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Say Hola to South America!

Travel Agents
"Show and Go" event

Click here
to RSVP
and secure
your spot

Brisbane Airport is excited to invite you to this exclusive cocktail event, where two people will win return flights with Air New Zealand from Brisbane to Buenos Aires, and a trip with Intrepid Travel to tour this fascinating city, exploring its diverse neighbourhoods from San Telmo to La Boca - all departing the following day!

Register, show up and you could be one of the lucky two winners who will depart the following day!

WHEN

Tuesday 8 May 2018
5:00pm – 9:00pm

WHERE

Level 4 Departures,
International Terminal,
Brisbane Airport

Places are limited to the first 200 agents to register. Please ensure you have your valid passport ready and are approved to fly out Wednesday 9 May 2018.

IN PARTNERSHIP WITH:



AIR NEW ZEALAND 

A STAR ALLIANCE MEMBER 

Travel Daily

First with the news

Friday 13th April 2018



CAESARS
ENTERTAINMENT

Flamingo

FLOCK TO THE NEW FLAMINGO!

BNE, NZ show & go

BRISBANE Airport has teamed with Air New Zealand for its next 'Show & Go' travel agent event.

Last year's inaugural function was held in partnership with Hawaiian Airlines at BNE and saw two lucky participants attending the show drawn at random to win seats on HA's flight to Honolulu immediately after the event.

"Off the back of the success of our first event, which registered 150 agents, Brisbane Airport is excited to be hosting our second 'show and go' event with Air New Zealand," BNE general manager airline and retail management, Andrew Brodie told *Travel Daily*.

The event is designed especially for agent partners to educate them on destinations accessible directly from Brisbane.

To be held at BNE on 08 May, the latest 'Show & Go' will see two agents win Air New Zealand flights to Buenos Aires and a four-day Intrepid Travel tour - see the **cover wrap** to register to attend.

Google booking insights

ONLINE travel searches by Australians peak on Mon and Tue, with the majority on desktop computers - indicating that Aussies are planning travel at work after the weekend.

The data was revealed in a new report from data analytics firm Sojern, which collates Google searches with millions of anonymised traveller profiles.

The Sojern report for Australia and New Zealand also indicates varying lead times for bookings depending on destinations, with travel to Europe by Aussies planned over 90 days ahead in 42% of cases - compared to 28% for 90-day advance bookings for

the United States.

In contrast, the intriguing figures revealed that more than a quarter of trips by Aussies within Asia-Pacific are booked with a lead time of less than two weeks.

The study found that "travel intent" peaks in Jan, Mar and Aug each year - versus May which has the lowest level of interest.

Currently generic queries are outgrowing searches for specific brands, indicating consumers are becoming less brand-loyal.

Interestingly, the average duration of stay was longer for travellers who booked by desktop rather than mobile.

For inbound Google travel searches to Australia, the UK was the top origin market, followed by the US, Singapore & Germany.

Sojern said travel marketers can use the data to ensure the right messages are delivered at the right time in the booking cycle.

Access the report **HERE**.

Champion Travel ATAS termination

THE ATAS participation of Adelaide agency Champion Travel and Tours was cancelled last month, due to "failure to provide requested documentation" as required by the ATAS charter.

Champion Travel is a member of the Magellan Travel Group which was recently acquired by Helloworld for \$32.5 million.

Other recent ATAS terminations include Sydney-based WizTrips and Melbourne's Evolution Luxury Travel - an offshoot of BMW Doncaster - both of which failed to renew participation.

Traveleague lunch

BOOKINGS for the 90th anniversary Traveleague Luncheon will open next Thu 19 Apr at 11am, with the event to take place at Atlantic on Central Pier, Docklands on Fri 06 Jul - christmastraveleague.com.

Today's issue of TD

Travel Daily today has six pages of news, including a front cover wrap for **Brisbane Airport** plus a full page from:

- Travel Trade Recruitment



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Dawn pax lost

AUTHORITIES have called off the search for a woman who went overboard from P&O Cruises' *Pacific Dawn* on Thu, 150 nautical miles from New Caledonia.

