

Travel Daily

First with the news

Wednesday 21st November 2018



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Earlybird Dublin

ALBATROSS Tours is today promoting its special earlybird rates on Dublin tours, including savings of \$400 per couple on the 14-day Ireland Connection experience.

The tour includes a two-night stay in the heart of Dublin, plus a range of activities including a visit to the Rock of Cashel, the chance to kiss the famous Blarney Stone and a visit to the Killarney National Parklands - see **page nine**.

ATAS complaints scheme success

THE consumer complaints mechanism under AFTA's ATAS accreditation scheme is working well, with more than \$120,000 refunded to consumers under the ATAS mediation process.

AFTA CEO Jayson Westbury provided an insight into the workings of the ATAS Complaint Appeal Committee (ACAC) during last weekend's Independent Travel Group Forum in Shanghai.

ACAC members include Westbury himself along with former Flight Centre Senior Executive Marg Mulholland, consumer reps Liz Newby and Jill Toohey plus Chairman Graham McDonald, all

of whom are legal experts.

A total of 522 complaints were received - 201 relating to non-accredited agents and 321 for ATAS accredited agencies.

Westbury said the high volume indicated that consumers were well aware of the scheme and knew they could come to AFTA to assist in resolution of issues.

Westbury said about 80 complaints had proven particularly problematic, saying "when you are in this environment you can see the value of what AFTA can do," with the mechanism asking consumers to consider what is reasonable.

He said some complaints were "crazy" with customers blaming agents for a wide range of issues beyond their control.

"The scheme is working well and it's one of the big incentives to being accredited," he said.

Rex profit forecast

REGIONAL Express (Rex) Deputy Chairman John Sharp today said the carrier's board was cautiously confident of achieving at least double digit profit growth this financial year.

The prediction follows two years of "stunning growth" for the carrier, and comes despite "ominous global and local headwinds" which are likely to hit the Australian economy.

Today's issue of TD

Travel Daily today has eight pages of news & photos, plus full pages from:

- Albatross Tours
- Travel Trade Recruitment

Meet the Greeks

TO CELEBRATE the launch of Greece and Mediterranean Travel Centre's 2019 portfolio, five lucky agents will have the chance to win a "Meet and Greet" with TV's funniest Greek ladies Anastasia & Faye from Network Ten's *Gogglebox* on Tue 27 Nov.

To enter, tell us which Greece and Mediterranean Travel Centre destination you would like to visit and why - email your answers to gmtc@traveldaily.com.au.



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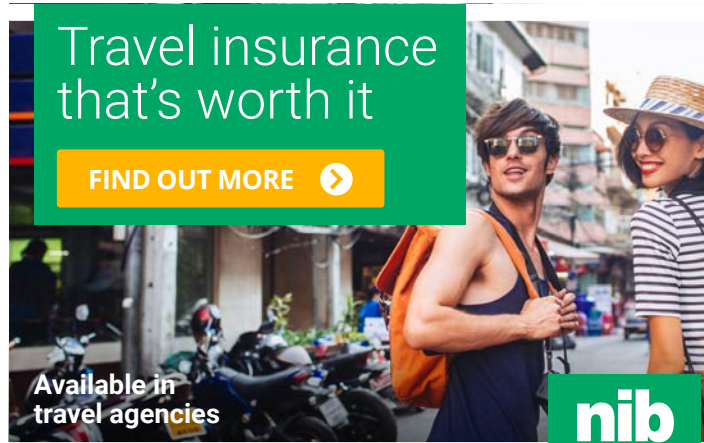
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HLO tech on stage

HELLOWORLD Head of Retail Business Systems Damian Sutton has joined the line-up at next month's Travel Tech Summit, taking place in Sydney 04-06 Dec.

Registrations are still available for the event - for more details see traveltechsummit.com.au.

WebBeds TTV hits \$2b

WEBJET'S business-to-business division WebBeds has boosted its annual TTV to more than \$2 billion on a pro-forma basis thanks to the group's acquisition of Dubai-based Destinations of the World (DOTW) earlier this month (**TD** 05 Nov).

At the group's Annual General Meeting today, Managing Director John Guscic outlined further details of the \$240 million purchase, which is expected to be completed tomorrow.

