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Strong FY19 start for CTM

CORPORATE Travel Management (CTM) yesterday issued a trading update, confirming it is expecting its underlying profit for the current financial year to be as high as \$150 million - an increase of 20% on 2017/18.

Speaking at an investor conference, Founder and MD Jamie Pherous noted that recent client wins were at "record levels," while assumptions about client activity and foreign exchange rates "are proving favourable to guidance".

The forecasts also exclude any future potential acquisitions, which are always on the agenda.

Pherous said the company had experienced a compound annual growth of 37% over the last five years, with recent achievements including the settlement of the

acquisition of Hong Kong-based Lotus Travel on 02 Oct.

CTM has already executed a combined organisational structure and business plan for Lotus, with consolidation of operations into a single Hong Kong location before Jun 2019.

The company is also firmly focused on technology, with more than 100 full-time developers in tech hubs in Sydney, the UK, Los Angeles & Hong Kong, working to accelerate speed to market of tailored IT solutions to suit client needs in each region.

Pherous noted that there were currently over six million annual bookings made via CTM-developed online booking tools.

Get on your NZ bike

TOURISM New Zealand is inviting Australian travel consultants to test their knowledge of the land of the long white cloud, with prizes of \$250 on offer as part of the 100% Pure New Zealand Specialist program.

Today South Island Journeys via Christchurch are being showcased - for more info see the **cover page**.

Today's issue of TD

Travel Daily today has eight pages of news, including a front cover page for **Tourism Zealand**, plus full pages from:

- Voyages to Antiquity
- AA Appointments jobs

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Cruise flash sale

VOYAGES to Antiquity is offering discounted fares on selected 2019 European cruise tours, which include shore excursions, hotel stays and more.

The savings available on *Aegean Odyssey* are highlighted on **page nine** of today's *Travel Daily*.



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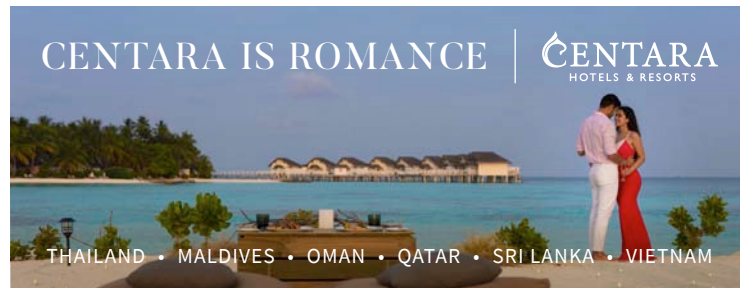
QF signs KLM codeshare

QANTAS is further expanding its options into Europe, via a new codeshare agreement with KLM Royal Dutch Airlines for customers travelling to the Netherlands (**TD** breaking news).

Under the pact the KLM code will be placed on Qantas services between Singapore and Sydney, Melbourne, Brisbane and Perth, while QF will codeshare on KLM metal onward from Singapore to Amsterdam.

The agreement complements QF's codeshare with KLM's sister carrier Air France (**TD** 24 May) which earlier this year saw the reintroduction of QF-coded services on AF flights to Paris via Hong Kong and Singapore.

Qantas International CEO Alison Webster said the codeshare was



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Kangaroo Is hotel

DEVELOPERS in South Australia are reportedly sourcing investment from hotel groups for a 115-room property planned for Kangaroo Island.

The Amadio Group is seeking expressions of interest in the \$35 million, five-storey project.

AA Polaroid push

AMERICAN Airlines has extended the ticketing period for its current travel agent incentive, where the first 25 agents to issue five tickets on its SYD-LAX service on 001 ticket stock will receive a Polaroid camera.

Every submission will also go into the draw to win automatic AAdvantage Platinum Status, along with a whopping 160,000 miles which will be deposited into a newly created AAdvantage account in the agent's name.

