

# Travel Daily

First with the news

Friday 29th September 2017



DISCOVER MANY AMAZING DEALS [CLICK HERE](#) VISIT [WWW.SAMOA.TRAVEL](http://WWW.SAMOA.TRAVEL)

## Tick tock tick tock...

**TOMORROW** is the last day to submit your entry into this month's **Travel Daily** competition for the chance to win a trip to the "Pacific Heart", New Caledonia.

To get involved, take a creative photo with something typically New Caledonian - more on **pg six**.

## PER eyes Asia non-stops

**THE** Western Australia Govt will launch a mission to Japan next month to meet with airline senior execs at All Nippon Airways and Japan Airlines in an effort to lure new non-stop inbound services to

Perth from Tokyo.

WA Tourism Minister Paul Papalia this week said direct flights from Asia were key to enticing more international travellers to the state.

The plan to visit Japan comes as WA Ministers are in Indonesia this week holding talks with Garuda Indonesia in a bid to entice the SkyTeam alliance member to expand its current four weekly service to Perth to daily (**TD 22 Sep**).

Minister Papalia will also head to China with West Australian Premier Mark McGowan next month, visiting Hangzhou, Shanghai and Beijing, *The West Australian* reports.

### Today's issue of TD

*Travel Daily* today has six pages of news, plus a product profile page for **Bench Africa** plus a full page from:

- Travel Trade Recruitment

## QF 787-9 lifts off

**QANTAS'** first Boeing 787-9 *Dreamliner*, VH-ZNA, has taken to the skies from the aircraft manufacturer's base in Everett, Seattle, for the first time.

The maiden flight was part of Boeing's testing phase of the carbon-composite aircraft.

## Tianjin SYD plan

**CHINA'S** Tianjin Airlines Co has applied to China's aviation authority seeking permission to launch round-trip services from Tianjin to Sydney, via Zhengzhou.

According to an application by Tianjin filed this week, the carrier plans to debut the route from Jan on a thrice weekly basis using Airbus A330 aircraft.

Earlier this year, the ACCC gave a green light for Tianjin Airlines' parent company, HNA and its subsidiaries to form an alliance with Virgin Australia for an initial five year period, which includes a codeshare arrangement between China and Australia.



**TEMPO HOLIDAYS**

**2 FOR 1 OFFER**

**2018 EARLY BIRD DEALS**

WONDERS OF EGYPT

[tempoholidays.com](http://tempoholidays.com)

\*Terms and conditions apply. Please see [tempoholidays.com](http://tempoholidays.com) for full terms and conditions

**INSIGHT VACATIONS**  
*The Art of Travelling in Style*

**FLY TO EUROPE FOR \$599 RETURN\***  
on all 2018 Europe trips.



**BOOK NOW**

\*Conditions apply

**TRAFALGAR**

**We hear**

**"I WORK SO HARD AND THEN THE TRIP GETS CANCELLED"**

**So here**

**100% DEFINITE**

2018 EUROPE DISCOVERIES  
2017/2018 AUTUMN WINTER & SPRING  
2018 HAWAII

**"It's now up to you, lets get selling!"**

- Kiyhan & Lauren  
Sales Team

**#AGENTS FIRST**  
JOIN THE TRAFALGAR TRIBE



**QANTAS** | **中國東方航空 CHINA EASTERN**

**Win the ultimate famil adventure to Shanghai & Beijing\***

**REGISTER NOW!**



BOOK NOW!



caesars.com

## Amadeus outage

**AIRLINES** around the world are recovering from a technical hitch in the Amadeus system which hit check-in processes overnight.

Flights were delayed in Europe, North America and Asia and airport staff were forced to process check-ins manually.

Though extensive, the glitch appears to have been short lived and had minimal impact locally.

A Qantas spokesperson confirmed the carrier had been affected temporarily last night.

"The system was quickly restored with minimal disruption to our flights around the network," the spokesperson said, adding that the impact locally had lasted approximately 30 minutes.