P&O said it searched for the pax through the night and at first light today without success.

Donghai confirms Darwin

THE Northern Territory Govt today announced a late May 2018 start date for Darwin's first-ever nonstop flights from China, operated by Donghai Airlines.

Eight months after signalling its intended Shenzhen-Darwin route (**TD** 13 Jul), Donghai Airlines confirmed it would debut the new service on 30 May.

Donghai Airlines president Yang Jianhon said the carrier would operate the route initially with Boeing 737-800 aircraft before upgrading the service to new 737 MAX 8s in due course.

The service will operate on a twice weekly basis, moving to thrice weekly in peak season.

NT Chief Minister Michael Gunner said the govt had worked "incredibly hard to bring this new route to fruition".

"Donghai's direct Shenzhen to Darwin service will provide a significant economic injection into our tourism, retail and

hospitality sectors," Gunner said.

The route will inject an expected \$32 million into the Darwin and greater NT economy annually.

Bookings ex China open today & ex Darwin by the end of Apr.

IAG eyes Norwegian

INTERNATIONAL Airlines Grp, the parent company of British Airways, Iberia and Aer Lingus, has acquired a 4.61% stake in Norwegian Air Shuttle.

"The minority investment is intended to establish a position from which to initiate discussions with Norwegian, including the possibility of a full offer for Norwegian," IAG cfo Enrique Dupuy de Lome said overnight.

"IAG confirms that no such discussions have taken place to date, that it has taken no decision to make an offer at this time and that there is no certainty that any such decision will be made."

AA plots LAX/EZE

AMERICAN Airlines has outlined plans to begin a new nonstop service between Los Angeles and Buenos Aires later this year.

Subject to regulatory approvals, AA plans to launch the daily service using Boeing 787-9 Dreamliner aircraft from 19 Dec.

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Daydream investment rises

THE owners of Daydream Island Resort are injecting a further \$14 million into the redevelopment of the property, boosting their total spend to \$100 million on the Great Barrier Reef resort.

The increased redevelopment cost follows the demolition and construction program which began at the island resort late last year (**TD** 11 Dec).

China Capital Investment Group, which bought the resort island in Mar 2015, will use the increased funds to develop pool landscapes,

an absolute beach-front pool and an adjacent infinity pool, along with a central lagoon-style pool with an attached kids area.

The project will also feature an adults-only area, while a number of cabanas will join the three new pools, becoming a central hub for guests and a main feature of the new Daydream Island Resort.

Other enhancements include the return of the Living Reef feature and an expanded food & beverage offering, consisting of three restaurants and five bars.

A previously flagged opening in Aug has been pushed back, with a soft opening date of 29 Sep now revealed, while all resort facilities will be operational by 01 Nov.

Bookings can be made via reservations@daydreamisland.com.

MEANWHILE, Daydream Island has inked a renewed deal with Cruise Whitsundays to provide transfer services to and from the island resort aboard its vessels.

Canada visits up 3%

NEW arrivals data released by Destination Canada shows visitor numbers from Australia for the month of Jan increased 3.6% to 28,193 compared to Jan 2017.

The Australian result was ahead of Canada's overall entry growth rate in arrivals for the month, which was 3.3% at 324,682.



Celebrating
th
Anniversary SALE
Flying 787 Dreamliner
from Melbourne

Sales until 14 May 2018
Travel until 12 December 2018
Terms & conditions, date restrictions apply



Asia

BUSINESS CLASS
RETURN FROM
AUD2048*

ECONOMY CLASS
RETURN FROM
AUD598*

MORE INFO

TA campaign to push US conversion

TOURISM Australia has rolled out a new campaign in the United States on Expedia.com to promote Australia to Americans and drive booking conversion.

The "An Australian Adventure" campaign aims to leverage the momentum of the Dundee Super Bowl commercial (**TD** 06 Feb).

A microsite features a mix of content, videos, imagery and info which showcases Australia's unique landmarks and landscape, welcoming people, nature and wildlife, and food and wine.

Visitors to the website enter a few preferences around a trip to Australia and the portal then provides tailored destination and itinerary recommendations for their "perfect trip to Australia".

