

Windstar packages

WINDSTAR Cruises is today showcasing some of its fly, cruise and rail packages, which allow travel consultants to offer their clients a complete solution.

Product is available in Tahiti, Alaska and Australia - for details see **page 10** of today's **TD**.

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AFTA cuts Tempo, Bentours

EXCLUSIVE

THE Australian Federation of Travel Agents (AFTA) today confirmed the cancellation from the AFTA Travel Accreditation Scheme (ATAS) of Tempo Holidays Pty Limited, including all the firm's trading and business names such as Bentours and Cox & Kings (**TD** breaking news).

The move follows the temporary suspension of the company from ATAS after its Indian parent, Cox & Kings, confirmed a "cash flow mismatch" (**TD** 03 Jul) which saw its IATA accreditation removed.

Last week, Tempo confirmed it was working with AFTA to implement "checks and measures to ensure the temporary

suspension is lifted" (**TD** 13 Aug).

However, it appears the matter has not been successfully resolved, with Tempo now also excluded from coverage under the AFTA Chargeback Scheme (ACS).

"The ACS Board has a duty to protect member funds, and as part of the risk management strategy may exclude or restrict suppliers from time to time," according to an AFTA statement.

ATAS agents participating in the ACS scheme are being advised that protection no longer exists against chargeback risk for any transactions that occur with Tempo Hols after 12pm today.

Tempo/Bentours will be required to immediately take steps to remove any logo or reference to AFTA or ATAS from its website, business cards, brochures and social media sites.

Tempo wasn't able to provide a comment on the cancellation before **TD**'s deadline today.

Today's issue of TD

Travel Daily today has nine pages of news and photos, plus full pages from:

- Windstar
- AA Appointments jobs

StayWell appoints

STAYWELL Hospitality Group has appointed Alexander Barnett as its new Global Brand and Partnerships Manager.

His previous hospitality roles have included positions with TFE and Radisson Blu - more appointments on **page nine**.

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DOJ sues Sabre

THE US Dept of Justice (DOJ) has filed a civil lawsuit with the aim of blocking Sabre's US\$360m acquisition of Farelogix Inc.

Announced last year (**TD** 15 Nov 2018) the DOJ described the deal as "predatory" and "an attempt to take out a disruptive competitor".



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FCTG flags store closures

FLIGHT Centre has confirmed details of a review of its Australian shops, which aims to "right-size the Flight Centre brand network".

CEO Graham Turner said up to 30 Flight Centre outlets would close this year, with an additional 30 converted to either Travel Associates or Universal Traveller depending on their location and customer base.

As many as 40 stores will also be shifted to better sites, he added, with the company also planning about 20 additional openings including new high-profile "hyperstores" in the Perth and Melbourne CBDs.

Turner said Flight Centre planned to recruit about 200 more sales consultants "to return the network to optimum staffing levels (about 5,200 people)," after a reduction in recent months.

Along with the shop network, Flight Centre locally also plans to capitalise on "strong growth

in newer models and channels," including online, home-based agents, Flash Sale and specialist Flight Centre businesses.

A major brand improvement program dubbed FC 2.0 is also under way in Australia, with the aim of delivering a new omni-channel membership model, self-service capabilities, sales technology and modern marketing strategies.

Flight Centre also aims to dominate the SME sector through its Corporate Traveller brand as well as develop FCM as a "truly global alternative to the three established global TMCs that have traditionally dominated the sector".

The moves were announced as part of this morning's annual results release (**TD** breaking news), with FY19 seeing FCTG transact a record \$23.7 billion TTV but a 10% profit dip to \$343.1m - more on **page six**.

SAA GOL c'shares

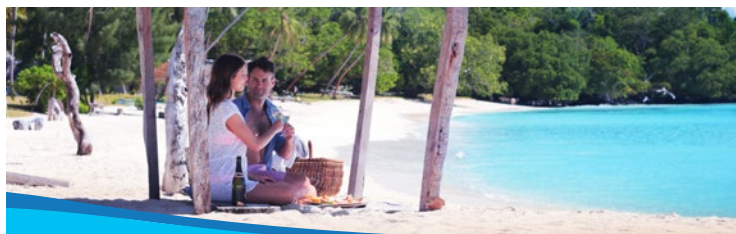
SOUTH African Airways has launched a new codeshare partnership with Brazilian carrier GOL, in connection with SAA's flights to Sao Paolo.