Amadeus confirmed to **TD** that it had experienced a network issue that had been triggered by "an issue in a faulty switch during network maintenance".

A spokesperson said systems were now functioning normally.

## Push for Tasman reforms

**TOURISM & Transport Forum Australia (TTF)** has released a blueprint for trans-Tasman air reform, aiming to slash travel times through major airports.

Its report, '*Fast forward: Streamlining trans-Tasman air travel*', was produced for TTF by consultancy Airbiz Aviation Strategies and aims to reduce pressure on air terminals in both

Australia and New Zealand.

TTF ceo Margy Osmond said the report proposed major changes including immigration pre-clearance at departure points, integrated terminals handling both domestic and international flights, and new screening technology to improve border security and reduce queues.

"We need to speed up passenger movement through our existing international terminals, and the fastest and smartest way is to remove people from queues who don't need to be there - and the obvious place to start this reform is between Australia and New Zealand, two markets which deliver more visitors to each other than any other market," Osmond said.

## Etihad names ceo

**FORMER** Heathrow chief Tony Douglas has been appointed ceo of Etihad Aviation Group and will take the helm in Jan.

He replaces the carrier's veteran Australian boss James Hogan who stood down in May.

Douglas is currently head of procurement at Britain's Ministry of Defence and has held senior positions with airport operator BAA including ceo of Heathrow.

## Bali flight changes

**AUSTRALIAN** airlines have confirmed they are allowing changes without fees to passengers wanting to adjust their flights to Bali.

With the island's Mt Agung volcano showing increasing signs of an imminent eruption, carriers including Qantas, Virgin Australia and Jetstar say services continue to operate as normal, though they are monitoring the situation.

A Qantas spokesperson confirmed passengers were able to change dates, change destination or retain the value of their fares as credit.

Virgin Australia is allowing passengers to cancel and retain a credit for later use.

Jetstar said it was permitting adjustments to travel dates without change fees.



### Senior International Cruise & Travel Specialist Claremont WA

- Do you have a passion for cruising? Is lifestyle important to you?
- Are you dynamic, ambitious and pro-active?
- Do you excel in sales and customer service skills?
- Do you have superior cruise and destination knowledge?

If the answer is yes, then Claremont Cruise & Travel Centre, a boutique travel agency, has a unique opportunity for you to join their friendly, professional team starting November. Position is Full Time.

The successful applicant will enjoy an excellent work and lifestyle balance, career opportunities and an attractive remuneration package, with no evening or weekend work.

High achievers and motivated travel specialists are encouraged to apply, as you would enjoy working in our well respected, upmarket, leisure travel agency.

Send your CV and covering letter to [lyn@claremontctc.com.au](mailto:lyn@claremontctc.com.au)



**THERE IS ONLY ONE BEST**  
*And it's APT*




Your clients can travel with the best-  
Special offers available until 30 November

[Learn More](#)



**EARN \$200 WORTH OF  
SCENIC REWARDS BONUS POINTS\***  
**CLICK HERE TO LEARN HOW?**

# Travel Daily

Friday 29th September 2017

## AW India program

**ADVENTURE** World has launched its 2018/19 India & Asia brochure featuring new offerings in Sri Lanka, Cambodia and Indonesia.

Additions include a Jungles, Wildlife & Temples itinerary in Cambodia for bird enthusiasts and a Kalimantan Orangutans houseboat product in Indonesia.

AW md Neil Rodgers said the Culture & Heritage programs were by far the most popular itineraries offered by the brand.

The group will also keep its policy of not offering controversial elephant rides.

## Bench Safari School

**TODAY'S** issue of *Travel Daily* features a Product Profile on Bench Africa and its Safari School.

The training tool has been developed for agents and features five modules, along with videos, useful info and fun facts - see **page eight** for details.

## Ambae activity

**THE** Department of Foreign Affairs & Trade yesterday advised Aussies to avoid travel to Ambae Island in Vanuatu after the local government ordered a complete evacuation of the island in response to volcanic activity.

Vanuatu Tourism Office said Ambae is in the Pemma Province and not highly visited by tourists & not affecting other destinations.