He said the acquisition will significantly enhance WebBeds' business in the Americas and Asia-Pacific, while also expanding the company's presence in Europe, the Middle East & Africa.

Having already integrated JacTravel after its purchase last year (**TD** 03 Aug 2017), Guscic said the addition of DOTW added a further \$734 million to WebBeds' TTV on a FY18 pro-forma basis, on top of the \$1.35

billion of existing TTV.

Webjet Chairman Roger Sharp said the B2B division had already become the world's number two hotels business.

"Clearly, we are building a powerhouse global B2B business, which after the acquisition of DOTW will account for more than 50% of group TTV," Sharp said.

"After the acquisition of DOTW we will have more than 2,000 employees around the world."

In a trading update, Webjet said it expected DOTW to contribute incremental earnings (EBITDA) of at least \$10 million this financial year, reflecting the timing of the northern summer holiday period and weighting of bookings to the first half, with pro-forma EBITDA of \$23 million.

Total expected EBITDA for the existing Webjet business and the seven-month contribution from DOTW was calculated at \$120 million, pre-synergies.

Quest Notting Hill

QUEST Apartment Hotels and Goodman Group have opened their third project, the Quest Notting Hill in Melbourne.

Quest Notting Hill provides 100 studio, one-, two- and three-bedroom apartments, along with conference rooms and a gym.



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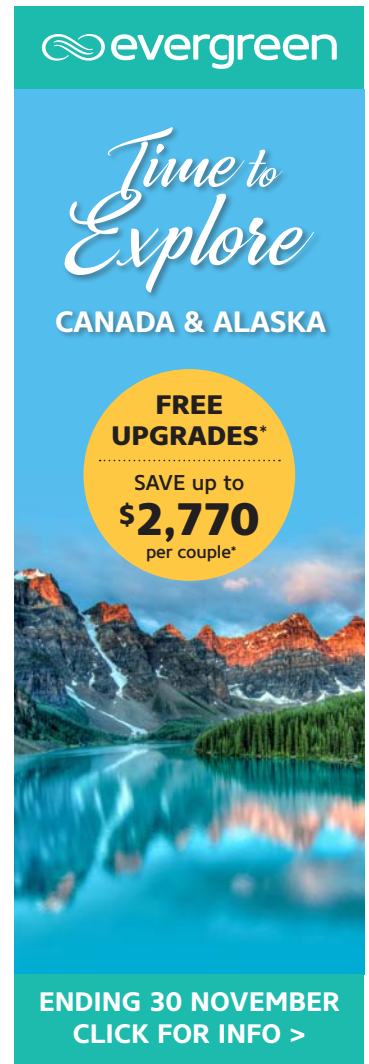
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Accor drops rates

ACCORHOTELS is offering discounts of up to 25% on flexible rates at more than 250 properties across Australia, New Zealand, Fiji and French Polynesia.

The offers are part of a "From the Heart" summer campaign - see accorhotels.com for details.

Sea Cloud tall ship order

BOUTIQUE operator Sea Cloud Cruises has announced plans for a third sailing ship to join its fleet in the northern summer of 2020.

The 138m *Sea Cloud Spirit* will be built in Spain as a sister ship to the line's existing *Sea Cloud* and *Sea Cloud II*, offering 69 outside cabins and a maximum capacity of 136 guests.

The ship will include 25 balcony cabins, while its three masts will be configured with 4,000m² of sails to support a low-fuel diesel-electric hybrid engine.

"*Sea Cloud* and *Sea Cloud II* are enjoying a high demand from both independent travellers and

in the charter market," said Sea Cloud Cruises Managing Director Daniel Schafer.

"An expansion of the fleet, especially in the Mediterranean, is expected and demanded by many guests," he said.

The ship's larger capacity will allow the line to serve the charter market more effectively, Schafer said, though it would still offer the "intimacy of a private yacht".

Other features of the ship will include three owner's suites, an elevator, a wellness area with three treatment rooms, a Finnish sauna, a steam bath and a hairdressing salon, while a separate fitness area will be located on a sundeck.

Schafer said it would offer "an elegant interior-design and classical yacht-style feel".



Costsaver to Asia

COSTSAVER has added Asia to its program of "guided independent" tours in 2019, introducing options in seven countries from \$206 per day.

Costsaver Managing Director Matthew Cameron-Smith said Costsaver's "ready to go" style had opened up a new audience to the touring sector.

