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## TravelManagers aims at 700

**TRAVELMANAGERS** is likely to hit 600 members by the end of 2019, with sights set on a target of 700 in the next couple of years.

Speaking with **TD** at the group's annual conference in Perth last weekend, Grant Campbell, Chief Operations Officer, said despite increases having "pegged back a bit" the network had achieved annual double digit-growth over the past decade.

"In terms of dollars, we're still very happy with how the business is growing...it's only natural that those percentage growth figures will reduce a little as you get bigger and are measuring off a larger base," Campbell said.

He spoke of a strategic plan to boost the number of Personal Travel Managers, and while cautious about growing too quickly, said 700 members was a reasonable number to aim for.

"You don't want to grow too fast; you need to ensure your growth is manageable and sustainable and the 700 target is reasonable without compromising the services we deliver to our network," he said. Campbell said the

TravelManagers partnership with Luxury Escapes (**TD** 20 Aug 2018) has "worked well" and indicated that the yearly agreement with the travel disruptor would be re-signed.

"We're always looking at other so called disruptors out there, and whilst there are a lot of people in the industry that see them as a threat, we'd rather work out a way that we can work with them and make it add value to our business," he added.

Declining air yields, the weak Aussie dollar and general global instability were acknowledged as threats, however Campbell was confident TravelManagers would continue to prosper.

"With the low-cost structure of our business, we're in a really strong position to weather any storms ahead," he concluded.

### Today's issue of TD

**Travel Daily** today has seven pages of news and photos, a front cover wrap for **Scenic**, plus full pages from:

- Travel Trade Recruitment
- Constellation Journeys

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## Paul Gauguin GSA

PONANT says it will work with Wiltrans, the current Australian & NZ General Sales Agent for Paul Gauguin Cruises, to have a "harmonised distribution strategy" in the local market following Ponant's acquisition of the Tahitian cruise line (**TD** 09 Aug).

Ponant VP Asia Pacific, Monique Ponfoort, told **TD** the same situation would apply in France, where Paul Gauguin also has a significant GSA presence.

"In other markets, everything will remain the same," she said.

Paul Gauguin Cruises operates the 332-pax *Paul Gauguin*.

## Air All Blacks comp

**TODAY** is the last chance for agents to enter Air New Zealand's Air All Blacks competition, with a trip on offer to Auckland to see the All Blacks take on the Wallabies on 17 Aug.

More info available **HERE**.

## New FCTG cruise brand

EXCLUSIVE

**FLIGHT** Centre will this week launch a new "Cruise Boutique" through its Travel Associates (TA) network, with the move seeing the return of a dedicated cruise brand to the group following last year's controversial demise of Cruiseabout (**TD** 22 Feb 2018).

Speaking exclusively to **Travel Daily**, Flight Centre Travel Group (FCTG) General Manager of Premium Leisure Brands Danielle Galloway spoke of the group's desire to make cruise a focus for both Travel Associates and FCTG.

"We've spent a good amount of time on our brand journey over the next one to five years... and really mapped out our core and transformational strategies that will differentiate us in the market," Galloway said.

"Part of the strategy was to move forward with a smaller but stronger network of brands

across Flight Centre.

However "the Cruiseabout brand was a strong one within the market, and we definitely saw an immediate impact in terms of a decline in cruise sales and I think that's evident that cruise customers want to walk into that specialised cruise business," Galloway said.

"The forecast going into the new year is that sales will be back up to 2017 levels...we believe it's a perfect opportunity for us to really focus in on this growth strategy under Travel Associates."

"Our suppliers loved Cruiseabout and they're incredibly excited about the launch of the Cruise Boutique... they're excited about the delivery of a dedicated product."

The Cruise Boutique will be formally unveiled to industry partners tomorrow, before a wider client-facing rollout on Thu.

## Travel Daily

On location in  
**Perth**

Today's issue of **TD** is coming to you courtesy of **TravelManagers**, at the group's 12th annual conference.

**A RECORD** number of guests at the TravelManagers conference wrapped up this year's event with a gala dinner last night at Perth's Crown Resort.

Earlier in the day there were several plenary sessions and stage presentations from Personal Travel Managers sharing their insights into their business experiences.

An emotional keynote address was delivered by actor Samuel Johnson who co-founded the charity Love Your Sister to raise money for cancer research, having lost his sister to the disease.

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## Scenic Eclipse 2020-22 out

**SCENIC** has today unveiled a new program detailing the cruises of its highly anticipated *Scenic Eclipse* between now and 2022.

