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FC merges retail brands

FLIGHT Centre has revealed plans for a major consolidation of its Australian retail operations, confirming it will jettison its Escape Travel and Cruiseabout brands in favour of three new "super networks" (**TD** breaking news).

Stores will be rebranded as Flight Centre or Travel Associates outlets, with all Escape Travel and Cruiseabout sales staff from about 200 teams to move across.

Staff will transition "to ensure the company's overall sales force is maintained and to ensure a seamless transition for customers," Flight Centre says.

The news was contained within the company's first-half results released this morning, in which the company revealed record TTV of \$10.16 billion, up 8.7% on the same period last financial year, and an underlying pre-tax profit of \$139.4 million, up 23.2%.

The group has now upgraded its guidance for the full year, saying it expects its annual result to be about 13% higher than last financial year and "within reach" of the record \$376.5 million underlying profit achieved during the 2014 financial year.

In revealing its "Rebrand and Grow" plan, Flight Centre says it is turning its attention to growing market share in Australia after a past focus on turning around loss-making businesses overseas.

This will include the merger of smaller brands to create three leisure "super networks": one aimed at mass market (Flight Centre and BYOjet/Aunt Betty), another at premium travel (Travel Associates and Travel Partners) and one for youth (Student Flights/StudentUniverse).

See more on **page four**.

Steamboat offers

THE American Queen Steamboat Company is highlighting savings on its 2019 cruises on the Mississippi and Snake rivers - see **page 10**.

Today's issue of TD

Travel Daily today has nine pages of news, a photo page for **Viking Cruises** plus full pages from:

- American Queen Steamboat Co
- AA Appointments jobs

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Air NZ to Taipei

AIR New Zealand has announced it will launch direct services from Auckland to Taipei, beginning in Nov.

The Taiwanese capital will be served five times a week by Boeing 787-9 Dreamliner aircraft.

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Qantas record 1H result

QANTAS boss Alan Joyce says the Australian carrier's "product advantage" and "continued capacity discipline" in the domestic market have fuelled a significant profit share for the group during H1 of FY2018.

The airline today reported its highest-ever first half Underlying Profit Before Tax of \$976m (up 5% year-on-year) for the six months ending 31 Dec 2017 and a 20% rise in Statutory Profit Before Tax of \$857m (**TD** breaking news).

Group International (both QF mainline and Jetstar) "performed well" despite headwinds from higher fuel costs and increased competitor capacity.

Qantas Int'l Underlying Profit fell 5.5% to \$222 million, however

unit revenue rose 0.3% y-o-y.

Jetstar Int'l operations created strong earnings, QF Group said, but was impacted by a \$10m hit from the Bali ash cloud crisis.

Qantas Loyalty was lifted by growth from the revamped Woolworths program, new retail partners including Rockpool Dining Group, Hoyts and Uber, and growth in Qantas Cash and Qantas epiQure.

The unit recorded a first half record profit of \$184m, up 1.7%.

"This is a transition year for Qantas Int'l and it's setting up a bright future," Joyce remarked.

"This result shows what our previous record results have shown - we have a strong portfolio of businesses and the right integrated strategy for managing them," Joyce added.

Qantas is forecasting "healthy consumer demand growth" for the future, with group domestic capacity expected to decrease by around 1% and int'l capacity to dip by about 1-2% in 2H18.

More about Qantas' 1HFY18 results left and on **page 4**.

A321neos for JQ

QANTAS Group will replace some of Jetstar's oldest Airbus A320s with 18 brand new A321LR NEOs, taken from the company's existing order of 99 A320 aircraft.

To be delivered between mid-2020 and late-2022, the first four A321LR will be used on routes such as Melbourne & Sydney to Denpasar (Bali), freeing up some of Jetstar's 787-8 Dreamliners which will be reassigned to destinations in Vietnam, China, Thailand and Hawaii.

The A321LR NEOs accommodate 232 passengers compared to the 186-seat A320s and provide a 15% reduction in fuel burn.

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Webjet raises the bar

WEBJET delivered very strong figures for the six months to 31 Dec, with Total Transaction Value (TTV) boosted to \$1.443 billion - up 55% on the same period the previous year (**TD** breaking news).

The company also posted a significant jump in revenue, posting \$359.8m (up 290%) as well as recording a net profit after tax of \$20m (up 25%).

The primary drivers came from its core OTA business and the rapid growth of Webjet's B2B accom service WebBeds.

Webjet says its OTA business outperformed the market by a factor of four during the six-month period, with higher sales and margin gains for ancillary products contributing most heavily to the result.