"We've responded to the incredible demand by expanding into new destinations with each year of operation, and we're very excited to be opening up Asia to the guided independent traveller for the very first time in 2019," Cameron-Smith said.

Window Seat

THE festive season forecast in Singapore rarely involves snowfall, but that could change this year as the folks at Changi Airport bring a little magic to their terminals with A Wizarding World Holiday at Changi.

Fans of JK Rowling's *Harry Potter* books and movies will be able to explore recreations of iconic settings such as Hogsmeade Village, Diagon Alley, the Whomping Willow and Newt Scamander's Menagerie as part of a collaboration with Warner Bros.

[CLICK HERE](#) for details.



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Aussies explore Vanuatu



A GROUP of 10 Flight Centre and two Infinity Holidays consultants were recently whisked away to Vanuatu to spend a week exploring Port Vila and its nearby attractions.

The agents experienced a range of luxurious accommodation, including Iririki Island Resort & Spa, which is located in Port Vila harbour.

They also went snorkelling off Hideaway Island, floated along the picturesque Rentapao River

and got up-close-and-personal with the local turtles.

Pictured are: Jessica Heazlewood, Jaimi Shelley, Troy Butwell, Amber Pye, Shelley Taylor & Lauren Howard, Flight Centre; Chris Tudehope, The Vanuatu Tourism Office; Shannen Goldthorpe, Infinity Holidays; Rachael Hines & Jenny-Lee Gordon, Flight Centre; Alison Daley, Infinity Holidays; Jerome Miller & Aaron Constantinou, Flight Centre.

TM clocks up 550

TRAVELMANAGERS has recruited its 550th Personal Travel Manager (PTM), the first time the company has hit the milestone in its 12-year history.

“The strongest endorsements for our business model are the rate at which we’ve grown the number of PTMs and the fact that we have a number of long-serving PTMs who have been with us since the beginning,” said TravelManagers Executive General Manager Michael Gazal.

Emirates Uber deal

PASSENGERS flying from Australia with Emirates on Economy Flex Plus and Economy Flex fares can now receive discounted rates on Uber rides from Dubai International Airport.

Emirates passengers will receive an Uber promo code on arrival which will be valid for new and existing Uber users until 10 Dec.

Scenic NZ 2019/20

SCENIC has released its Wonders of New Zealand 2019/2020 brochure which features six itineraries ranging from six to 24 days across the North and South islands.

Highlights from the new collection include the Taste of the Bay tour which takes foodies to sample local olive oil chocolate, cheese and honey.

The trip also boasts a wildlife cruise where passengers have the opportunity to spot dolphins, penguins and fur seals.

Scenic is marking the launch with a range of earlybird specials when bookings are made by 30 Apr 2019.

Offers include free flights on select journeys of 15 days or longer and discounts of \$300 per couple on any journey of nine days or longer, with savings of up to \$1,400 per couple available.

For more information call Scenic on 138 128.



CLOSE to HOME GETAWAYS

New Getaways from 6 to 16 nights aboard the reimagined *Crystal Symphony*® and *Crystal Serenity*® will visit sun-drenched Hawaii, the tropical shores of Australia's east coast and the eclectic cities and intriguing islands of Asia in 2019. [View FLYER](#)

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Fares from **US\$4,915pp*** (C2)

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Ormina Malta famil

ORMINA Tours has announced its next famil will take place 23 - 29 Mar 2019, with select agents heading to Malta on a seven-day regional discovery tour.

To be in the running, agents must book and deposit a Small Group Journey or Private Journey to the value of \$7,000 nett before 31 Jan 2019.

For more info, [CLICK HERE](#).

Viking D-Day cruise

VIKING Cruises has added a new 12-day Paris and D-Day 75th Anniversary cruise to its 2019 itineraries to commemorate the 75th anniversary of the historic D-Day landings.

Departing London, the cruise will head to Normandy and will include a series of D-Day related shore excursions plus a four-night stay in London with visits to significant World War II sites.

[CLICK HERE](#) for more information on the itinerary.

Virtuoso tie-up

VIRTUOSO has entered into a strategic partnership with full-service villa rental company Luxury Retreats.

The deal gives Virtuoso members access to Luxury Retreats' more than 4,000 private villas, with travellers to receive additional advantages such as travel credit.