TA cmo Lisa Ronson said Expedia Group had the tools to convert the awareness generated by the Dundee push into high yielding holiday bookings.



Window Seat

THE cost of rail tickets is a source of constant irritation for British commuters, whose trains are famously uncertain to arrive even in the most favourable of conditions.

But a London man has put the issue into stark perspective this week, having purchased a car for a journey to the city of Bristol because it was cheaper than taking the train.

Tom Church picked up a 21-year-old Honda Civic for £80, adding road tax, insurance and petrol for a total of £206.81.

His return train ticket would have cost him £218.10 or the equivalent of about A\$400.

"Yes, it is still expensive," he told London's *Metro* newspaper.

"The point is to show how mad train ticket prices are."

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QF A380 cabin-flex

AIRBUS has named Qantas as the launch customer for a new cabin configuration that will allow it to increase passenger capacity aboard its A380 aircraft.

Called Cabin-Flex, the option involves a new cabin door arrangement on the upper deck, allowing the addition of either 11 extra Premium Economy seats or seven Business class seats.

Qantas has previously announced plans for a major cabin upgrade for its fleet of 12 Airbus A380s (**TD** 25 Aug), which will involve structural changes to remove 30 Economy seats and the rearrangement of crew areas, allowing for the installation of 25 extra Premium Economy seats and six Business class seats.

UA TV streaming

UNITED Airlines has expanded its personal device entertainment option to all aircraft with DIRECTV live streaming, providing at least one free entertainment option on all wi-fi equipped aircraft.

Customers can now use a personal laptop, Apple iOS device or Android device to access a library of free movies and TV shows, in addition to having the opportunity to purchase DIRECTV to view live programming.

Between Feb and Apr this year, United installed personal device entertainment on more than 200 of its aircraft.

The airline says it will provide free cardboard phone stands to prop up devices and allow hands-free viewing.

Travel marketing awards



THE Trafalgar team (pictured above with News Limited's Omri Godjin) certainly enjoyed the good life last night after being named "Travel Brand of the Year" at the third annual Mumbrella Travel Marketing Awards in Sydney.

The awards, which were the outcome of an exhaustive nomination and judging process by a jury of experts, were announced at a gala dinner hosted by media personality Jules Lund following the travel marketing summit (**TD** yesterday).

Other winners included The Walshe Group, which won the



"Award for Bravery" in a category which recognised innovative activations, for a creative street art project in Melbourne's Hosier Lane to commemorate the Battle of Passchendaele, on behalf of Visit Flanders.

Sarah Stevenson and Sonia Holt from the Walshe Group are pictured above accepting the award from Lauren Quaintance of content firm Storyation.



It was a big night for The Travel Corporation, with Contiki (**above**) taking out the Travel Marketing Team of the Year award, while Luxury Escapes' Blake Hutchison and Chelsea Healey (**left**) took home the award for Best Influencer Campaign for the firm's clever Sophie Monk Escape.

Other big winners included Air New Zealand which won multiple awards for its "A Very Merry Mistake" Christmas campaign.

More from the awards at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



Aviation Industry Analyst, South West Pacific

Job Description: Reporting to the Area Manager, South West Pacific, the incumbent will be responsible for supporting all of IATA's activities and monitoring and reporting on aeropolitical, economic and commercial developments, taking or recommending actions that are consistent with IATA's policies and objectives, and implementing IATA's Campaigns.

Responsibilities:

- Support the Area Manager, South West Pacific and other team members in researching and preparing documentation, papers and presentations, for campaigns, sales activities and industry meetings, as needed;
- Support the Area Manager in advocating industry positions to national governments and regulatory authorities;
- Monitor the markets, selected customer profiles, competition trends and behaviours;
- Maintain a database of air transport regulatory and policy initiatives and of contacts among government representatives, airline representatives and all other relevant agencies;
- Ensure all team members are informed of priorities, distributing information as appropriate;
- Track and report on IATA's progress in addressing airline needs and priorities; and
- Manage any administrative / compliance matters in the office and fulfill any central reporting functions.