The promo is now valid for ticketing through to 13 Dec and also includes Feb 2019 - for details **CLICK HERE**.

part of the QF strategy to build strong partnerships with other airlines to improve travel options for its customers.

Under the agreement Qantas frequent flyers will earn points and status credits when travelling on the QF-coded services between SIN and AMS, and eligible customers will also have access to the KLM Lounge in Amsterdam, in addition to Qantas lounges in Australia & Singapore.

The carriers are also "exploring redemption opportunities on codeshare flights," they said.

Qantas continues to codeshare on Emirates services between Dubai and Amsterdam.

KLM CEO Pieter Elbers said Australia was a key destination, with the agreement allowing the carrier to "develop our presence in this beautiful part of the world".

Tickets go on sale from 01 Nov, for travel from 08 Nov.

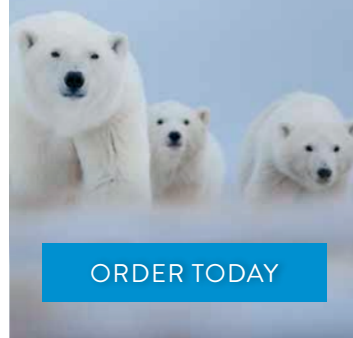
Incentive Action sold

GEOFF and Anne Brauer have announced the sale of their business Incentive Action, 25 years after founding it in 1993.

The new owner is Anthony Gray who has worked in the business for the last five years.

The Brauers brought a unique combination of travel industry experience and IT expertise to create Incentive Action, which has progressed from a start-up to become a strong performer in the dynamic incentive travel sector.

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IATA appointment

IATA has appointed Air New Zealand's General Counsel, Karen Clayton, as the association's new Corporate Secretary.

Clayton will join IATA in Apr 2019 and will be part of the strategic leadership team.

More appointments on **page 6**.

Crystalbrook Sydney hotel

THE Crystalbrook Collection of Hotels and Resorts has announced the acquisition of boutique hotel Little Albion, in Sydney's Surry Hills.

Little Albion (**pictured**) was designed and developed by Paul Fischmann, Founder and CEO of 8Hotels, and opened in Jul.

It offers 35 rooms housed in a heritage building which was originally constructed in 1903 as a school convent.

The property features a rooftop garden and a bar with top shelf beverages and nibbles.

Crystalbrook Chief Executive Mark Davie said the company had been looking to add a Sydney location for some time.

"We could not have asked for a better fit in such an exceptional location," he said.

The company says it is in a period of "great development", as it plans to expand with a number of new properties across "key Australian destinations".

"This is an exciting time for



Crystalbrook Collection as we look to grow our portfolio across Australia," Davie said.

Little Albion will begin trading under the Crystalbrook Collection banner in early Dec.

The hotel group is also undertaking a range of projects in North Queensland, including the development of four properties in Cairns (**TD** 12 Dec 2017) along with a major \$100 million upgrade of The Reef Marina in Port Douglas (**TD** 27 Sep 2017).

Rex prop report

REGIONAL Express has welcomed the release of an Australian Transport Safety Bureau report into the in-flight loss of a propeller above Sydney last year (**TD** 18 Mar 2017).

Rex noted the ATSB and engine maker General Electric were unable to conclusively determine the reason for the fatigue crack.

"This leads us to believe that the incident is a very rare and random event which will be largely mitigated by new inspection procedures," Rex said.

Amadeus appoints

AMADEUS has promoted Sarah Samuel to the role of Head of Airport IT Asia Pacific.

She was formerly the division's Head of Sales and Account Management, a position which has been filled with the appointment of Sunil Ankalgi, who joins Amadeus from SITA.



Window Seat

IN HINDSIGHT, bringing an emotional support squirrel onto a plane was always likely to end in things going nuts.

Police were called to escort a woman off a Frontier Airlines plane in Orlando, after she refused to leave the aircraft, according to *USA Today*.

She insisted that she had informed the carrier she was taking an "emotional support animal" on the flight to Cleveland when she made the booking - but omitted to specify that it was a squirrel.