Prince Guangzhou

STAYWELL Holdings and Prince Hotels have announced the Prince Akatoki brand will expand to Guangzhou, China in 2019.

The new 275-room property will offer an "authentic, luxurious Japanese experience" and will be located in the government development precinct of Bio-Island, within the Pearl River Delta area.

It will be two subway stops from the Guangzhou International Convention & Exhibition Centre, and 10km from University City.

Hawaiian Airlines says Mahalo!



LAST night Hawaiian Airlines kicked off US "Thanksgiving week" with a cocktail function in Sydney for key industry partners.

America's annual Thanksgiving festival tomorrow has prompted a number of US suppliers to express their thanks for their support, with HA also celebrating 15 years of non-stop Honolulu flights from Sydney, seven years of flying from Brisbane and the airline's 90th birthday to boot.

Pictured above at Sydney's Quay Grand are, from left: Mike Thompson, Helloworld Group General Manager Partnerships;



Karen Macmillan, HA Sales Director; Kaylene Shuttlewood, Travel Counsellors Managing Director; and AFTA CEO Jayson Westbury.

Inset are Andrew Best, HA National Account Manager with Quynh Giang, Express Travel Group.

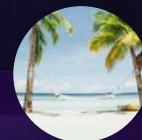
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Jurassic encounters

DOZENS of dinosaurs have popped up in the Blue Mountains for the Dinosaur Valley project which opened at Scenic World this month.

The experience sees visitors descend into the rainforest on the Scenic Railway, entering Dinosaur Valley, where they can see realistic dinosaurs on an educational self-guided walk.

Scenic World Chief Experience Officer Amanda Byrne said the installation took several years of planning and "has been well received from our domestic and international visitors since launching, with particularly strong visitor numbers from Korea, Japan and Taiwan."

"We know that events such as Sculpture at Scenic World are a major drawcard for our visitors that deliver a positive boost to our local economy, and Dinosaur Valley seemed like a natural fit for our natural rainforest setting."

Byrne said Scenic World had partnered with local hotels and resorts to make accommodation packages available until the exhibition closes on 28 Jan 2019.

Crown Director

CROWN Resorts' appointment of John Poynton as a Director of Crown has become effective, following the receipt of all necessary regulatory approvals.

Poynton replaces billionaire James Packer, who resigned from the board in Mar (**TD** 21 Mar).

AAA NSW board

THE Accommodation Association of Australia (AAA) has this week launched the New South Wales State Advisory Board to better support business growth in NSW.

"The Accommodation Association's NSW Advisory Board continues our initiative to ensure the interests of state-based members are more specifically addressed," said the Association's CEO, Richard Munro.

The chair of the board is Doma Group's Patrick Lonergan and members include Scott Boyes, AccorHotels; Damien Cameron, The Star Entertainment Group; Matt Rubie, Frasers Hospitality Australia; Scott Boyes, AccorHotels and Emma Waterman, TFE Hotels.

Events Beyond GM

TRAVEL Beyond Group has appointed its former Events Director Don Arachchige to the role of General Manager for the company's Events Beyond brand.

Arachchige, bringing a corporate and financial background, will focus on maximising client value in all aspects of their events and strengthen relationships with global supplier networks.

"I'm committed to ensuring that our clients in this ever-busy corporate world receive the highest level of personalised service driven by seamless end-to-end event management solutions," Arachchige said.



HOTELIER Jerry Schwartz has taken a major shareholding in FAN+, a sporting and entertainment startup that was selected to be part of Qantas' AVRO Accelerator program.

The program provided the opportunity to work with Qantas to develop, incubate and scale the business.

FAN+ offers unique experiences including change room visits with the Sydney Kings and former NBA heavyweight Andrew

Bogut, personalised music video recording sessions with Justice Crew or playing a round of golf with a sporting legend.

Pictured are Rob Marcolina, Head of Innovation Qantas; Aaron Warburton, Co-Founder FAN+; Alan Joyce, CEO Qantas; and Rod Harys, Co-Founder FAN+.

Find out more **HERE**.

Tigerair Aus deal

TIGERAIR Australia is celebrating its 11th birthday today by offering travellers value airfares with its "Pay to Go, Come Back for \$1" sale until 23 Nov.