The online brochure has been released in the lead-up to the ship's long-awaited inaugural commercial voyage, which is scheduled to depart Reykjavik, Iceland, this Thu 15 Aug.

"This new brochure is the most comprehensive program we have released," said Scenic Group's Chief Sales & Marketing Officer, Anna Wolfsteiner.

"It features six new itineraries comprising 47 departures across 38 countries, visiting 68 new ports as well as some of the most stunning UNESCO World Heritage-listed sites, and offering some truly unique experiences in destinations across the world," Wolfsteiner said.

Highlights of the 2020-22 program include two full seasons

in Antarctica, with a total of 20 departures and the opportunity to view a solar eclipse from the deck of the "Discovery Yacht".

Other voyages feature Alaska and British Columbia, Latin America and the Mexican Riviera, Panama & Colombia, and a High Arctic Explorer itinerary featuring North Cape and the remote Svalbard Archipelago.

The program is available for download by **CLICKING HERE** - more details on the **cover page**.

### AA Tel Aviv route

**AMERICAN** Airlines has announced a new thrice weekly service from Dallas-Fort Worth to Tel Aviv, Israel.

The new route is set to debut on 09 Sep 2020 using B787 aircraft, marking the return of AA to Israel four years after it scrapped Philadelphia-Tel Aviv flights.



Explore tropical north Queensland, where the rainforest meets the reef in the August issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## Take clients beyond

**JOURNEY** Beyond is encouraging agents to bring their clients to a series of events being held this month across Sydney, Melbourne and Brisbane.

The functions will provide a look at its new, all-inclusive range of rail holidays aboard The Ghan, Indian Pacific and Great Southern. To register, **CLICK HERE**.

## UK, Europe rail OK

**BRITAIN'S** Rail Delivery Group, the umbrella organisation for the country's privately run train networks, has confirmed that it will remain part of both the Eurail and Interrail pass schemes.

The backflip reverses an earlier decision to split with Eurail, which would have seen passes no longer valid in the UK from 01 Jan 2020.

The organisation said it had resumed talks with Eurail after "strong reaction to news of our departure" from the scheme.



## Window Seat

**TRAVELLERS** wanting to savour the sombre majesty of a medieval architectural masterpiece when visiting the UK's Norwich Cathedral may be somewhat disappointed, after authorities there installed a gigantic slippery slide (**pictured**).

Accused of "treating God like a tourist attraction," Rev Canon Andy Bryant said the £2 ride gives visitors a better view of the cathedral's ornate ceiling.

Critics have cited the installation as further evidence of the church's downward spiral.



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## Crystalbrook's Byron buy

**THE** Crystalbrook Collection has confirmed the acquisition of The Byron at Byron resort, which was placed on the market by retail mogul Gerry Harvey earlier this year (**TD** 13 May).

The deal was unveiled late on Fri, with the purchase bringing Crystalbrook's Australian portfolio to over 1,100 rooms in operation or under development across seven properties in NSW and Qld.

Crystalbrook's owner, Dubai-based automotive billionaire Ghassan Aboud, said "this is a momentous day for the group.

"We are thrilled to be introducing Byron at Byron to Crystalbrook Collection, providing the opportunity of an outstanding leisure experience for our global customers," he said.

"The acquisition of this fantastic asset signifies our continued quest for growth in Australia and the region," Aboud added.

The Byron at Byron boasts 92

suites, a day spa, tennis court and "one-hatted" restaurant, and is located in a 45-acre subtropical rainforest.

The property will commence trading under Crystalbrook Collection later this year, with further details to be unveiled in the coming months.

Crystalbrook Group Director, Hotels, Geoff York, said "Byron at Byron fits seamlessly with our existing personality-driven hotels and resorts...its environmental stance, connection to its exquisite location and local creativity, authentic style and passion for wellness is an excellent fit."

As well as hotels in Cairns, Sydney, Newcastle and now Byron Bay, the group also owns the Qld-based Crystalbrook Station pastoral business, Crystalbrook Superyacht Marina and the 90-foot motor yacht *MV Bahama*.

### VIA Rail incentive

**AGENTS** who book VIA Rail with Rail Europe until 20 Dec will receive \$100 MasterCard gift cards for their VIA Rail package booking or a \$200 MasterCard gift card for certain packages.