## AC adds OTP, LIS

**AIR** Canada is sprucing up its global network from Montreal, announcing overnight it will add seasonal services to Bucharest, Romania and Lisbon, Portugal.

The twice weekly services will operate from 07 Jun to 05 Oct on the leisure offshoot Air Canada Rouge using Boeing 767-300ERs.

The Canadian carrier is also switching over its Montreal-Casablanca service currently operated by Air Canada Rouge to its mainline business in Jun.



**ROYAL BRUNEI AIRLINES**

**Ho Chi Minh City**

**Early Bird Sale**

**RETURN ECONOMY CLASS FROM AUD590\***

**ENDS 09 OCT**

Includes 30kg baggage

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

## QF satisfies most

**QANTAS** has sustained its distance from Virgin Australia as the country's most satisfying domestic airline with an approval rating of 83.2% compared to its rival's 77.6% during Aug, new Roy Morgan research shows.

The latest Customer Satisfaction poll saw QF extend its lead over VA to four consecutive months.

QantasLink (72.7%), Regional Express (72.6%) and Jetstar (63.1%) were in the top five, with JQ's result improving marginally.

## Club Med winners

**CLUB** Med has announced the winners of a \$100 voucher for completing a travel agent survey as: Monique Cook from Helloworld Travel Mornington Cruise & Travel; Scott Docherty, Flight Centre Miranda; Kirsten Ault, Flying Colours Travel; Rachael Pearce, RACT Helloworld Travel Devonport & Cassandra Zayonce from TravelManagers.



## Window Seat

**IN THE** land of maple syrup, poutine and hockey, you can lose your driver's licence and have your car impounded for canoeing drunk.

Well not anymore. Canadian officials are set to remove canoeing as a driving offence.

Currently Canadian police can hand out drink driving charges to tipsy canoeists.

Even if your licence was suspended, you could still paddle your canoe as it doesn't require a licence under the law.

The move is part of the Government's plans to legalise marijuana in 2018.

But don't get too excited about downing a few bevies on your next canoe trip as you will still be able to be fined for being intoxicated in public.

# WIN!

## Experience Ed Sheeran Live in concert plus WIN your share of over \$100,000 in Express Rewards!

Promo exclusive to members of:



## NSW Student Achievers



**EARLIER** this week a special ceremony was held at NSW Parliament House to honour the 2017 Minister's Student Achiever Award winners, bestowed on top students in tourism & hospitality. Minister for Tourism and Major Events and Assistant Minister for Skills Adam Marshall congratulated the 14 recipients. "The students honoured today represent the future of tourism

and hospitality, and embody the commitment to excellence that is critical to the continued success of our industry," he said.

Marshall also acknowledged tertiary institutions for their ongoing support of tourism and hospitality related studies.

The NSW Government has been acknowledging high achieving tourism and hospitality students at a Minister's Student Achievers Awards ceremony every year since 1990.

The 2017 award recipients **pictured** with Adam Marshall (in front) are: Melissa Allcroft, Yani Dawe, Kye Dewberry, David Hickson, Dominic May, Chelsea McKay, Harry Mitchell, Michael Santo Monteleone, Titania Oberg, Janelle Rooney, Jenny Scoufis, Rebekah Sharpe, Cindy Sneddon and Jordan Stanford.

## MH A330 lease

**MALAYSIA** Airlines has inked a Letter of Intent for the lease of six ex-Airberlin Airbus A330-200, as replacement for six narrowbody Boeing 737 that are being returned to lessors.

The A330-200 aircraft are expected to begin arriving from Feb 2018.



## INTERNATIONAL MARKETING SPECIALIST

An exciting opportunity is available for an experienced international tourism marketing specialist to join Visit Sunshine Coast. Reporting to the Director of International Marketing, this pivotal role will be required to lead the local industry and continue to build on the positive outcomes achieved to date, ensuring the best representation of the Sunshine Coast globally.