Airfares are available across Tigerair's 21 domestic routes for travel between 30 Apr to 04 Jul and start from \$69.95 from Melbourne to Hobart.

For more airfare info visit **HERE**.

Marriott Edition

A NEW Marriott Edition hotel in New York City's Times Square is scheduled to open its doors on 01 Feb 2019.

The 452-room property will feature 3,716m² of food, beverage and entertainment options along with 7,060m² of multi-floor retail space.

Hershey's Chocolate World & the NFL Experience have already opened at the base of the project, taking up over 4,273m² of space.

The Edition hotel can currently be booked on the hotel's website.

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Viking is set to be the world's largest small ship cruise company by 2019, so now is the perfect time to join our dynamic, rapidly expanding team.

To apply, please send a cover letter and your resume to jobsau@vikingcruises.com

Applications close Friday, December 7. Only successful candidates will be contacted.

Insight's Greek week



INSIGHT Vacations declared last week "Greek Week" for travel agents, with sales managers dropping in on agents donning themed outfits and equipped with Greek treats.

The company used the opportunity to educate agents on Insight's new Greek Island Hopper holiday for 2019 - a 12-day regional journey exploring

Athens, Santorini and Mykonos. Insight Vacations is also giving away a trip to Greece to agents from the 20 top selling stores or one of the three highest growth stores that book Insight Vacations or Luxury Gold 2019 departures by 28 Feb 2019.

Pictured: Anne Heitsch, Croydon Travel Centre and Ines Iniesta, Insight Vacations Sales Mgr Vic.

JET AIRWAYS

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ACCOMMODATION

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Three luxury junior suites have just been completed at **Queenstown Park Boutique Hotel** in New Zealand. The three new suites have been built on the floor above the existing premier Remarkables Room and feature views of the surrounding mountains; Coronet Peak, The Remarkables and Cecil Peak, along with individual gas fireplaces and open balconies.



The newly upgraded **RAC Monkey Mia Dolphin Resort** in Western Australia has opened. The redevelopment expanded the property from four hectares to nine, added 12 new family beach villas, 117 more powered campsites, an additional 14 powered sites with ensuites and 80 unpowered camping sites. The property also now features a new swimming pool, playground and reception office.



The Waterfront Beach Resort on Huntington Beach, California, has opened Drift Spa. Drift is a full-service 743m² coastal spa that features nine treatment rooms, separate lounge and facilities for men and women with locker rooms, whirlpools, and eucalyptus and lavender infused steam rooms. Visitors can also make use of a vitality bar with tea elixirs, a juice bar, and spa garden with an outdoor fireplace and seasonal herb wall.

BW new brands

BEST Western Hotels & Resorts has revealed the first locations for its new boutique Aiden Hotel and Sadie Hotel brands (**TD** 27 Sep).

The first Aiden Hotel opened last month in Seoul, South Korea, offering 151 rooms in Gangnam-gu and the next is set to open in Dec near Paris, France.

The first three Sadie Hotel properties are coming to Tampa, Florida, Fredericksburg, Texas, and New York, New York, in 2020.

Sadie Hotel and Aiden Hotel brands aim to "fill a void in the upscale hotel segment by giving developers the chance to be creative and incorporate local flair into their designs," the company said.

Qantas in top spot

QANTAS held on to the top spot for on time departures among the major domestic airlines in Oct at a rate of 79.6%, beating Virgin Australia at 79.3%, Tigerair Australia at 68.6% and Jetstar in fourth place at 68.2%.

The flag carrier's regional brand QantasLink nabbed the highest level of on time departures among the regional carriers, at 83.4%, tailed by Regional Express at 82.1% and Virgin Australia Regional Airlines at 77.3%.

Port Lincoln Airport recorded the highest level of on time departures (93.3%), while Sunshine Coast Airport had the lowest percentage of on time departures (47.8%).

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Bench entries start to bite



THE entries for this month's *Travel Daily* competition with Bench Africa to win a 12-day Safari in Botswana is off to a roaring start, with a pride of amazing "Africa face" photos coming through from agents.

One such submission (pictured) came from Flight Centre Arnbro's Ashleigh Webber, whose cheerful pose in the face of a lively lion certainly gave the team at **TD** some frightful delight.