OTA revenue came in at \$66.3m (up 32%) with bookings growing to 754,000 (up 12.3%).

WebBeds recorded a revenue of \$49.4m, a whopping 170.5% jump on the same period the previous year, with the division now the "fastest growing B2B player in the world" according to the company's results.

Webjet expects 2H18 to be even stronger than the 1H18 results according to current forecasts.

Air France strikes

AIR France says only 75% of its flights will operate today in light of an estimated 28% of its staff going on strike.

Half of long-haul flights from Paris, 75% of medium-haul flights (ex CDG) to and 85% of short-haul flights from Paris will be affected.

Disruptions & delays are tipped - **CLICK HERE** for more details.

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Air NZ earnings slip

AIR New Zealand has revealed earnings of NZ\$323 million for the first half of the financial year and says it is on track to achieve its second-highest annual result, despite falling profits.

The carrier had strong operating revenue of NZ\$2.7 billion in the six months to 31 Dec, an increase of 5.6% over the same period last year, including record passenger revenue of NZ\$2.3 billion.

But its pre-tax earnings of NZ\$323 million were down 7.4% and its net profit after tax was down 9.4% at NZ\$232 million.

CEO Chris Luxon said "We are thrilled with the performance of our network in the period".

"The domestic market continues to show strength driven by the New Zealand economy as well as inbound tourism, and we will be increasing capacity approximately 6% across our regional and jet services to support that demand over the second half of the financial year," he said.

Virgin tops on-time

ON-TIME arrival performance for Australian airlines averaged 85% for Jan 2018, a 2.6% drop on the corresponding period in 2017.

On-time departures for the month fell by 2.1% in the same period & cancellations grew 0.4%.

The best performer among the major domestic airlines in Jan was Virgin Australia, clocking the best times for arrivals & departures at 87.9% and 89% respectively.



Window Seat

A VALENTINE'S Day bust-up during a masked costume parade led to a rather awkward moment for a couple holidaying in Venice.

The lovers' tiff boiled over in full costume, leading the woman to storm off and leave her boyfriend behind.

An hour or so frolicking in a Mardi Gras smoothed things over - "I saw my boyfriend, I shouted 'sorry' and kissed him passionately...he then drew breath to tell me I was 'fantastica, bellissima, stupenda', before revealing his face as a handsome Italian young man."

Needless to say the red-faced woman was quick to grab the next gondola out of there.

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Record sales drive FCTG

INCREASED productivity and record sales globally have driven higher than expected profits for Flight Centre in its first-half results, released today.

With record TTV of \$10.16 billion and an underlying pre-tax profit of \$139.4 million (see **page one**), the company says it has laid sound foundations for 2018.

"Generally, we can be pleased with our performance to date, given that we are tracking at or near record levels in most key financial areas," said managing director Graham Turner.

"We have also made sound progress in executing operational strategies and transformation initiatives that have been developed to fast-track revenue growth and curb costs," he said.

Full year profits were now predicted to be higher than expected, prompting the company to lift its guidance.

"The mid-point in this new range - \$372.5 million - is 13% higher than the underlying FY17 result (\$329.5 million) and within reach of the record \$376.5 million underlying profit before tax that Flight Centre achieved during FY14," Turner said.

Among achievements the company listed for the six months to 31 Dec were improved net margins, productivity growth, better cost controls and higher shareholder returns.

It said growth during the half came in a period of network consolidation, with overall sales staff numbers decreasing "modestly" as part of an objective to increase productivity.

TTV per person - Flight Centre's key productivity measure - was up 7% to \$513,000 in 1H.

The company declared a fully franked interim dividend of 60c per share.

14 Day Cruise the Land of the Rising Sun in 2018

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TAUCK

QF pilot academy

A QANTAS Group Pilot Academy will be established by the airline next year, likely to be near a regional airfield to provide easy access to uncongested airspace.

The academy will serve as a feeder program for around 100 wannabe pilots annually straight from high school or university graduates, for direct entry into Qantas, Jetstar or QantasLink.

"Depending on demand from other parts of the aviation industry, this could grow to 500 pilots a year on a fee-for-service basis," Qantas said.

QF Group ceo Alan Joyce said: "Over time, we see potential for the academy to become a competitive advantage for Australia in the region.

"It could train pilots for other airlines and grow into the largest academy of its kind in the southern hemisphere," Joyce said.

The initial investment for the academy is up to \$20 million.