Qualifications and Skills:

- University degree in business administration, economics or another relevant discipline;
- 5 to 8 years of professional experience with at least 3 years in research and development or sales;
- Aviation industry background would be an asset;
- Outstanding interpersonal and communication skills, coupled with the ability to work in complex cross-cultural environments;
- Excellent PC skills, particularly with MS Office programs (Word, Excel, Power Point, Outlook) and MS Project, as well as familiarity with databases and a CRM tool such as Salesforce.com; and
- Fluency in English.

Interested applicants, please apply directly to job ID 8767 on the IATA Careers page at <http://www.iata.org/hc/pages/recruitment.aspx>.



Helloworld awards gold



HELLOWORLD Travel Mackay general manager Annabel Dolphin recently had the honour of presenting the Commonwealth Games medals for the Women's 4

x 200m relay at the Optus Aquatic Centre on the Gold Coast.

Dolphin is pictured presenting gold to Australian swimmers Emma McKeon, Brianna Throssell, Leah Neale and Ariarne Titmus.

The silver medal went to Canada and bronze to England.

EK/QF celebrate

EMIRATES and Qantas are celebrating five years of partnership by releasing special fares to destinations across Europe and the UK.

Book by 30 Apr to secure Economy class return fares from \$1,299 to London, \$1,329 to Dublin, \$1,439 to Amsterdam and Paris, and \$1,479 to Vienna.

Business class seats are available from \$7,199 to London, \$7,139 to Dublin, \$7,249 to Amsterdam, \$7,269 to Paris and \$7,589 to Vienna.

Fares are for select travel times - call 1300 303 777.

Delta Q1 results

DELTA Air Lines achieved an operating revenue record for the Mar period of US\$9.8 billion, an 8% gain on the prior year.

The performance was driven by improvements across the business, including a US\$78m increase in total loyalty revenue.

Delta's Branded Fares initiative drove US\$421 million in premium up-sell revenue in the period, up 23% on the prior year.



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.

Metro Hotels & Apartments in Sydney is offering packages for the duration of Vivid Sydney at select properties. Stays at Metro Apartments on King start from \$175. Valid for stays 20 May-20 Jun - [CLICK HERE](#).

A 12% discount of \$431 per person is available on **Trafalgar's** Wonders of Britain and Ireland guided holiday. Now priced from \$3,163, book by 26 Apr for travel on 03 Jul and 04 Sep - call 1800 002 007.

Book before 30 Apr to lock in 15% off **Busbout's** Greek Island Hopper. The deal applies to select departures booked by 30 Apr - [CLICK HERE](#).

French Travel Connection is offering a 20% discount on cruises for seven nights or more on Burgundy and Aquitaine. The deal applies to bookings made by 30 Apr. See www.frenchtravel.com.au for more.

Abercrombie & Kent is running a flash sale on safaris to Tanzania. Savings of up to \$4,550 per couple are available on select departures of the Tanzania Under Canvas itinerary. Sale ends 23 Apr - [CLICK HERE](#).

HOJ head to Fiji

HANDS on Journeys has completed its first empowerment tourism tour to Fiji.

The new addition visited a small village in Ba, Nilanga, which has never had a tourist visit before.

A percentage of funds from the five-day trip was put towards sustainable projects which enabled the chief of the village to hire 15 locals to deliver a cooking class and cultural day tour.

DNSW board rejig

DESTINATION NSW has revealed a reshuffle of its board, appointing a new chair and two new members.

John Warn will become chair in Jul, bringing experience to the role from senior corporate roles including David Jones and presently Scentre Group.

"John brings a wealth of experience to this important role, ensuring Destination NSW continues on its path of achieving the NSW Government's goal of doubling overnight visitor expenditure by 2020," Minister for Tourism and Major Events Adam Marshall said.

He will replace John Hartigan who held the position for the last four years.

Wendy Machin will also step down after seven years as a director and Sally Loane and George Souris will join as members of the board.

Russell Balding AO, David Baffsky AO and Margaret Jack have been reappointed for a further four years.