Cunard Ballet pact

CUNARD has partnered with the English National Ballet for the first "Dance the Atlantic" Transatlantic Crossing on-board *Queen Mary 2*, sailing from Southampton to New York, 11 to 18 Aug 2019.

Guests will also have the opportunity to participate in daily workshops to learn directly from English National Ballet dancers.

For more, **CLICK HERE**.

For your chance to win, show us your best "Africa face" and send an entry through to bench@traveldaily.com.au.

The more creative you get, the better your chance of winning.

Refer to **right** for more details.

G Adv child welfare

G ADVENTURES has launched a Child Welfare Campaign and is encouraging travel businesses to adopt its *Child Welfare and the Travel Industry: Global Good Practice Guidelines*.

"With ChildSafe Movement's help, we've developed a policy based on the global guidelines to govern all G Adventures' operations, which is helping us make appropriate changes in how we educate our travellers, as well as our office and field staff," said VP of Social Enterprise and Responsible Travel at G Adventures, Jamie Sweeting.

View the campaign video **HERE**.



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Enter for your chance to win a 12 day safari to Botswana – including flights!

Fly on South African Airways, Best Airline to Africa and travel with Australia's Best Speciality Wholesaler, Bench Africa, on the Highlights of Botswana Mobile Safari.

To win, all you need to do is have the most creative photo showing your 'Africa' face – the over the top, super excited or emotional expressions that many people make on seeing the incredible experiences that Africa offers. It can be from a trip you took to Africa or even from here (using your imagination)!



Send your entries to bench@traveldaily.com.au

SITA China airports

A **SURVEY** conducted by SITA has found China is significantly boosting its investment in IT airport technology to cater for a strong rise in passenger numbers.

Chinese airports have increased investment in IT from 5.6% of revenues in 2017 to 7.5% in 2018, with airline passenger numbers in China rising by close to 13% over the past year.

Cybersecurity has attracted the most investment in the last year.

Aloft Malaysia open

MARRIOTT International has announced the opening of the 208-room Aloft Langkawi Pantai Tengah hotel in Malaysia.

Features of the property include an infinity pool, a ballroom, and a Kids' Club.

ONYX signs Laos

ONYX Hospitality Group has announced plans to open the Amari Vientiane in Laos in 2021.

The 250-room property will be the Amari brand's second in the country and will feature spa facilities, meetings spaces, a specialty restaurant, an outdoor pool, outdoor function areas, and a fully equipped fitness centre.

MSC Virtuosa sales

MSC Cruises has opened up sales for its fourth Meraviglia Generation ship *MSC Virtuosa* to MSC Voyagers Club members.

General sales for all other agents will open 03 Dec.

Virtuosa's inaugural season will sail the Western Mediterranean from 08 Nov 2020 - for more info on bookings, **CLICK HERE**.

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

[CLICK HERE FOR THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY](#)

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2019 UK/EUROPE SMALL GROUP TOURS:
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EARLY BIRD #2 SALE ON NOW SAVE \$400 PER COUPLE



Message from 'The Mo'

I hate hidden extras!

Just like you and your clients, I hate doing anything and suddenly discovering there are hidden extras and still more to pay! I think it is only fair and honest that if something should be included, it is. That is why I insist our tours are always genuinely inclusive. At the end of your client's tour, when our Tour Manager's put out their hand, it is not for a tip, it is simply to say farewell and to wish them well on their onward journey.



WATCH THE IRELAND CONNECTION TOUR HIGHLIGHTS

THE IRELAND CONNECTION - 14 DAYS - DUBLIN TO DUBLIN

Was from \$6,897. Now from \$6,697pp twin share



- Your clients can stay 2 nights in the heart of Dublin
- See the moving Australian Convict Memorial at Clonoulty
- Explore the iconic 'Rock of Cashel', kiss the world famous Blarney Stone and visit the Blarney Woollen Mills
- Visit the beautiful and haunting 'church on an island' at Gougane Barra
- Relax on a jaunting car tour of Killarney National Parklands
- Explore the incredibly picturesque Dingle Peninsula
- Take in the incredible views along the Cliffs of Moher
- Explore Kylemore Abbey and Gardens and visit the Aran Islands
- Experience Ireland's very best folklore show - the 'Trad on the Prom'
- Stay 3 nights in a grand 19th century hotel set on 12 acres of beautiful gardens just a short drive from Belfast
- Explore the ancient megalithic tombs of Knowth
- Follow the famous Causeway Coastal route to the Giants Causeway
- Enjoy a tour and tasting in the Bushmills Whiskey Distillery
- Dine on a Titanic themed menu for a special farewell dinner
- 23 Meals - including breakfast daily, 1 lunch and 9 dinners