Selected itineraries covered under the incentive include Mountains, Lakes & Glaciers; Snow Train to the Rockies and Trans Canada Winter Adventure, while packages include any with wildlife or Town & Tundra package in Churchill & more.

### Swiss appointment

**SWITZERLAND** Tourism ANZ has welcomed Esther Grob to its Sydney team to assist with trade relations in the region.

Grob joins from Zurich Tourism, where she was Market Manager Asia-Pacific and in the new role she will work closely with Director Livio Goetz and Marketing Manager Birgit Weingartner to grow the Switzerland product range down under.

### Full Time Operations Assistant Role

This is an excellent opportunity to gain experience working for one of Australia's leading luxury tour brands. Ideal for someone who has worked in a junior role within the industry and is looking to broaden their experience. This position would suit a self-motivated, enthusiastic and highly organised individual with a strong passion for detail and computer skills. Accuracy is key in this role. The ideal candidate would have strong communication skills both written and verbal and be able to effectively work across several departments. Full time role based in Banksmeadow, 9am – 5pm Mon – Fri. A great company, with a lovely team and a very family friendly culture.

Applications should be sent via email only to [info@billpeachjourneys.com.au](mailto:info@billpeachjourneys.com.au).



## Gender equality starts with men



**EMPLOYERS** in the travel industry must normalise the concept of paternity leave if women are to achieve equality in the workplace, views expressed during a panel session on social impacts at the Centre for Aviation (CAPA) summit in Syd last week.

Bioenergy Australia's CEO Shahana McKenzie said that women often find the most challenging period of their careers is when they have kids because they are expected to take on the duties of being the primary carer at home.

"If there was one thing that I could ask all employers it would be to create a culture that was as acceptable for men to take the leadership role at home as it is for women," McKenzie said.

"One of the biggest challenges won't be for me - it will be for my husband because he is the one who has to take that role and actually his employer doesn't look at that as favourably."

Etihad's General Manager

Australia and New Zealand Sarah Built agreed, contending that progress would only be achieved when employers were able to change their perceptions towards parental leave.

"I've been really fortunate, by chance I haven't had those barriers in my career but I would just love to see that kind of gender acceptance as the norm," Built said.

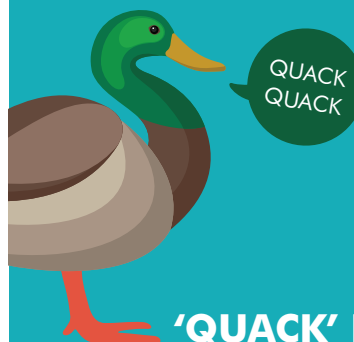
**Pictured:** On the CAPA panel last week were World Animal Protection Executive Director, Simone Clarke; Bioenergy Australia CEO Shahana McKenzie; Etihad Airways, GM Australia and New Zealand; Sarah Built, and The Sustainable Traveller Founder, Dayana Brooke.

### One yr to Endeavor

**THE** countdown is on for the launch of Crystal Expedition Cruises' new ship, *Crystal Endeavor*, which will embark on her maiden voyage on 10 Aug.

 Wendy Wu Tours.

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## Uber US\$5.2b loss

**UBER** has confirmed losses of US\$5.2 billion despite an uptick in its trips and gross bookings for the second quarter of the year.

These results follow on from over US\$1.1 billion worth of losses in the first quarter (**TD** 03 Jun), with the company still yet to turn a profit.

Despite the loss, the ridesharing king has hailed its platform strategy for continuing to "deliver strong results", with trips up 35% and gross bookings growing 37% for the quarter.

"While we will continue to invest aggressively in growth, we also want it to be healthy growth, and this quarter we made good progress in that direction," said CFO Nelson Chai.

## DOT animal policy

**THE** US Department of Transportation (DOT) today issued a Final Statement of Enforcement Priorities Regarding Service Animals, announcing it does not intend to take action against an airline for asking users of any type of service animal to provide documentation related to vaccination, training or behaviour.

Requests made must be of a reasonable nature to assist the airline in making a determination as to the threat level the animal poses to other passengers.

## Groupon acquires

**GROUPON** has acquired Presence AI to enhance its booking experience.

Presence AI is a messaging tool powered by artificial intelligence, and enables merchants to drive bookings, engage with customers, cut calls and save time.

Groupon Chief Product Officer Sarah Butterfass said AI's tech was "complementary to what we've been building into our existing booking experience & will accelerate our roadmap with its text- and chat-based interface".