A total of 11 Brazilian ports are covered including Brasilia, Belo Horizonte and Rio de Janeiro.

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More Comfortable

CHOICE Hotels Asia-Pac has rebranded its Comfort properties to unite the Comfort Inn, Comfort Inn and Suites and Comfort Suites brands under the one banner with a new logo.

The new look will roll out over the next 12 months.

TTC revamps loyalty offers

THE Travel Corporation (TTC) today unveiled an “evolved customer loyalty program” across its brand portfolio, in the lead-up to the formal launch of its 2020 Europe programs.

The change aims to make it easier for travel consultants to reward and recognise the “large, loyal number of repeat TTC travellers,” the company said.

The multi-brand offering applies to past travellers with Trafalgar, Insight, AAT Kings, Uniworld, Luxury Gold, U River Cruises, Contiki and Costsaver.

Two levels of rewards are on offer - “tier 1”, which recognises all past guests who have travelled one to four times, with priority access, up to 5% discount on selected itineraries and departure dates, access to secret sales and

special recognition whilst on trip.

Tier 2, for those who have travelled five times or more, expands the benefits of tier 1 to any trip, any country at any time.

TTC CEO Brett Tollman said travel advisors would also benefit from exclusive offers, with the aim of driving subsequent bookings back to them.

Webjet reports “phenomenal year”

WEBJET CEO John Gucsic this morning highlighted 2018/19 as an “outstanding year of profitable growth” for the company, which transacted \$3.8 billion in TTV and saw statutory profit after tax up 45% to \$60m (**TD** breaking news).

The company is strongly focused on its B2B WebBeds business, which made several key acquisitions including JacTravel and Destinations of the World, and comprised more than half of Webjet’s global turnover.

Gucsic said the Webjet OTA brand “continues to strengthen and gain share as the #1 OTA in the market,” with margins maintained despite tough conditions in the domestic market which was impacted by the federal election as well as slowing economic conditions.

He said the Christchurch shooting in Mar 2019 temporarily reduced demand for travel in NZ, with an estimated \$1 million impact on Webjet’s EBITDA result.

Beyond south Asia

BEYOND Travel has released its new Sri Lanka, India and Beyond brochure, featuring a larger range of luxury tours than ever before.

New trips include the 12-day private “Luxury Sri Lanka Escape” adventure priced from \$5,600ppts - call 1300 599 005.

Oceania 2021 out

OCEANIA Cruises has launched its new 2021 Europe & North America Collection of voyages.

Highlights of the program include 97 new itineraries, 70 overnight stays, 15 new ports, and 13 voyages to Turkey.

Oceania’s new sailings are on sale from today and aim to create “the widest and most immersive range of touring options” in the region to date.

Other notable offerings include a range of Alaska cruises featuring trips along a glacier-dotted bay in Kenai Fjords National Park.

For more info, **CLICK HERE**.

QF profit hit by fuel costs

QANTAS CEO Alan Joyce insists the airline's strategy to boost its international group is working, despite the division's underlying earnings declining 28% to \$285m last year.

The company today unveiled a \$1.3 billion underlying profit before tax, down 17% (**TD** breaking news) with Joyce confirming fuel costs were up \$614 million, along with a further \$154 million foreign exchange impact on the overall result.

Joyce said the figures were "particularly positive given mixed market conditions," saying despite the headwinds "we remain one of the best performing airline groups in the world".

Qantas Loyalty achieved a record underlying EBIT of \$374 million, up 8%, driven by the core Frequent Flyer program and new insurance and financial products.

QF Group Domestic operations

contributed \$1.03 billion in underlying EBIT, with combined QF and JQ revenue growing 4% on flat capacity "as fares caught up to higher oil costs".

The resources market continued to strengthen, and Qantas claimed an increased share of both the corporate and small business domestic markets.

International network and fleet changes continued to deliver benefits, with strong performances on Perth-London and Singapore hub services.

Off the back of the result, the carrier revealed it would reward 25,000 of its staff with a \$1,250 travel bonus each.

Qantas said the reward represented a lot of value due to an internal discount rate and it was enough to take a family of four on Jetstar to Hawaii & back.