FIND OUT MORE ABOUT THE IRELAND CONNECTION



Smaller Groups



Longer Stays



Genuinely Inclusive



Guaranteed 'My Time'



Working in partnership with the Australian Travel Industry

Territory Sales Manager

Sydney, \$100k package + Super, Ref: 37475J1

Work strategically across your territory NSW & SA to grow sales and manage a remote BD sales team. This is your chance to remain in a Sales Manager role in the leisure travel space but get off the road and be more office based. Strategic sales management and people managements experience required with existing networks in the travel industry. A lucrative salary package on offer and a defined career path within a growing company and an excellent support structure. Call me today!

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

Travel Product Coordinator

Sydney, Up to 55k + Super, Ref: 9079JB1

Our client is seeking a Product Coordinator for their office based in Sydney CBD! You will be loading rates and product information into the system, working closely with the Product Manager on any product related queries and liaising with suppliers and industry partners as required. The ideal candidate will possess at least one year experience in a product load role. Experience in an inbound product role is desirable. The successful candidate will receive a generous base salary plus super.

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

Junior Cruise & Tour Consultant

Brisbane, \$42k + Super & Bonuses, Ref: 3751SZ1

Low staff turnover, in your first yr make an extra \$30k however, uncapped in comms structure. Fantastic work & life balance with no more late nights or working 10 days straight without an RDO. You will be working predominately Mon to Fri with 1 in every 4 Saturday or Sunday! Your weekend work will be given as RDO OR towards your annual leave entitlements – the choice is yours. Booking cruise, fly cruise packages whilst working in a supportive yet fun environment – non face to face.

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

Sales & Account Manager | Education Travel

Melbourne, \$55-75k + Bonus + Super, Ref: 3730HC1

This role is a perfect opportunity for an experienced Account Manager to join a travel company and focus on domestic & Group travel. This well respected travel company is expanding rapidly due to huge growth and they are looking for an Account Manager to join their fun and enthusiastic team. If you have group or student travel it would be highly advantageous. There is a fantastic package on offer for the right candidate of a high base and Super. Unique & Specialist role – apply now!

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

Sales Manager

Sydney, \$70-\$100k, Ref: 1989AJ1

A rare opportunity has become available to become the new Sales Manager for this large market leader within the Travel Industry. You will be experienced with on the road sales and have experience leading a team of BDM's to hit and exceed sales targets. You will be a natural leader and have extensive experience within sales. Existing contacts within Travel in NSW preferable. An exciting company that is a well sought after employer and offer an exciting product. Contact me for more information!

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

Global Sports & Events Travel Consultant

Brisbane, OTE \$70-100k, Ref: 3698AW1

Working with a dynamic and fast moving company; you will talk about and sell your love for sports, events & travel! The ideal candidate will be energetic with an engaging personality, a positive attitude and a quick learner! Walking into this role with confidence and motivation and being a successful team member is key to succeeding in this agency! Enjoy work life balance in this non face to face role! APPLY NOW and work for this Boutique, Global Travel Company!

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

Experienced Travel Consultant

Townsville, Generous Salary Package, Ref: 1343CGA1

This fast-paced vibrant office is looking for an experienced travel consultant to come on board and join their busy team, you will offer personal service creating the perfect holiday for each customer. Every day will be different with plenty of enquiries coming through! Book domestic and international flights, hotels and tour reservations and more. If you are after long term career progression, a great salary, incentives & a close knit team, this could be the role for you!!!!

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

Business Development Executive

Melbourne, Base + Bonuses, Ref: 3613JP1

This role requires a real sales person who is looking to step up from a consulting role and move into a business development position. You will be reaching out to clients building strong lasting relationships with them to help this hugely successful travel business continue the growth they've been experiencing lately. You will be rewarded with a great base salary plus bonuses which will continue to grow the longer you stay. This role requires someone with passion and drive to succeed.

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



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