"Rodents are not allowed on Frontier flights...the passenger was advised of the policy and was asked to deplane," said a spokesperson for the airline.

The incident delayed the flight for about two hours.

AIR New Zealand's ongoing focus on cutting edge technology innovations (**TD** 12 Jul) has seen it unveil what could become the future of video gaming.

The wearable "Magic Leap" platform is the basis for the new Framestore *Air NZ Fact or Fantasy Game of New Zealand* which transports players into a magical NZ world where they can experience a meeting with a grumpy Hobbit or bungy jump from a helicopter - check it out at traveldaily.com.au/videos.

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A STAR ALLIANCE MEMBER



Travel Daily

Thursday 11th October 2018

All's well for G Advn

G ADVENTURES has launched a new collection of tours dedicated to wellness, allowing travellers to "slow down" in a choice of 10 destinations in Europe, Latin America and Asia.

The operator says its new range will help guests "find their balance and reconnect with the world" through a series of 80 departures in 2019 ranging from seven to 13 days.

Tours combine must-see highlights with a slower pace and provide regular yoga sessions and healthy food choices.

Destinations include Nepal, Costa Rica, Iceland, and Patagonia.

HK landmark to go

MANDARIN Oriental will demolish its landmark Excelsior hotel in Hong Kong after attempts to sell the 1970s building failed.

Local media report the site will instead be used to develop a new office tower.

New brand for WS



CANADIAN carrier WestJet has unveiled a refreshed brand ahead of the introduction of its first three international Boeing 787-9 *Dreamliner* routes.

Presenting the tag line "Love where you're going", the new look sets up WestJet for its planned international expansion.

"Today's announcement marks a pivotal time for WestJet," said President and CEO Ed Sims.

"Love where you're going embodies both the thrill of travel and the sheer ambition we at WestJet have for our airline."

The carrier yesterday confirmed it would base its *Dreamliners* in Calgary and launch nonstop services from the Alberta city to London Gatwick, Paris and Dublin between Apr and Jun next year.

The airline has also added a new elite Platinum tier to its frequent flyer program.

An AzAmazing stage presence



AZAMARA Club Cruises demonstrated its flair for cultural immersion last night, hosting industry partners for a performance of Shakespeare's *Merchant of Venice* at the Pop-Up Globe in Sydney.

The temporary replica of London's most famous Elizabethan theatre gave Azamara a chance to show the spirit of its AzAmazing Evenings - private cultural events offered as a way to create "destination immersion" and make the most of the line's extended port visits.

Guests were given an exclusive back-stage tour as actors limbered up for the night's performance, and sipped

champagne in a private box as the players took to the stage.

Pictured ahead of the show are Catherine Allison, Helloworld Travel Head of Land, Cruise & Coach - Product & Contracting; Belle Osmic, Azamara Club Cruises BDM Aust & NZ; Peter McCormack, Royal Caribbean Cruise Line Head of Sales Aust & NZ; and Katrina de Vries, Helloworld Product Manager.

MH student scheme

MALAYSIA Airlines has introduced a student travel program called MHexplorer, allowing travellers aged 18-26 to receive up to 20% off fares.



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MTA appointment

MOBILE Travel Agents (MTA) has welcomed Amber Smith as its new Business Development Manager for Queensland, the Northern Territory and northern New South Wales.

Smith (**below**) has spent the last eight years leading MTA's head office-based assistance team.

MTA CEO Don Beattie said Smith's key focus would be to "assist consultants and agents looking to take that first step into the home-based model and of course, existing MTA Members by supporting them to achieve their individual business objectives".



Hurricane Michael

WIDESPREAD delays to services and transport networks are expected following the impact of Hurricane Michael on the Florida Gulf Coast.

According to Smartraveller, Florida, Alabama & Georgia have declared a state of emergency.

It advises travellers to monitor media for information and follow the advice of local authorities.