## Intrepid confessions

**INTREPID** Travel is urging agents to confess to their "responsible travel mistakes" as part of a travel confessions campaign.

Intrepid has kicked off the campaign by sharing some of its own confessions, with CEO James Thornton saying, "you're not alone if you've ever ridden an elephant – I did in Thailand in 2004".

The launch falls in line with World Elephant Day, with 2019 marking the fifth year since Intrepid became the first travel company to scrap elephant rides from its trips.

Confessions can be shared using the hashtags #StopElephantRides and #WorldElephantDay.

## TM lends a helping hand



**THE** recent TravelManagers conference in Perth provided an opportunity for attendees to give back by way of supporting a local charity foundation.

This year the chosen charity was the Ronald McDonald House of Western Australia, with attendees of the conference urged to dig deep by providing books, arts and crafts for children in need.

Several amateur but enthusiastic chefs took to the kitchen peeling spuds and prepping dinner for families staying at the facility.

**Pictured** in the back row are: Joe Araullo, House of Travel; Gena Signorini, Amadeus; Lance Dye, Carnival; Sally McCallum, TravelManagers; Michael Morrissey, Allianz; Lisa Gair, APT; Julie Anderson, TravelManagers;

Kellie Browning, TravelManagers; Michael Gazal, TravelManagers; Karen Dowling, TravelManagers; Louise, Ronald McDonald House Head Chef; and Julia McLean, TravelManagers.

In the front are: Linda Hussey, Uniworld Boutique River Cruises; Brigitta Tolic, Qantas Airways; Lauren Compton, TravelManagers; and Jodie Payne, TravelManagers.

# AFL

## AFL R21 WINNER

Congratulations

### TIM HAKINS

from *i design travel*

Tim is the top point scorer for Round 21 of *Travel Daily's* AFL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.

 **Expedia** 

Travel Daily AFL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



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Applications and any queries can be sent to [careers@helloworld.com.au](mailto:careers@helloworld.com.au) by 5pm, Monday 19th August.

## India DFAT update

**THE** Department of Foreign Affairs and Trade is advising Australians not to travel to the cities of Srinagar and Jammu, following the Indian Government last week announcing constitutional changes that will affect the internal political status of Jammu and Kashmir.

The level of advice has not changed in India overall, with Aussies urged to exercise a high degree of caution, with higher levels applying in some parts of the country.

## SQ appointment

**SINGAPORE** Airlines has appointed Siva Govindasamy as Vice President Public Affairs.

Govindasamy joins from Airbus, where he was Senior Communications Manager for Asia-Pacific.

## Hawaii positive despite dip



**THE** fluctuating Australian dollar and a decrease in airlift out of Melbourne are contributing factors in a 7% drop in Australian visitor numbers to Hawaii.

Speaking during an Aloha Down Under (ADU) event last Fri, Hawai'i Tourism Oceania (HTO) Country Manager Australia, Giselle Radulovic, said "We are tracking a little bit lower than we were at this time last year with 143,636 arrivals as at 30 Jun, and will have 13,000 less seats this year out of Australia into the Hawaiian islands".

However, on a positive note, the average length of stay from Australians remained strong at 9.5 days, and Oceania visitors were recorded as the third highest spending visitor market after China and Korea.

"Recent market research we conducted also verified what we already knew – that families, including multi-generational families, are our key markets, along with couples which make up a big segment too," said Radulovic.

Research also revealed experiential offerings incorporating nature rated highly among Australians, including activities like the Road to Hana drive in Maui, and sailing along the Napali Coast in Kauai.

HTO has responded with the implementation of an experience-led strategy to appeal to Australian visitors, including the creation of more road trip itineraries and packaging up experiences incorporating nature-based activities with the trade.

In the coming year, plans for the tourism office include ongoing trade initiatives including face-to-face training, lunch and learn workshops, events such as ADU and the Month of Lei, and training campaigns focusing on multi-island education incorporating single island specialist famils.

**Pictured:** The HTO team at the event in Sydney are Kris Phadungkiatpong, Charis Ricafuente, Giselle Radulovic, Madeline Atkins, Sade Villatora and Lisa Baddock.



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## BROCHURES

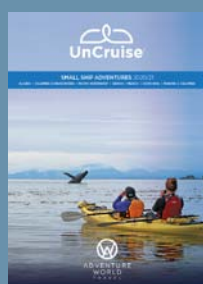
**THIS** week's Brochures of the Week is brought to you by Viva Holidays. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).