QF SYD biz fit-out

QANTAS' Sydney International Business Lounge is set for a multi-million dollar overhaul which will include the addition of a new Neil Perry dining experience.

The rebuild will see capacity at the venue increased by at least 30%, with work flagged to begin in Q3 2018, completed in stages to allow ongoing lounge access.

When completed at the end of 2019, the lounge will offer a full-service bar, dedicated family zone, luxury bathroom facilities & service experience by Sofitel.

QFLink upgrade

AN 18-MONTH project to refurbish QantasLink's fleet of 45 Bombardier Q200, Q300 & Q400 turboprops will commence in Jun.

The fleet will be configured with refreshed ergonomic seat cushioning, leather upholstery, a refreshed colour palette and new floor coverings at QantasLink's maintenance facilities.

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Crown mixed result

MIXED trading conditions have resulted in a slim increase in profits for Crown Resorts during the first half of the financial year, with normalised net profit after tax up 0.6% to \$192.4 million.

The group's normalised earnings (EBITDA) were up 11.2% over the first six months of last financial year to \$447.7 million.

Crown said although its Melbourne properties saw modest revenue growth, this was offset by softness in Perth.

Crown Towers Melbourne had an average hotel occupancy of 98% over the six months, followed by the city's Crown Promenade at 96% and Crown Metropolis at 95.4%.

Crown Towers Perth had an average occupancy of 75.3%, with the WA capital's Crown Promenade at 91.2% and Crown Metropolis at 86.8%.

Work was on schedule at Crown Sydney, expected to open 2021.

THL lifts revenue

TOURISM Holdings Limited (THL) has posted a healthy revenue of \$209 million for the six months to 31 Dec 2017, a 43% bump on the corresponding period last year.

The NZ-based vehicle rental company also recorded a strong NPAT figure of \$22.8 million, more than doubling its 2017 result, up 102%.

THL saw solid growth occur across all of its fleets, seeing a 16% growth in revenue for its NZ business, a 4% bump in the Australian division, and a 6% gain in its US-based operation.

PAL BNE change

PHILIPPINE Airlines has made changes to its Manila to Brisbane service, reducing its frequency from four to three-times weekly.

The route will now also be serviced by Airbus A340-300 instead of the Airbus A321neo.

Changes take effect 01 May.

Chiles celebrates 37 years



PROMINENT industry icon Sandra Chiles is celebrating a milestone, after clocking up 37 years in recruitment.

Chiles is known for establishing the first travel industry specialist recruitment agency in 1981.

The original brand of Travel People, now known as inPlace Recruitment, has expanded over the years to incorporate not only Travel & Tourism but also Events & Hospitality recruitment.

Pictured celebrating is Sandra Chiles (centre) with Susan Chand, Peter Jackson, Cristina Gines and Kristi Gomm.

JNTO Melb focus

JAPAN National Tourism Organisation and Japan Airlines have launched a campaign called The Tree of Senbazuru, in a bid to raise awareness of the carrier's Melbourne-Tokyo Narita service.

The campaign will also grant two winners round-trip flights for two from Melbourne to Tokyo.

Besides the digital component of the campaign, "The Tree of Senbazuru" will be placed at Melbourne Central shopping centre this weekend for guests to have a chance at winning a trip.



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Athens	from AUD	1,120	5,740
Mykonos	from AUD	1,155	5,715
Thessaloniki	from AUD	1,150	5,710



* Book by 7 March 2018. Fares quoted above are for departures from Perth. Economy Class fares are valid for departures between 22 February 2018 - 9 April 2018, 18 April 2018 - 14 June 2018, or 27 September 2018 - 30 November 2018. Business Class fares are valid for departures between 22 February 2018 - 31 December 2018. Other sale fares are available from Melbourne, Sydney, Adelaide, and Canberra. Fares may vary due to currency fluctuations. Seasonal surcharges, weekend surcharges, and other blackout periods may apply. For all other terms and conditions, please review at time of booking. Thessaloniki flights start 27 March 2018, and Mykonos flights start 30 May 2018. Mykonos flights are seasonal, valid for departures between 30 May 2018 and 30 September 2018.

West Aus Aboriginal tourism research

NEW research shows Western Australia's Aboriginal tourism businesses made a significant contribution to Western Australia's economy in 2016-17, adding \$43.8 million to the Gross State Product.

Of this, \$20.1 million was a direct contribution with \$23.7 million indirect.

The report found the Aboriginal tourism sector generated nearly 340 full-time equivalent jobs in one year.