Accor, Euro loyalty

ACCORHOTELS and Eurostar have announced a new partnership between their loyalty programs, Le Club AccorHotels and Club Eurostar.

This will provide more choice, exclusive access to benefits and the flexibility to exchange points between the two programs.

AccorHotels SVP Loyalty Isabelle Birem said this was a "major step towards implementation of the Group's augmented hospitality strategy in Europe".

AirAsia, Google Cloud deal



AIRASIA has initiated a collaboration with Google Cloud to integrate machine learning and artificial intelligence into its business and culture as part of its "transformation into a travel technology company".

The airline will work with Google Cloud to solve business challenges, including to drive better demand forecasting and more targeted marketing; improve customer experience and loyalty by providing a personalised experience; maximise operational efficiency and reduce risk through predictive maintenance, real-time weather forecasting and crew optimisation.

"We are now in our next phase of development where we are expanding beyond air transport and digitising our operations and processes to become more efficient," said AirAsia Group CEO Tony Fernandes.

"Google Cloud enables us to make full use of the data we own, opening up new opportunities and enabling us to build new businesses."

Pictured are: Google Cloud CEO Diane Greene (centre) with AirAsia Group CEO Tony Fernandes and AirAsia Deputy Group CEO Aileen Omar (centre left) and AirAsia cabin crew at Google Cloud NEXT '18 in London.

POST CARD FROM BERGEN, NORWAY

From onboard Le Champlain

I am excited to write to you from onboard the new Explorer ship in the PONANT fleet, Le Champlain.



The most modern, technologically advanced expedition ship, is only half the story. Le Champlain is packed full of luxuries, such as beautiful staterooms with balconies, day spa, full size theatre, two restaurants and multiple bars including my favourite – the underwater, Blue Eye Lounge. Le Champlain will explore remote and unique destinations. Together with National Geographic, Discover the World & PONANT have forged a preferred partnership.

Jeannie Foster

Discover The World

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Magellan on the Orient-Express



SIX Magellan Travel owner managers had the trip of a lifetime recently when Qantas Holidays partnered with Belmond Trains & Cruises to create an itinerary taking in Venice, London and Abu Dhabi.

Transferring from Venice Airport by private water taxi to the five-star Bauer Palazzo Hotel on the Grand Canal, the group enjoyed two nights in La Serenissima before boarding the classic Venice Simplon-Orient-Express for a two-day rail journey to London.

Staying at the posh May Fair Hotel, the group was wined and

dined in London before heading to Abu Dhabi where they had a chance to visit the Sheikh Zayed Grand Mosque and the new Louvre Abu Dhabi.

Pictured as they prepared to hit the rails are Leanne Chard, Qantas Holidays; Lisa Allan, Shire Travel; Melinda Gregor, Gregor & Lewis Bespoke Travel; Sarah Tierney, Trans World Travel; Karen Conlon, Belmond Trains & Cruises; Arlette De Brey, Mary Rossi Travel; Adrienne Witteman, Trendsetter Travel & Cruise Centre; and Emma Whiting, Emma Whiting Travel.

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.

Globus Family of Brands has promoted **Chris Fundell** to the role of Director of Marketing. For the past three years, Fundell has been the brand's National Marketing Manager, where he was responsible for the Globus, Cosmos, Avalon Waterways and Monograms brands.

Asia Pacific Marketing Services (APMS) has welcomed two new faces to assist with creating a stronger presence in Sydney. **Emma Kim** has stepped into the role of Account Manager (DMCs), while **Polly Simmons** takes on the role of PR Manager.

Kitmun Fung has been appointed as Vice President of Development, Asia Pacific at **Dream Hotel Group**. In the Singapore-based role, Fung will oversee the development of projects and deals in the APAC region.

Discovery Parks has welcomed **Michaela Webster** as its new Chief Operating Officer. Webster was previously Marketing Executive for Westfield and more recently Chief Operating Officer at On the Run.

Territory Tribute

CHIEF Minister of the Northern Territory Michael Gunner has launched Territory Tribute, a series of events that aim to position the Top End as Australia's military tourism hub.