Click [here](#) for key requirements. **Applications close 9 Oct 2017.**

## Marvel WA brox

**TRAVELMARVEL'S** 2018/19 Western Australia brochure has been unveiled, featuring itineraries exploring the West Coast and Top End.

A highlight is the 18-day West Coast Adventure trip, which includes two nights at Emma Gorge in El Questro Wilderness Park and two nights in Broome, at Oaks Hotel, priced from \$7,695ppts, including an earlybird saving of up to \$1,000 per couple and early payment discount of \$400 per couple when booked and paid 10 months prior to dep.

Activities on offer include a Ningaloo Reef cruise, Monkey Mia Sunset cruise, York Guided tour and Gabriel Chocolate tour.

## Silversea res open

**SILVERSEA** Cruises has unveiled its collection of 2019 voyages and opened them for reservations.

The lineup of 160 sailings visits over 400 destinations in 64 countries, spanning the Mediterranean, Northern Europe, Alaska and Canada to the Arctic, South Pacific, Galapagos Islands, and Australia's Kimberley Coast. See [www.silversea.com](http://www.silversea.com).

## Hawaii visits dip 3%

**THE** Aug stats from the Hawaii Tourism Authority show a 3.1% drop year-to-date in visitor arrivals from Australia.

The dip follows a 1% slide in arrivals from the Oceania region Jan-Dec last year (**TD** 21 Sep).

Overall visitor spending in the Hawaiian islands in Aug climbed 6.1% on Aug 2016 to US\$1.39b.

US West, US East, Japan and Canada, all reported increases in visitor spending & arrivals in Aug.

## Carnival wi-fi vow

**CARNIVAL** Corporation has announced a connectivity service called MedallionNet, which it said would deliver "the best wi-fi experience in the cruise industry".

The offering will be delivered in collaboration with communications provider SES Networks and will combine multiple sources of bandwidth to achieve the high capacity shipboard network.

More details on MedallionNet and specific cruise brand implementation will be announced later this year.

## Technology Update

Today's Technology Update is brought to you by **Tramada Systems Pty. Ltd.**

**The 70:20:10 Learning and Development Framework for the Modern Workplace**



A key learning and development framework used in many modern workplaces

is based on the 70/20/10 framework, which represents the ways team members learn.

**The 70** - Experiential- learning and developing through day-to-day tasks, challenges and practice.

**The 20** - Social - learning and developing with and through others from coaching, personal networks and other collaborative and co-operative actions.

**The 10** - Formal - learning and developing through structured courses and programs.

Tramada delivers learning and development that crosses over each of these elements but since **The 70** makes up the largest element, it's paramount that **knowledge is at the fingertips** of your team.

tramada® Workflow Assist provides an interactive 'how to guide' for an agency's day-to-day operational tasks. Examples include how to create a booking, process a refund or transfer funds from one booking to another. This on-screen virtual assistant provides users with immediate assistance in the areas of navigation and workflow in a live task context.

Tramada's Knowledge Base is another key practice that sits firmly in **The 70**, ensuring answers to questions are available in a self-service environment, providing immediate solutions.

These tools and practices are designed to support a modern agency and drive successful businesses further whilst delivering an immediate ROI by saving time and providing ongoing skills that contribute to the agency's success.

**Brenton Fear, Head of Operations, Tramada – your technology partner**



## CORPORATE UPDATE

### Direct ATPI Global Travel

THE ATPI Group has joined forces with Direct Travel to form a new global company named DIRECT ATPI Global Travel.

Both bodies will use the brand to focus on providing flexible corporate travel solutions to mid-market companies with a presence in North America and elsewhere in the world.

Direct Travel ceo Ed Adams said, "DIRECT ATPI Global Travel is perfectly aligned to service any company that requires scalable, personal service on

a multinational basis in North America & the rest of the world".

ATPI Group chairman Graham Ramsey said he believed the new partnership would help his firm achieve its long term strategy of growing in North America.

Both groups will combine their tech platforms to integrate global products in areas including profile databases, travel data, safety and security to give clients a seamless and efficient global solution.

The union also includes reciprocal, equal investments between both companies.