Joyce said the carrier felt confident about its outlook, with 100% of its fuel bill hedged.



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

CLICK to read
travelBulletin

Qantas test flights

QANTAS will operate "Project Sunrise" research flights in Oct, Nov and Dec, flying new Boeing 787-9s direct from New York City and London to Australia's east coast (**TD** 26 Jun).

On-board research will be conducted on the flights to test ways of improving wellbeing for passengers and crew on the ultra long-haul routes.

The research is being designed in partnership with Sydney University's Charles Perkins Centre and Monash University, in conjunction with Cooperative Research Centre for Alertness, Safety and Productivity.

Each flight will have a maximum of 40 people aboard in order to minimise weight and offer the necessary fuel range.

Qantas said it would make a "yes-no" decision on Project Sunrise by the end of the year the learnings from the tests would be invaluable for all of its long-haul services.



Window Seat

PERHAPS in the seemingly never-ending soapbox the British royal family offers, you may have noticed Queen Elizabeth's penchant for corgis.

Madame Tussauds Sydney certainly has, and to celebrate International Dog Day on Mon, the attraction will complete its royal family display with three live corgis.

Come and have a sniff around the wax museum's Darling Harbour location between 10-11am and 12-1pm to see the royally fluffy visitors.



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Thursday 22nd August 2019

Air NZ's FY19 profit drop

AIR New Zealand has revealed a 31% drop in net profit before tax for FY2019 in its annual results, down to NZ\$374 million from NZ\$540 million.

Net profit after tax dived 20.5% from NZ\$390m to NZ\$270 million, with an operating revenue growth of 5.3% offset by a NZ\$191 million hike in fuel prices as well as operating costs due to global Rolls-Royce engine issues.

Chairman Tony Carter admitted the result was a "disappointment", saying "when we first saw signs that demand was slowing, we took immediate steps to review our network, fleet and cost base, to position our airline for success in a lower growth environment."

"To have achieved a solid result despite these headwinds speaks volumes about the extraordinary dedication and commitment of our people."

Outgoing Chief Executive Officer Christopher Luxon echoed Carter's sentiments of more challenging trading conditions.

"While the New Zealand market has seen foreign competitors reduce capacity or withdraw completely this year, we have continued to grow both domestically and internationally and to adjust our domestic fare structure to keep New Zealanders connected to each other and the world," he said.

Air NZ is targeting profit before tax between NZ\$350 million and NZ\$450 million for 2020.

MEANWHILE, Air NZ has revealed CFO Jeff McDowall will become acting CEO from 26 Sep until a replacement for Christopher Luxon commences, which may not be until Q1 2020.

Carter will also retire on 25 Sep and be replaced by current Director Dame Therese Walsh.

Corporate show hits Sydney



THE Corporate Travel Show visited Sydney for the first time last week, bringing with it a fast-paced, free flowing exhibition format to help connect accommodation providers and corporate travel services.

Held at the Westin Hotel, the exhibition drew audiences including procurement managers, corporate travel bookers, travel management companies and travel agents.

Jarred Styles, MD of Turnstyles Exhibition & Events, which is the owner of the show, told **TD** that "in this day and age where everybody wants to do everything online, people still need to

remember in our industry, it's all about relationships.

"Our format is an opportunity to get some great networking done with over 40 properties across Australia, without the burden of having to have all those individuals visit your office."

"You're already time-poor, with our format you can do it in one hit, with a glass of champagne and some lovely hospitality to boot," he said.

The Corporate Travel Show finishes in Brisbane on 27 Aug at the Pullman King George Square.

Jarred Styles is **pictured** with team members Peggy Byrne and Raquel Styles.



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GOING PLACES TOGETHER

Thursday 22nd August 2019

FCTG mix changes

FLIGHT Centre this year for the first time ever recorded more TTV and profit in overseas markets than in Australia "as the company's globalisation strategy gained momentum".

A challenging year for the Australian leisure business (see p1) was partly offset by a strong performance in North America which delivered a \$102.5 million profit before tax - up 44%.

Profit growth was driven by FCTG's corporate travel businesses in most countries, with FCM alone securing new accounts worth over \$1.3 billion.