The Tribute, running from 19 Feb to 25 Apr 2019 across Darwin, will open with the Bombing of Darwin Day Commemorations at the Cenotaph, Bicentennial Park.

CLICK HERE for the full list of Tribute events.

TNZ data site

TOURISM New Zealand and Figure.NZ have teamed up to provide tourism data in one location for the industry and investors to access.

The website will present arrivals, market and spend data in an easily accessible, visual format, giving users the ability to simply search and view related tourism information.

View the website **HERE**.

OZO Maldives deal

ONYX Hospitality Group has signed an agreement with developer Panchshil Realty to launch OZO Maldives.

Set to open in the third quarter of 2020, the 200-villa private island resort will be situated on Raa Atoll, northwest of the Maldivian capital of Male.

The property will contain 60 overwater villas, 140 villas on the beach, and 50 beach villas with larger family-friendly layouts and private plunge pools.

Grandiosa on sale

MSC Cruises has opened sales to MSC Voyagers Club members for *MSC Grandiosa's* maiden voyage, with reservations for all guests to open on 22 Oct.

The inaugural departs Hamburg on 10 Nov 2019 before *Grandiosa* begins sailing from Genoa on 23 Nov 2019 with seven-night itineraries visiting Genoa, Civitavecchia (Rome), Palermo, Valletta, Barcelona and Marseille.

CLICK HERE for more.

Delhi shutdown

DELHI and Mumbai airports are expecting major disruptions and cancellations as a result of repair work, according to India travel specialist, Out in India.

Out in India's Product & Marketing Director Mark Snoxell said "airlines have not updated us re their flight cancellations and rescheduling details.

"Once they finalise and advise us, we'll work at making any necessary changes straight away."

Rees exp & sale

THE Rees Hotel Queenstown has announced its plans to expand and sell The Rees Management (TRML) to interests associated with Pioneer Capital and TRML board members Mark Rose and Bruce Davidson.

"We aim to become a boutique New Zealand hotel company with around five hotels on the tourist route each reflecting their unique place, with the same culture and high touch service that we are proud to offer at The Rees Hotel Queenstown," said Rose.



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You oughta walk Oita

WALK Japan has partnered with the country's Oita Prefecture to launch a new website designed to more effectively promote the region to western tourists.

The new site provides details on Oita's best attractions including festivals, spas, hotels, dining and nightlife spots.

Oita is located on the north-east coast of the island of Kyushu, the third largest island of Japan.

For more information on the new collateral, **CLICK HERE**.

Six Senses Maxwell

SIX Senses Hotels Resorts Spas has announced it is gearing up to open the Six Senses Maxwell in Singapore on 01 Dec.

The 138-room colonial style property boasts five dining options such as the Murray Terrace, a classic European-style brasserie, and the Cook & Tras, a social library restaurant.

Bookings opened this month.

ANA Qualtrics

ALL Nippon Airways (ANA) has selected experience management company Qualtrics to provide its cloud-based Experience Management Platform, in a bid to improve the airline's overall customer experience.

The new system will allow ANA to develop better measurements that "accurately understand customer demands and satisfaction".

World Exp carbon

WORLD Expeditions has launched its Positive Impact Travel initiative, which includes renewable energy projects in Vietnam and China, plus forest conservation projects in Tasmania and Zimbabwe.

The initiative sees World Expeditions purchase carbon credits to offset emissions, with visitors heading to Asia in 2019 among the first to offset their travel with the company.

BUSINESS DEVELOPMENT MANAGER NSW/ACT & CRUISE/MICE

Private Equity owned, Journey Beyond is an exciting and newly established dynamic national business focused on bringing Australia's most iconic experiences to life. Our existing brands, The Ghan, Indian Pacific, The Overland in our Rail division as well as Cruise Whitsundays and Rottnest Express in our Marine division, underpins Journey Beyond as one of the largest growing tourism businesses in the country.