Together, the ATPI Group & Direct Travel represent over US\$7b in sales with over 160 locations in more than 50 countries.

### GBTA on Trump ban

THE Global Business Travel Association executive director and coo Michael McCormick has applauded the White House for establishing a clearer criteria in its latest travel ban (TD Tue).

Despite this, he said the initial ban created a perception that the US was closed for business.

"The resulting losses in business travel and trade have left a lasting negative impact on our economy."

McCormick added it was good to see the US Government was also working with countries to assist them in making travel safe.

The new ban affects Iran, Libya, Syria, Yemen, Somalia and now Chad, North Korea and Venezuela's ruling elite.

### Corp travel summit

CAPA-ACTE New Zealand Aviation & Corporate Travel Summit will kick off in less than three weeks in Auckland.

Held on 17-18 Oct at the Grand Mercure, the conference features a mix of aviation and corporate travel content as well as technology developments in the travel industry.

Speakers include Cam Wallace, chief revenue officer at Air New Zealand and Simon McKeamey, ceo at helloworld.

**CLICK HERE** for more.

CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.



THIS week CAPA Insights takes a look at the average aircraft ages of major airlines in the region, asking the question: How old is the plane your catching?

It turns out that you are probably sitting in something which has been in operation for approximately 13.74 years. The average age for airlines in the South Pacific is even older at 16.15.

Interestingly, this is the second oldest fleet average age in the world, behind Latin America: Caribbean.

The Middle East is rated as having the youngest fleet by region with an average of 6.77 years.

## Mining recovery tipped

ECONOMIC recovery within the Energy, Resources and Marine (ERM) sectors is likely to fuel higher airfares and hotel prices in key locations around the world, according to a study by Carlson Wagonlit Travel (CWT).

The report highlights areas in the Americas, Europe, Middle East and Asia-Pacific where investment and profits are increasing, though it acknowledges Perth continues to struggle among mining centres.

The 2018 CWT Energy, Resources and Marine Travel Forecast says global GDP growth of 3.6% and favourable exchange rates in many ERM-dependent countries will boost airline operations and hotel capacity.

"Companies in this realm are finally set up to operate with profits despite the continued lower price of oil," said Raphael Padeloup, senior vp, CWT ERM.

"We are seeing investments going up, especially within supply chains," he said.

"With this increased activity ERM travel prices will rise, which means costs will need to be managed appropriately as budgets catch up."

CWT says after a bad few years, areas in the Asia-Pacific are rebounding, including Mumbai, Singapore and Tokyo.

"With mining picking up again, there will be pressure on specific routes, particularly in Australia," the report says.

Do you know who sells adventure tours to Cuba? 😞

No, just CATO SEARCH it! 😊

### Introducing The New CATO Website

Your one-stop search facility to find trusted travel suppliers.

Search by country, region and type of travel to quickly find the right supplier.

[www.cato.travel/search-cato](http://www.cato.travel/search-cato)



Knowledge Trust Integrity Support  
 Council of Australian Tour Operators [www.cato.travel](http://www.cato.travel)



## Travel Specials

**WELCOME** to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to [specials@traveldaily.com.au](mailto:specials@traveldaily.com.au).

**Pan Pacific Melbourne** is offering guests a 15% discount on accommodation if they book before 10 Oct. Complimentary room upgrades and late checkout are available when booked online. **CLICK HERE** to find out further details.

Bike enthusiasts can grab a 10% discount on a 2018 Himalayan expedition with **Extreme Bike Tours**. The Indian adventure will run for 16 days and starts on 07 Jul. **CLICK HERE** for further details.

**StayWell Hospitality Group** has put forward a seven-day flash sale ending 05 Oct across all Park Regis and Leisure Inn properties. Specials apply for stays between 01 Oct and 31 March. **CLICK HERE** for further details.