WA Tourism Minister Paul Papalia said the majority of Aboriginal tourism businesses were located outside the Perth metropolitan area.

The research was commissioned by Tourism WA in partnership with the WA Indigenous Tourism Operators Council.

Priceline rebrand

THE Priceline Group has announced in the USA overnight that it has changed its name to Booking Holdings, with immediate effect.

Booking Holdings chief executive officer Glenn Fogel said the name was designed to reflect its Booking.com platform which was its largest online business by revenue.

"This change more accurately aligns our company name with our largest business, connect our collective brands to a name that reflects their shared capability to help customers book amazing experiences, as well as better reflects the truly global operation that we have become today."

Booking Holdings consists of six primary brands - Booking.com, priceline.com, KAYAK, agoda.com, Rentalcars.com and OpenTable.



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Visit USA dazzles in Sydney



SYDNEY'S Town Hall interior was lit up like it was the Fourth of July in red, white and blue as American tourism destinations wrapped up the last of their annual Visit USA expos for Australia last night.

The Sydney event was the largest of the three shows with 270 agents participating.

Like its other events this week, Visit USA enlisted Richard Reid to call the action as MC.

It was a memorable night for Visit USA president Kylee Kay, who celebrated her last Visit USA expo as president.

To mark the occasion, Kay was presented a commemorative plaque for her work by Monique Roos, senior commercial

specialist, US Commercial Service and Consulate General.

The committee of Visit USA has now voted in Lucy Rowe, former vice president of Visit USA, to step up and lead the organisation to success with all travel trade initiatives for 2018 and the 2019 expo series.

The Visit USA members will stay in Sydney for two more events including a B2B session today with key wholesalers, as well as a media breakfast.

Visit USA is funded by the US and Australian travel industry.

Pictured with Visit USA's favourite son, the one-and-only Richard Reid, are itravel's Leesa McNally, Donna Sheather and Teresa Christopher.



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Alliance celebrates 'Smithy'



IT WAS 90 years ago on 09 Jun 1928 that Sir Charles Kingsford Smith "Smithy" flew the Southern Cross into Eagle Farm Airport in Brisbane from Oakland in California over a 10-day period.

In recognition of the first-ever trans-Pacific flight from the US mainland to Australia, Alliance Airlines (QQ) has celebrated the historic crossing with a special livery on one of its Fokker 100s.

The aircraft registered VH-FGB displays an image of 'Smithy' on the tail, while the fuselage features the Fokker F.VIIb/3m Trimotor, named Southern Cross.

A commemorative beer made by Newstead Brewing Co. and dubbed Smithy's FGB (Fokkin' Good Beer) has also launched, available to buy on all QQ flights.

Speaking at QQ's celebratory event in Brisbane yesterday, Australian entrepreneur and aviator Dick Smith said, "Thank you to Alliance Airlines for

bringing back the person who started it all - it's important we remember these pioneers who were Aussies & incredibly skillful".

Alliance Airlines - the largest operator of Fokkers in the world - yesterday revealed another luxury 24-seat 'Very Important Fokker', registered as VH-VIF.

The Fokker 100 is set to launch later this year, targeting niche group business and will be available for agents to book with Alliance Airlines' charter team.

Speaking exclusively to **Travel Daily** executive director Lee Schofield said, "We are really excited about this aircraft and are looking forward to flying it, with enquiries already coming in from bands, touring groups and wealthy individuals".

Pictured at the unveiling of the new livery at Brisbane Airport yesterday are Lee Schofield, Dick Smith, Deborah Hutton and QQ chairman Steve Padgett.



Industry Appointments

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

Los Angeles Tourism & Convention Board has named **Deanna Varga** as Representative, MICE serving Australia and New Zealand. Varga has 20 years' sales and marketing experience including MICE strategy in the business events sector. She is based in Sydney and reports to LA Tourism's Vice President of Hotel Sales, Bryan Churchill.

Travel & expense technology solution provider **Serko** has appointed **Nick Whitehead** as the Head of Marketing. Serko also recently named **Charlie Nowaczek** as Chief Operating Officer and **Rich Miles** as General Manager Sales, US Market as part of its ongoing growth strategy.

Castaway Island, Fiji has appointed **Kolinio Mataiyaga Vulaono** as Environment Officer, responsible for the environmentally sustainable use of marine and land-based resources of the resort.

A promotion has seen **Jessica Fornito** assigned to the position of Communications Manager for **QT Hotels & Resorts**.

Avalon Waterways' business development manager **Walter Nand** has been named as **Skal International Sydney's** new President.