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Journey Beyond is seeking someone with excellent interpersonal skills, high emotional intelligence, solid business acumen and an incomparable drive to achieve objectives. You will love building relationships and making sales and enjoy contributing positively to team culture. Industry and market experience is preferred.

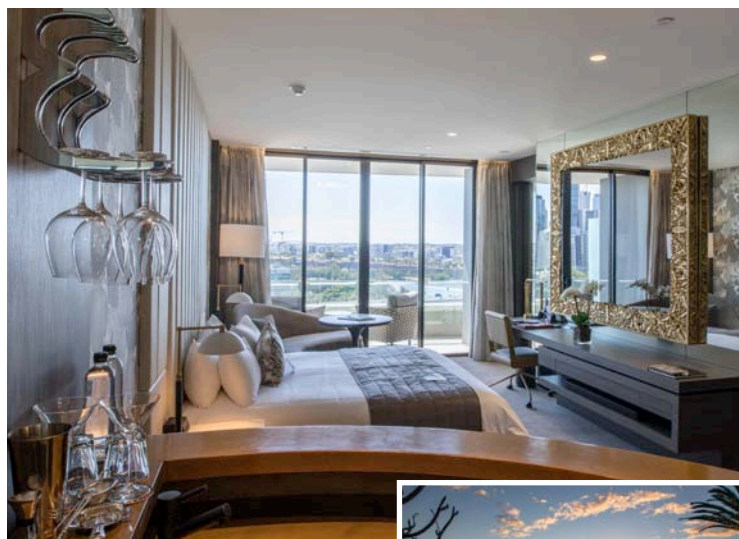
This is an amazing opportunity to work in a dynamic, growing tourism business that will reward you well and value your contribution. If this sounds like the opportunity you have been waiting for and you feel you have the right skills, experience and disposition then please send your resume to tania.joppich@journeybeyond.com.au.

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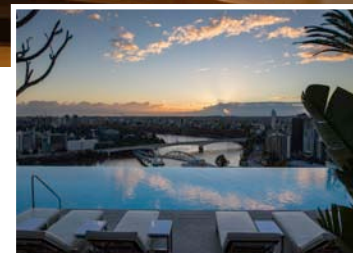


BRISBANE'S Emporium Hotel South Bank has revealed a range of new premier suites, including two Exquisite Suites (**pictured above**), two Emporium Suites (**below**) & three Poolside Cabanas.

Located on the highest levels of the hotel, the premier suites offer guests high ceilings, a bronze bar with seating for three people, a wine fridge, mini-bar, 55-inch mirror finish LED television, plus a walk-in robe and king-size bed.

The hotel's Exquisite Suites boast 50m² of floorspace, while the Emporium Suites span 70m².

The luxurious Poolside Cabanas



are located beside the hotel's 23m infinity edge swimming pool, offering access via a front patio.

"We have been looking forward to revealing these very exceptional, top level suites, which we believe are the epitome of indulgence and raise the bar for boutique luxury hotel accommodation in Australia.

"We know that our guests will be absolutely blown away by the incredible level of detail and finish that has gone into each of them," said General Manager, Peter Savoff.

Prices start from \$850 per night, see emporiumhotels.com.au for more information.

Women go solo

BRITISH Airways has released results of its Global Solo Travel Study, revealing that more than half of women interviewed are choosing to travel solo.

The survey, which included responses from almost 9,000 18-64 year olds across the UK, US, Brazil, France, Germany, Italy, India and China, revealed that over 50% of women had travelled by themselves in the past, while 75% of respondents said they were planning a solo trip.

The "most adventurous" women travellers came from Italy, where 63% said they had explored another country alone, followed by 60% of German women.

US women were least inclined to travel solo, at just 16%.

EK amenities sale

TRAVELLERS can now purchase Emirates First class amenities, with its official store and online shop now selling a range of First class products.