Chiva-Som digital

CHIVA-SOM International Health Resort has unveiled a new website featuring a GDS reservations system, and simplified navigation.

New imagery has been added, along with a live chat function and a "Explore" function which matches users' wellness goals with the property's offerings.

The new site is part of a wider brand refresh, which will include a resort-wide renovation taking place in short periods of closure between 01 May-31 Oct in 2018 and the same period in 2019.

Check out the new portal at www.chivasom.com.

AAA pro MEL rail

THE Accommodation Association of Australia (AAA) has voiced its "strong support" for a fresh Federal Govt proposal to build a rail link from Melbourne's CBD to the city's airport.

The association said in a statement that the quicker the project became a reality, the more benefits for the industry & the local and national economies.

"Melbourne is a truly global city and therefore, a rail link from the CBD to Melbourne Airport would be a key piece of infrastructure for the city, for Victoria and for Australia, including the tourism industry," said ceo Richard Munro.

"Given the increasing problem local and international visitors to Melbourne are having with congestion, a project such as this has the potential to be a real game-changer," he said.



WIN WITH HKTB

Hong Kong is where East meets West and old merges with new to create a dynamic kaleidoscope of cultures, entertainment and culinary feasts.

Test your knowledge on Asia's cosmopolitan hub for your chance to win one of five "HK Goody Packs", courtesy of the Hong Kong Tourism Board and *Travel Daily*.

To win be the first person to send the correct answer to the question to hktb@traveldaily.com.au

What is the name of the nightly light and sound show across Victoria Harbour?

Visit www.discoverhongkong.com/au to learn more about Hong Kong, plus complete the training program at www.specialisthk.com/au by July 2018 to win a place on an incentive trip.



Royal Brunei entries take off



TRAVEL Daily

readers are putting their creative skills to the test, hungry for the opportunity to win two return tickets to anywhere on the Royal Brunei Airlines network as part of our monthly competition.

Chriss Perry of Travel Partners has contemplated the possibility in impressive detail, having identified some of Royal Brunei's top attributes in her tram-tastic entry, **pictured top**.

Mitch Coles is positively leering at the chance to celebrate

Royal Brunei's 4th anniversary of flying Boeing 787 Dreamliners between Melbourne and London, **centre**, while Kristen Mckenzie of Helloworld Travel



Eastgardens doesn't seem fussy about seating preferences when it comes to air travel, **below**.

There's still time to be in the running to win this month's fantastic prize - see **top right** for full competition details and be sure to lodge your entry by close of business on 30 Apr.



Win flights to anywhere on Royal Brunei Airlines' network

Royal Brunei Airlines is celebrating four years of flying from Melbourne to London with the 787 Dreamliner.

Show us in a photograph or meme how you would best celebrate with Royal Brunei Airlines on the 787 Dreamliner to London. Make sure you include the RBA Dreamliner in your entry (you can take a screenshot of the pic below).

The most creative entry will win two return Economy Class tickets from Melbourne to anywhere on the Royal Brunei network.

Send your entries to rba@traveldaily.com.au by COB 30 April.



Terms and conditions apply.

Sedona Ho Chi Minh

SEDONA Suites has opened 195 luxury serviced suites in a new high-rise development in Ho Chi Minh City, Vietnam.

The Grand Tower at Sedona Suites HCMC occupies levels 28 to 42 of the Saigon Centre Tower 2, a mixed-use development on Le Loi Boulevard in the heart of the city's central business district.

Features include a pool, gym, room service and concierge.

Amex DEN lounge

AMERICAN Express has revealed plans to open a Centurion Lounge at Denver International Airport, scheduled to debut in 2019.

It follows the announcement of plans to create a Centurion Lounge at New York's JFK Int'l Airport, also in 2019.

Lion MAX 10 order

LION Air will add 50 of Boeing's new 737 MAX 10 aircraft to its fleet in a deal valued at US\$6.24 billion, becoming the launch customer for the new variant.

The Lion Air Group was first in the world to put the 737 MAX 8 into service and the first to order the 737 MAX 9.