Finnair adds Minsk

ONEWORLD member carrier Finnair will introduce new flights between Helsinki and Minsk, the capital of Belarus, from 09 Jun.

Services will operate on a twice weekly basis using Embraer 190s.

Finnair is also extending the operating season of services to Chicago and San Francisco, with flights to ORD extended until 03 Dec (was 27 Oct) and to SFO until 05 Dec (was 27 Sep).

EK tariff changes

EMIRATES is advising agents it will be revising published First, Business and Economy class fares to Europe, the Middle East and Africa, the Americas and the Sub-continent at the end of Feb.

Changes to the tariff will appear in the GDS on 28 Feb, for sale on/after the same date.

Travel agents with any existing EK booking will need to be ticketed by 27 Feb.

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Viking Sun: That's a wrap Australia!

VIKING'S Australian and NZ debut was the perfect opportunity to invite agents on board.

Over 1,200 agents inspected *Viking Sun* and their feedback was overwhelmingly positive, with over 80% rating their overall impression as 10/10.

The number one comment received was that agents were surprised at how different *Viking Sun* was to other cruise ships.

Viking said it received plenty of comments on the "attention to detail, sophisticated décor and styling that create a serene ambience like no other."

Combined with an engaged crew eager to impress, the overall result was a feeling of being at ease while surrounded by stunning, yet calm and open spaces, Viking said.

The line thanked agents and looked forward to welcoming more on board when a brand new *Viking Orion* starts home porting from Sydney to Auckland in Dec.

Agents can register their interest in a *Viking Orion* ship inspection [HERE](#).



VIKING Sun arriving into the Overseas Passenger Terminal in Sydney on Sat.



A GROUP of travel consultants led by Ramon Drew and Justin Hatcher, Viking; hang by the ship's infinity pool.



AGENTS getting a feel of the size of *Viking Sun* from White Bay Cruise Terminal.



A CRACKING day for Leon Hill, Viking; to lead a ship tour in Brisbane.

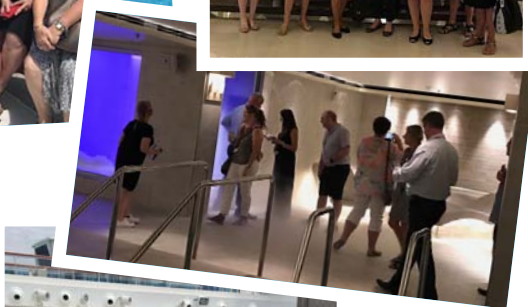
ABOVE: NZ travel agents also had the chance to sample *Viking Sun*.



TEAM Viking: Keira Smith, Jane Moggridge, Michelle Black, Victoria Scobie, Liz-Sawers and Leon Hill.



INSPECTING the Wintergarden on *Viking Sun*.



MELBOURNE agents getting into all sorts of fun **above:** inspecting the spa facilities while **left:** getting set to go swimming.



Thursday 22nd February 2018

NSW, MEA pact

THE NSW Government has announced a partnership with Australia's peak industry body for business events, Meetings and Events Australia (MEA), to support aspiring event managers living in rural and regional NSW get a head start in their careers.

New South Wales will be the first state to partner with MEA in which six regional Diploma of Event Management scholarships will be offered to students in the growing sector.

The course will be delivered via MEA's online learning tool allowing students to complete the tasks at their own pace.

MEA ceo Robyn Johnson said the collaboration would bring more job opportunities into rural and regional NSW.

CLICK HERE for more.

2018's top beaches

TRIPADVISOR has named Manly Beach in Sydney's Northern Beaches as Australia's best beach followed by Surfers Paradise in its latest Travellers' Choice awards.

Grace Bay in Turks and Caicos was rated the best beach in the world by TripAdvisor reviewers.

Manly was ranked 16th best in the world, two places behind the United Kingdom's best beach Bournemouth in South England.

HINN Sheremetyevo

HOLIDAY Inn Express Moscow – Sheremetyevo Airport has swung its doors open as IHG's 26th Russian property.

Located within walking distance of Terminal D, E and F, the property has 190 rooms.

Join the team at Business Publishing Group

We are looking for a talented go getter to join our team of writers on a part-time basis to produce content for our portfolio of publications – *Travel Daily*, *Pharmacy Daily*, *travelBulletin*, *Cruise Weekly* and *Business Events News*.

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A full job description is available on request. To apply email your confidential CV with cover letter to jobs@traveldaily.com.au before 21/02/2018.