## 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](mailto:aircalin@traveldaily.com.au)



### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper

**Managing Editor** – Jon Murrice

**Editor** – Guy Dundas

**Contributors** – Jasmine O'Donoghue, Matt Bell, Jenny Piper, Christian Schweitzer  
[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin  
[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper  
[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

## Hello Gold Class!



**HELLOWORLD** Travel has hosted an exclusive Gold Class movie night with staff, agents, *Travel Daily* winners and suppliers in attendance to watch the second instalment of *Kingsman – The Golden Circle* at Event Cinemas, Bondi Junction. Helloworld staff were joined by the lucky *Travel Daily* winners Blake Muir and Ryan Montgomery from Air NZ, Julie

Chou from Cathay Pacific, agents from Goldman Travel, The Travel Book and staff from the Sydney Boulevard Hotel.

Sydney 2000 Beach Volleyball Gold Medallist Kerri Pottharst welcomed the guests prior to the main feature commencing with a flash back moment 17 years to the day when she won a gold medal with sporting partner Natalie Cook on Bondi Beach.

## Great Plains res

**GREAT** Plains Conservation has announced that it will be centralising its reservation process from 01 Oct with all bookings now handled by its Cape Town office.

Sites affected by the changes include Mara Plains Camp, Mara Expedition Camp, ol Donyo Lodge and Ride Kenya.

## QR AQA acquisition

**QATAR** Airways has purchased a 49% stake in AQA Holdings, the parent responsible for managing Italian airline Meridiana.

The deal will strengthen QR's position in Italy and help improve connections for its existing pax.

Majority shareholder Alisarda will maintain executive control and has signalled intentions to appoint a new chief executive officer in the short-term future & rollout a fresh company strategy.

## SYD Baidu maps

**SYDNEY** Airport has introduced Baidu Maps to provide better navigation experiences for Chinese passengers at its T1 international terminal.

The new tech will help locate gates, check-ins and key retailers.

The move marks the first time an organisation outside of mainland China has provided the service to its clients.

## Dubai Safari debut

**DUBAI** Safari has revealed it will open a new US\$270m safari park in Dubai from Nov.

As soon as temperatures drop to appropriate levels, many of the drawcard animal attractions will be flown in and acclimatised to the custom-designed space.

Africa, Asia and Arabia village themes will feature prominently throughout the zoo to make guests feel completely immersed.



*Working in partnership with the Australian Travel Industry*

### Leisure Team Leader

Sydney - \$70-80k, Ref: 3082SJ1

I have a fantastic opportunity to work within a leading travel company as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will ideally have excellent experience in people and sales management as well as a passion for travel & cruise. This is a hands on role, you will enjoy the diversity of reservations & leading a professional team. Be rewarded well with a great salary, plus bonuses, modern offices & a central location.

For more information please call Sarah on (02) 9119 8744 or click [APPLY](#) now.

### Cruise Travel Consultant

The Shire, Package to \$80k OTE, Ref: 2760PE5

My client is a fast paced award winning agency currently seeking a talented travel consultant that wants to specialise in selling cruise worldwide and hungry to make a good salary by doing what they love. This role would suit someone living close by and wanting to get out of the city & take back some work life balance. Be rewarded with educationals & excellent commission + be part of a team that really feels like family. Min 2yrs exp. required, Interviewing now please apply if interested.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

### Luxury Travel Designer

Gold Coast, OTE up to \$75k, Ref: 3081SZ1

Our clients are looking for a consultant that wants to be a part of the team to build a dream holiday package for the customers. This role does have sales KPI's to achieve however, the main focus will be to provide exceptional service to customers that will be booking predominately high end & luxury packages. You will be working Mon-Fri 9am-5pm. Proficiency in a GDS is required and at least 2 plus years' experience in retail with a want to move away from the pushy sales mentality.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

### Groups Coordinator

Melbourne, \$55-\$60k + Super, Ref: 3070HC1

Our client is looking for a group travel professional with corporate, incentives & groups experience to join a fantastic TMC in Melbourne. The successful candidate will ideally have a good telephone manner with excellent people and customer service skills. You will be experienced in the travel industry and have exposure to group reservations & corporate experience. You should have a passion to succeed and be keen to continue your career as this company encourages career development.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

### Travel Product Executive

Sydney, OTE \$58k + Super, Ref: 3034SO1

This fun travel company based in a very convenient location are one of the most impressive travel cultures in Australia. They are investing in the right people because they know that a successful travel company is driven by the passion of its people. They retain and reward staff which is why the building blocks of their company are rock solid. This exciting product role will involve destination management, brochure creation, pricing and participating in educational trips and roadshows.