Customers can purchase a set of Bowers and Wilkins headphones for AED1,799 (AU\$693), while a set of men's and women's Hydra-active Sleepwear can be taken home for AED200 (AU\$77).

Customers can also purchase one of the airline's popular cream blankets for AED225 (AU\$86).

See www.emirates.store.



Icy South America!



THIS chilly group of Queensland travel consultants has just returned from a famit to South America courtesy of LATAM and South American Travel Specialists.

The trip saw them make it all the way to Cape Horn, the southernmost tip of South America, while other highlights included an exploration cruise through the Chilean icefields aboard the *Australis Ventus*.

They also experienced LATAM's extensive South American

connectivity, taking in Chile's Santiago as well as some tango time in Buenos Aires, Argentina.

Pictured rugged up at the Pia Glacier are: Debra Kruk, South American Travel Specialists; Hannah Carniel, Travel Team; Carol Baker, LATAM; David Swanborough, Helloworld Mount Ommaney; Jenny Gill, New Farm Travel; Kelly Ferguson, Travel Experience; Geoff Chapman, Caboolture Cruise & Travel; and Belinda Ferguson, Savenio.

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Q8. True or False: Hong Kong to Washington, D.C. is Cathay Pacific's longest route in their network.



SYD Runway Run

SYDNEY Airport is raising money to support Cure Cancer Australia through this year's expanded Family Fun Runway Run, scheduled for 25 Nov.

Tickets are on sale for the event which will also feature food, entertainment and activities.

It's part of the airport's annual Community Christmas Giving Appeal which last year raised more than \$400,000.

Tickets at curecancer.com.au.

Writing courses

TRAVEL writer Rob McFarland has announced two workshops in Sydney later this month - one aimed at aspiring travel writers, and the other targeting tourism marketers, operators and public relations executives.

The courses cost \$399 and are limited to a maximum of 12 spots - see robmcfarland.org.

Abu Dhabi medical tourism pact

ABU Dhabi is positioning itself as a "world class medical tourism destination" through a new 10-year agreement with the Medical Tourism Association.

Under the deal the Association will host its annual World Medical Tourism & Global Healthcare Congress in Abu Dhabi, with the event attracting over 10,000 visitors, 200 exhibitors and up to 100 hosted buyers.

Qld tourism jobs

THE Queensland Government yesterday announced 13 regional tourism workforce plans to help enhance visitor experiences.

The plans set out "achievable and realistic recommendations," identifying key skills drivers critical to growing the tourism industry in regional Queensland.

See jobsqueensland.qld.gov.au.

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

[VIEW HERE](#)

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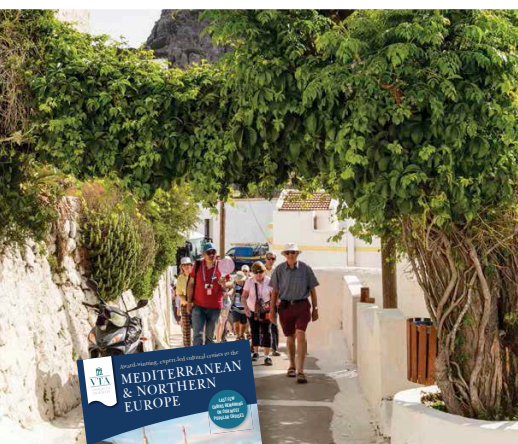
***** **FLASH SALE** *****

DISCOUNTED FARES AVAILABLE ON SELECTED SAILINGS ON 2019 EUROPEAN CRUISE TOURS

Aegean Odyssey

fares per person, twin share

2019 Date	Nights	Voyage		WAS	FLASH FARE
22 April	12	Classical Greece & Islands of the Aegean	Athens to Athens	\$3,895	\$3,455*
23 May	16	Renaissance Italy & Historic Islands	Rome to Seville	\$6,920	\$6,090*
04 June	16	European Connoisseur	Seville to London	\$5,045	\$4,755*
16 June	17	Land of the Midnight Sun	London to Copenhagen	\$6,195	\$5,475*
16 July	16	The Norwegian Fjords	Copenhagen to London	\$5,895	\$5,215*
12 August	16	The Three Rivers	London to Lisbon	\$5,312	\$4,696*
24 August	16	Mediterranean Odyssey	Lisbon to Rome	\$5,162	\$4,566*
03 October	12	Classical Greece & Islands of the Aegean	Athens to Athens	\$4,087	\$3,761*



