of Pisa
- Savour lunch in a traditional Italian Osteria



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This unique opportunity will suit a strong Tourism or Hospitality sales manager that understands and is motivated by the sales process and is looking for that something different. This Global Company with over 20 offices worldwide is seeing huge growth in the Australian market and is looking for a strong sales manager with established relationships in the travel and hospitality trade if you have worked for an OTA this will be highly desirable.

BE CREATIVE!

**SOCIAL MEDIA MARKETING SPECIALIST
BRISBANE – UP TO \$75K PKG**

Come and join this leading travel company in their successful marketing team as a social media specialist. Utilising your knowledge and experience of social media platforms and successful marketing strategies you'll work with a range of teams to produce effective and consistent campaign strategies that will yield a high ROI and increase client databases. Previous experience within a similar digital marketing role is a must. Top \$\$ & Benefits on Offer.

LOOKING FOR A NEW CHALLENGE?

**DIRECTOR OF SALES
MELBOURNE EXEC PKG + BONUS ++**

We are looking for a DOSM who has experience working with 800+ rooms. Is this you? Join this dynamic leader to help them to develop & manage the sales team, implement sales strategies & campaigns across all segments, budgeting & forecasting all to maximise revenues. Executive salary package on offer. Experience as a Director of Sales, a track record leading a successful sales team along with great communication, presentation & negotiation skills required.

CLOSER WANTED

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE–\$80K OTE ++**

Fancy yourself a hunter? Know the secrets of closing a deal and having a client sign on the dotted line? This leading corporate travel management sales team are looking for an experienced business development manager to join them. Focusing on the SME market you'll be able to successfully identify new client opportunities, build a profitable pipeline and win new business. Superb \$\$, career progression and more is on offer for the right person.

UNIQUE OPERATIONS ROLE

**NSW OPERATIONS MANAGER
SYDNEY–BASE SALARY TO \$100K + SUPER + BONUS**
Currently working for a Corporate TMC and thinking about a change? This company rarely recruits at this level which makes this all the more exciting. You will be managing a team of extremely talented corporate consultants on a very high demand account. We need someone extremely qualified in corporate travel, leadership is the key but someone who still understands how to consult is very important to this role. Call today to find out more.

NSW & VIC BDMS IN HOT DEMAND

**INDUSTRY SALES EXECUTIVES
SYDNEY & MELBOURNE – TOP SALARY PKG & BENEFITS**
Our clients are searching for experienced industry BDMS who are passionate about increasing sales with the ability to source and secure new business. You will have a real drive, passion and understanding of the travel industry, along with the ability to establish relationships and conduct presentations to secure wins for the business. There are a number of roles and companies to choose from across NSW & VIC, call today to find out more.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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