For more information please call Sasha on (02) 9119 8744 or click [APPLY](#) now.

### Sales Team Manager

Brisbane, Salary up to \$75k NEG, Ref: 2762SZ

Leading, mentoring, developing, coaching & ensuring personal and team sales KPI targets are met, these will be your day to day duties as a Sales Manager. Working for a global company with a cruise focus, your job will be to lead a team of 6 consultants currently and expand the sales division accordingly. Working directly under Head of Sales and alongside of another Sales Manager, you will be able to take direction, work towards deadlines & shine within a fast pace, office based environment.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

### Senior Sales Manager

Melbourne, \$75k + Super + Car + Bonus, Ref: 3089MC1

Our client is looking for an experienced Senior Sales Manager to represent their luxury brand and increase sales for Victoria. As a Senior Sales Manager you will be responsible for mentoring staff as well as growing and developing business within your designated region. The successful candidate will demonstrate confident communication skills, be highly motivated with an ability to work autonomously and have fantastic sales track record.

For more information please call Meg on (03) 9988 0616 or click [APPLY](#) now.

### BDM – Leisure

Melbourne, \$80k Package, Ref: 3059MC1

Our Client is looking for an experienced BDM to join their team in Victoria. The successful candidate will be accountable for creating and maximising sales opportunities within their designation regions. You will actively promote, educate and sell the products and services, in alignment with the overall company strategy to ensure that growth in sales. You will have a Leisure travel business development / sales manager background and have experience in being out visiting agents.

For more information please call Meg on (03) 9988 0616 or click [APPLY](#) now.



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**

## HAVE YOU GRADUATED SAFARI SCHOOL?



The exclusive Africa training tool to give you all the information you need to sell Africa



Everything you need to become an **Africa Expert**

**5 Modules:**  
Buffalo, Elephant, Lion, Rhino & Leopard

- Videos
- Useful information
- Fun facts
- Questions
- Information packs

**START NOW**

## Enrol in Bench Africa's Safari School today

### Safari School is a **FREE** Africa information hub!

**AFRICAN** experts, Bench Africa designed this unique and exclusive training tool specifically for travel consultants. It consists of a series of short videos, covering everything from the various destinations, getting there, the highlights, wildlife, seasons of travel and other general information. This is followed up with multiple-choice questions at the end of each section. On completion the agent will receive an Africa bible and a certificate indicating that they have qualified as an African Expert.

General manager Martin Edwards said, "Safari School provides a sophisticated, easy-to-follow platform to help agents contribute

to their agency's success with a comprehensive knowledge of travel in Africa."

### **WHY BENCH AFRICA? RENOWNED SERVICE**

Established in 1969, Bench Africa is Australia's original and most prominent Africa safari specialist. We have 49 years' experience of providing stylish, unusual and utterly memorable Africa holidays.

### **TAILORED TO YOU**

We take the time to understand your customers' requirements so that we can create their perfect holiday.

### **FIRST-HAND KNOWLEDGE**

Every member of the Bench family has a true passion for Africa and has travelled extensively throughout the continent, with many having lived and worked there.

### **WE BELIEVE IN VALUE**

A combination of our range of tour inclusions, high quality of service and unrivalled expertise makes our value for money very hard to beat.

### **OUR COMMITMENT TO YOU**

We understand that for your customers this may be their 'once in a lifetime' dream to travel to Africa – we make it our job to ensure that it is everything that they dreamed it could be... and more.

### **GET SCHOOLED**

Click here to enrol in Safari School today.

### **FOLLOW US**

 [facebook.com/BenchAfrica](https://facebook.com/BenchAfrica)