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*All fares are in AU dollars, per person, twin share and subject to availability at the time of booking. Hotel & transfers offered are on dates specified on itinerary only, at the discretion of VTA. Flash & Saver fares are valid for new bookings only, are capacity controlled and can be withdrawn or modified at any time without notice, and subject to availability at time of booking. Headline savings are based on Category A cabins. There are limited dedicated single cabins. Cancellation penalties & conditions apply. Prices based on payment by cash only. Travel agent service fees not included. Voyages to Antiquity reserve the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees. All information is correct at time of printing (September 2018), but is subject to change. Full terms and conditions may be found at www.voyagestoantiquity.com.



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PRODUCT & DATA ANALYST – 5 MONTH CONTRACT
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Exciting five month contract on offer with a leading travel company. As an experienced analyst you'll work closely with contracting and finance teams providing commercial support to maximise contract margins and profit. You will be responsible for regular reporting, preparing market share and destination reports along with ad hoc project work as required. Strong salary package on offer. Previous experience in a similar role is a must.

RARE FINANCE ROLE ON THE GC

FINANCE MANAGER
GOLD COAST– UP TO \$125K PKG

We are currently looking for an experienced finance manager who is CPA qualified, adept in liaising with international companies and a whiz on Excel to join a growing international company on the Gold Coast. Managing a small team, your responsibilities will range from income management to cash flow management, forecasting, reporting and payroll runs. A strong salary package is on offer. This role is interviewing soon so apply today.

SENIOR FINANCE ROLE

GENERAL MANAGER FINANCE – HOTEL FOCUS
BRISBANE - UP TO \$150K PKG

This award winning client is currently seeking an experienced finance leader to assist in growing their successful hotel network division. Working with a strategic and operational focus you'll be in partnership with senior leaders to achieve long term growth and profit along with managing the financial well-being of the hotel operations at a global level. Superb salary package and benefits on offer. Call today for a confidential chat.

A LEADING ROLE

PRODUCT SUPPORT TEAM LEADER
BRISBANE – UP TO \$77K PKG

We are currently looking for an experienced wholesale travel team leader to join this product department in their pricing division. Leading a small team you'll be responsible for processing and investigating price beats received globally and identifying solutions to ensure competitive pricing in the marketplace. You will work with sales, product, retail teams and suppliers. This in an initial contract role with a strong salary package and the opportunity to advance your career.

MULTIPLE ACCOUNT MANAGEMENT ROLES

STRATEGIC SENIOR ACCOUNT MANAGER
SYDNEY- \$110K BASE PLUS PLUS

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Sydney. You will ideally have previous TMC experience in Account Management or sales. You will be joining and organizations that offers a supportive environment with ongoing training and career opportunities. A strong package is on offer, including a high base salary plus bonuses.

NEXT STEP IN YOUR INBOUND CAREER

OPERATIONS MANAGER
SYDNEY – 90K PACKAGE

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a great salary and career progression. If you have used Tourplan this will be highly sought after.

SOMETHING A BIT DIFFERENT IN CORPORATE

CORPORATE TEAM LEADER
MEL– GENEROUS SALARY PACKAGE

Join this successful Corporate Travel Management company in a leadership role. You will be managing the day to day functions of your team whilst being able to jump on the phones if needed. This company offers a very generous salary with ongoing training and career opportunities, if you have hit a ceiling in your current role, call me today to find out more.

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RESERVATIONS MANAGER
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Turn the key and open the door to success when you join this travel company. Managing a team of reservations consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

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