VIVA  
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### Viva Holidays 2020 Ireland & Britain Guided Holidays brochure

Viva Holidays has released the first brochure of its all new 2020/21 range. Partnering with CIE Tours, the Ireland & Britain Guided Holidays brochure features a selection of escorted tours showcasing Scotland, England and Ireland. CIE's guided experiences include full breakfasts, most dinners and some evening entertainment, as well as unique visits and admissions.



### UnCruise Small Ship Expeditions - 2020/21

Adventure World Travel has launched its exclusive UnCruise Small Ship Expeditions brochure for the 2020/21 season. Highlights include the seven-night Prince William Sound Adventure itinerary, sailing the waters of Alaska to take in the state's glaciers, as well as the small fishing village of Cordova, and explorations of the Alaskan Eyak native culture. To celebrate the brochure's launch, Adventure World Travel is offering savings of up to \$900 on select voyages on board *S.S. Legacy* when bookings are made before 13 Dec. Further new additions to the latest collection include the eight-day Colombia & Panama: Coral, Jungles and Canal cruise, which visits UNESCO sites Darien Jungle & the port of Cartagena.



### Albion Journeys - 2020

Albion Journeys' new 20-page brochure features escorted itineraries that aim to unlock Britain's cultural history. Tours visit stately homes and castles, noted art collections, grand estates, and tranquil gardens. The new suite of 13 British adventures depart between May and Sep, 2020, offering a duration of between eight and 12 days. Also on offer from Albion is a range of "region specific" journeys of English counties for a deeper travel experience. Albion Journeys is a member of the JG Travel Group family of brands and specialises in heritage tours of Great Britain and Ireland.



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## VS ups A350 use

**VIRGIN** Atlantic will use an A350 for two to three of its four daily LHR-JFK routes from 05 Nov, when an A350-900XWB will start operating the VS003/004 service and an A350-1000XWB to fly VS045/046 from 09 Dec.

## DNSW data tool

A **NEW** data modelling tool will be developed under a collaboration between Destination NSW and Westpac.

Each report will highlight changes from month-to-month and trends over time to reveal how many people are visiting and travelling within NSW, where they are from, demographics & visitor spending patterns, including emerging trends across rural, regional & metropolitan NSW.

## Delta ups Haneda

**DELTA** Air Lines is set to transfer all of its US to Tokyo services from Narita airport to Haneda beginning in Mar 2020.

The carrier said the switch would see it bringing passengers to "the city's closest and most convenient airport".

Delta will also suspend its NRT-MNL route to be replaced by a ICN-MNL service in Mar with KE.

## IHG Free Night

**INTERCONTINENTAL** Hotels Group has launched a "Free Night" initiative rewarding IHG Reward Club members when they book a two-night stay at selected Crowne Plaza and voco hotels between now and 15 Dec 2019.

The incentive gives customers a free night at their choice of voco Gold Coast, Crowne Plaza Surfers Paradise, voco Kirkton Park, Crowne Plaza Hunter Valley, and Crowne Plaza Auckland.

Up to three free nights can be earned across the promotion period, and guests have up until Dec 2020 to redeem - [ihg.com](http://ihg.com).



The countdown is on until Dream Cruises' *Explorer Dream* arrives in Sydney on 27 October.

To celebrate the Australian deployment for the newest member of its fleet, Dream Cruises has partnered with **Travel Daily** this month to give one lucky reader the chance to win a 7-night Queensland coastal cruise in a balcony stateroom on board *Explorer Dream*.

To enter, all you need to do is share with us what dream feature you would include if you were involved in the design of a Dream cruise ship.

Perhaps liquid chocolate on tap in your cabin, or someone to hold your shade umbrella as you lie by the pool?

We're after creative entries in the form of a poem, photo, jingle, video or something else. Use your imagination!

*Explorer Dream*...Discover a New Dream!

Send your answers to [dreamcruises@traveldaily.com.au](mailto:dreamcruises@traveldaily.com.au)



**DREAM CRUISES**

## US NK visa change

**TRAVELLERS** to the USA who have visited North Korea since Mar 2011 are no longer able to enter America under the Visa Waiver Program and must apply in person for a separate visa.

The move expands an existing policy affecting prospective US travellers who have previously been to Iran, Iraq, Sudan & Syria.

## Virgin itineraries

**VIRGIN** Voyages has released details of itineraries for its 2020/21 schedule, featuring a series of four- & five-night cruises to & from Miami, starting 01 Apr.