Centara Grand @ CentralWorld Bangkok

This month *Travel Daily* and Centara Hotels & Resorts are teaming up to give readers a chance to win an escape to Thailand.

The prize

Return flights to Bangkok and seven nights accommodation at Centara Grand in Bangkok and Krabi for two.

How to win

1 Head to centarahotelsresorts.com/b2b to check out all the key selling points and amazing destinations that Centara has to offer your clients.

2 Send us your 3 favourite Centara selling points along with a picture or meme of you enjoying your ultimate Centara moment. The most imaginative entry will win. Send your entries to centara@traveldaily.com.au



NZ visit spend up

SPENDING by international visitors in New Zealand was NZ\$10.6 billion for the year to Dec 2017, according to the latest Int'l Visitor Survey released by the Ministry of Business, Innovation and Employment (MBIE).

International visitor expenditure was at a record high, with an increase of 5% compared with the year ended Dec 2016.

Australian visitors remain the most valuable international market for New Zealand, injecting \$2.6 billion into the economy over the year to Dec 2017.

MBIE sector trends manager Mark Gordan said an increase in visitors from the US resulted in an 18% rise in spending from this market to \$1.3 billion.

Walk into WA Luxury

WALK into Luxury has debuted several touring options as part of its extended touring range across Western Australia.

The new tour range will continue Walk into Luxury's style of combining bucket-list experiences, with gourmet food and wine with exclusive accomm.

Offerings include recommended journeys ranging from seven to 12 days, while there is also an option to "build your own adventure".

Swimming with whale sharks at Ningaloo Reef, a sunset helicopter flight to the Cockburn Ranges or a waterfall heli-hike and Kimberley river cruises are some of the experiences on offer.

To learn more about the new range of tours - **CLICK HERE**.

THE WHO'S WHO OF SUPPLIERS ARE IN THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY.

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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Editor – Guy Dundas

Contributors – Jasmine O'Donoghue, Matt Bell, Adam Bishop, Jenny Piper, Christian Schweitzer

info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper

accounts@traveldaily.com.au

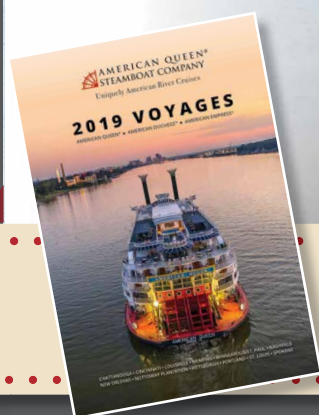
Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

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*** NEW ROLE * PERTH IS CALLING**

SALES MANAGER (WA)

PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

*** NEW ROLE * GROWING TMC**

CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY UP TO \$100K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

*** NEW ROLE * UNIQUE PRODUCT TO REPRESENT**

ACCOUNT MANAGER/BDM

NSW – SALARY \$70K PLUS UNCAPPED COMMS

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

***NEW* ARE YOU TECH SAVVY?**

SYSTEMS SUPPORT

BRISBANE – \$\$ DOE + BENEFITS

Rare opportunity to join this travel provider in their systems management team. Your duties will include implementation & maintenance for suppliers/user, system release management, enhancements for business improvement, creation of documentation, troubleshooting & being the subject matter expert. Experience in a technical role with wholesale/cruise bkg. systems (Calypso, Traveltek) with great presentation & customer delivery skills. Salary DOE

MICE SALES

BUSINESS DEVELOPMENT MANAGER

SYDNEY– \$100 ++

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

AND THE WINNER IS

BID MANAGER

SYDNEY–BASE SALARY TO \$100k + SUPER

Very rare opportunity with a leading TMC that is seeing extreme growth in 2017. Based in the CBD, we are on the hunt for an experienced Bid Writer/Manager to join their team. You will have experience in a similar role and if you are Shipley trained this will be held in high regard. Office located close to public transport, career progression is definitely something this company promotes. Please call for more information.

CORPORATE SALES ROLE

BUSINESS DEVELOPMENT MANAGER

BRISBANE – \$71K PKG + BONUS

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

BE CREATIVE

MARKETING MANAGER – PR AND PARTNERSHIPS

SYDNEY–\$95-\$110K PLUS DOE

Rare opportunity to join a growing and exciting brand, with over 20 offices globally opportunities could be endless. We are searching for a strong marketer who is confident approaching partners to sell the value proposition for this organization and also work with a PR agency or if you have the PR contacts do this in-house. This company offers a great working culture with an inspiring management team. Please call for a confidential chat.

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