Last month, the group became the first to take delivery of a 737 MAX 9, using the plane to launch several international routes.

Anantara Legian

ANANTARA Vacation Club is planning a new property in Bali, set to open in Jun in Legian.

The Anantara Vacation Club Legian Bali will be the group's second Club Resort on the island, with rooms ranging from studios to three-bedroom duplexes.

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Travel Daily

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Working in partnership with the Australian Travel Industry

Travel Consultant

Brisbane, \$40-\$45k + Super + Commission, Ref: 1256CGA

Are you looking for a new and rewarding role within the travel industry? Are you confident consulting across all platforms which include telephone, walk-ins and emails? Do you have impeccable customer service skills and strive to beat KPI's? This supportive agency is seeking an experienced travel consultant (minimum 2 years) who is ready to hit the ground running. No two days will be the same, bring your passion and high end touch. Having worked in a fast paced environment is essential.

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

Travel Consultant

Brisbane, \$100-\$200k pa OTE uncapped, Ref: 3374SZ1

We are looking for an exceptionally sales driven travel consultant with good sales acumen to join a growing & internationally branded organisation based in the inner city area. This role will be in an office based environment, no face to face and require someone that has exposure to high volume sales. You will be paid your full commission upon deposit and it will be calculated on a monthly basis. Working 5 days off a 7 day rotational roster, if you want to earn money, then this is your role!

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

Unique Retail Travel Position | Non Face to Face Edgecliff, Salary to \$65k + Super, Ref: 3289PE1

My client a well-known bespoke travel company is looking for a superstar retail consultant that excels in customer service & knows luxury travel and how to sell it to elite clientele. You will be rewarded with excellent remuneration and its Mon to Fri only. Once you join this agency you'll never look back, add this role to your resume & be seen for the strong consultant you are. This is a non-face to face travel role, you must have some ticketing knowledge to be successful in this position.

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

Product Coordinator

Melbourne, \$50k + Super, Ref: 3332HC1

Well-suited position for an experienced Product Coordinator to be a part of a growing company with a fun & fast paced working environment. You will have experience working in product previously but also have a good understanding of land/air components as you will be required to package together FIT travel products. This is a very rewarding position as the end result of your work will be used by the Reservation staff to sell. \$50k + Super on offer as well as on the job training.

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

Luxury Travel Product Assistant

Brisbane, \$40-45k Package + Travel Perks, Ref: 2060AW3

Are you working in the luxury travel market? Enjoy working with luxury product? Pride yourself in exceptional attention to detail? Joining this new and exciting company; you will have a wealth of administration skills and high attention to detail. And in return you can enjoy a 5 day week and the opportunity to be a part of a new and exciting team! Working closely with the Head of Destinations, you will provide research, planning and administration support. Product experts – apply now!

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

Corporate Travel Account Manager

Sydney, \$80-120k, Ref: 3367SJ1

I am looking for a Key Account Manager to work with a leading TMC in Sydney and manage their large market accounts. If you have strategic account management experience in the corporate travel industry then this role could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC and your clients while promoting account retention and growth. Fantastic earning potential and a great working environment are on offer with this leading TMC.

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

Corporate Travel Consultant | Northern Beaches Sydney, Industry High Salary + Perks, Ref: 2134AJ01

An exciting opportunity has presented itself in the Northern Beaches for an experienced Corporate Travel Consultant. The only aspect more amazing than the location is the salary on offer! In order to be successful for this role and reap the associated rewards, you will be experienced and confident when dealing with corporate clients. You will be servicing existing clients and enjoy building and nurturing relationships while helping out with every aspect of the clients travel requirements.

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

Corporate Travel Contract

Melbourne, \$Fantastic Hourly Rate, Ref: 3272HC1

Have you got previous Corporate Travel or strong retail travel experience? Looking to work for a fantastic Travel Management Company with the flexibility of a 5/6 month contract? My client is looking for a candidate with strong Galileo GDS and fares knowledge and to assist them during their busy time. This is a varied and exciting role with a fantastic client paying great hourly rates. This is an excellent opportunity if you are looking for flexibility – working holiday visas welcome!

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



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