The new cruise line's calendar also includes a four-night voyage to mark Virgin founder, Richard Branson's birthday from 15-19 Jun, with two seven-night cruises planned for the festive season.

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

## TAT plans 22 parks

**THAILAND** is developing 22 new national parks that will cover 13% of the country's territory, the Tourism Authority of Thailand (TAT) revealed.

Thailand aims to increase the forested area of the country to 55% by 2037, with 133 national parks currently covering 31.68%.

Since King Rama X took the throne in 2016 five new parks have opened.

## Marquis in China

**JW MARRIOTT** has debuted its first Marquis in China, JW Marriott Marquis Hotel Shanghai Pudong.

The 515-room property is located near the Huangpu River & Lujiazui central business district.

It features multiple restaurants, a rooftop garden and approximately 3,200m<sup>2</sup> of meeting space.



**NRL  
R21 WINNER**

Congratulations

**GEORGINA SAUL**  
from Scenic

Georgina is the top point scorer for Round 21 of *Travel Daily's* NRL footy tipping competition. She's won \$100 travel credit courtesy of Expedia.



*Travel Daily* NRL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



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### Corporate & Leisure Travel Consultant

**Perth, \$60-70k + Super, Ref: 4138SJ1**

To tie in with ongoing success across the Perth corporate travel industry we are on the lookout for a Corporate & Leisure Travel Consultant to join a boutique travel management company in their luxurious offices in Perth. Dealing with SME accounts as well as high end leisure bookings, using your travel industry experience and excellent customer service skills, this is the chance to progress in your travel career. Work in a small team, have a hands on approach to your work & reap the rewards!

For more information please call Sarah on  
(08) 6365 4313 or click **APPLY** now.

### Luxury Holiday Planner

**SunnyCoast, Competitive \$\$, Ref: 3794MT1**

Do you want to work in an award winning travel agency, with very specialised, luxury products ? Our client is looking for an experienced travel consultant to join their exclusive ranks. They offer bespoke and unique luxury itineraries and products ranging from short breaks to multi city destinations. A love and passion for travel is essential, must have at least 3 years' experience. A COMPETITIVE SALARY \$40k +commission + super and close to the beach. If you're interested PLEASE APPLY NOW!

For more information please call Mark on  
(07) 3123 6107 or click **APPLY** now.

### Senior Retail Travel Agent

**SYD, Up to 55k + Comms + Super + Famils, Ref: 1821RL1**

This retail agency is looking for a Senior Retail Travel Agent to join their intimate team of staff to continue their long serving run of success. They are looking for an energised retail sales agent who strives for excellence in sales and are results driven. The successful candidate will have the strong potential to move into management position. Being a well recognised brand name they have strong relationships within the industry and plenty of exposure to great deals and opportunities.

For more information please call Ronny on  
(02) 9119 8744 or click **APPLY** now.

### Travel Consultant | Part Time

**MEL, Competitive Salary + Super + Bonus, Ref: 4104AB2**

Do you want to have work life balance back into your life? Do you thrive on high customer service and have strong airfare/product knowledge? Join one of Australia's most successful Retail Travel Agencies! Enjoy an industry high salary and a flexible part time working week where you have the option to work from home with your own client base. Don't miss this opportunity to work for a company who pride themselves on high customer service and are a fun team. Interested? Of course you are!

For more information please call Anisha on  
(03) 9988 0616 or click **APPLY** now.

### Cruise Travel Consultant

**BNE, Salary + Famils, Ref: 3978AW2**

Deliver B2B sales and service and join the Online Travel Trend! Sell Australia's number 1 holiday - CRUISE! The ideal candidate will be ready to step away from face to face consulting and happy to work within a supportive and driven team! Utilise your cruise and travel knowledge and earn UNCAPPED commission! Ready for a new challenge? Only want to work one weekend a month and look forward to ship inspections and FAMILS?! Work in this dynamic and fun call centre team and APPLY NOW !!

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

### Business Development Manager

**Auckland, Salary + Car + Bonus, Ref: 4187MT1**

I'm looking for someone who has that X factor about themselves. They're able to sell anything to anyone and build strong lasting relationships with everyone they come across. There is no challenge you can't face and overcome. You'll be growing the business and brand awareness by building strong client relationships. You must have 2+ years in Sales or Business Development Roles, established solid network within the travel industry. You'll be rewarded with a car and a competitive salary package!!

For more information please call Mark on  
(07) 3123 6107 or click **APPLY** now.



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