The corporate performance helped offset local results which partly reflected a "challenging trading cycle," Flight Centre said.

Australian profit was also impacted by other challenges, but CEO Graham Turner said these were "largely within our control and we are working to address the issues".

\$14m more FC pay

A NEW "front-end" wage model introduced by Flight Centre during the 2018/19 financial year led to a \$14 million cost increase for the company, as well as causing some disruption during negotiation of the associated Enterprise Bargaining Agreement.

Brand closure hit

THE shutdown of Escape Travel and Cruiseabout last year had an impact on sales of "higher margin products that these two brands specialised in," according to commentary released by Flight Centre this morning.

This week FCTG confirmed the launch of the Travel Associates Cruise Boutique (**TD** yesterday) and also identified a focus on emerging models including online, home-based agencies and the "flash sale and ready-made package business" through its 49% stake in Ignite Holidays.

Leading the way in Asia



THE Leading Hotels of the World recently hosted an eight-day famil to China and Japan as part of its Leading Famils program.

Kicking off in the megalopolis of Shanghai, the group met up with Leading Famils host Christina Mason who led the way through the bustling city's hidden gems, as well as the more iconic sites such as Shanghai Tower.

Accommodation in the city included luxury stays at both the Bellagio Shanghai and The PuLi Hotel and Spa.

The second leg of the journey saw the group enjoy four nights in Tokyo, Japan, staying at both

Imperial Hotel, Tokyo and Palace Hotel Tokyo.

Explorations of the Japanese city included activities like sushi making, traditional Taiko drumming and learning the art of the Matcha tea ceremony.

Pictured enjoying their Asian adventure at Hama-rikyo Gardens, Tokyo were: Ken Yonamine, Imperial Hotel, Tokyo; Theresa Kwong, TravelManagers; Kerry Harrison, Inflight Travel; Michelle Stander, Rose Bay Travel; Leona Nguyen, American Express; Barclay Cox, Allure Travel; Christina Mason, LHW; Gina Maitland, MTA Travel; and Kei Ayukawa, Imperial Hotel, Tokyo.

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Princess community

PRINCESS Cruises has launched a new Princess Local Partnership program in New Zealand centred on Kiwis and other native birds around the Bay of Islands.

The initial contribution from Princess is a \$100,000 donation over the first year of the program, with the aim to raise more than \$1 million over the next five years.

Funds will be raised by guests donating \$2 via their onboard account, with the first project supporting community groups committed to conservation efforts and forest regeneration in the area, to encourage the return of native birds.

The fund will also support tree planting projects, educating children in conservation and conservationist school visits.

Travelport solution

TRAVELPORT, IBM and BCD Travel have developed a blockchain solution for hotel commission reconciliation, aiming to optimise the process on a distributed ledger.

The solution will track and account for commission payments owed from hotel chains for services purchased by travellers via booking agencies, creating an accurate and shared view of the booking status and commissions.

Travelport Senior Product Director Ross Vinograd said "blockchain technology applied to commission reconciliation has the potential to deliver real return on investment to both a travel agency and the hotel".

Start spreading the news



TO CELEBRATE its recognition at the NTIAs as Best Travel Agency (Multi-location), six of the Helloworld Travel Mackay and Mt. Pleasant team recently embarked on a week-long educational trip to New York City.

The group visited the Statue of Liberty, a Yankees game, the National September 11 Memorial & Museum and Freedom Tower, The High Line, Chelsea Markets and Hudson Yards, topped

off with a picnic and bike ride through Central Park.

As Mt. Pleasant Store Manager Stacey Cole recalls, the highlight was the group's "Race Around New York" learning game, where the group had to decipher cryptic clues to uncover an NYC location, and race there for a selfie.

Pictured picking up their selfie in Washington Street, Brooklyn, is Matthew Perre, Stacey Cole, Bailee King, Jenna Serginson, Bonnie Davis and Jill Johansen.



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Philippines woos agents



THE Philippine Department of Tourism (DOT) Sydney recently co-hosted a travel agent seminar in collaboration with Perth Airport and Singapore Airlines.

The event, held in Perth, saw Singapore Airlines award one travel agent with two return Economy tickets to the Philippines, where they will be able to enjoy a three-day and

two-night stay at the Bluewater Maribago Beach Resort in the tourist spot of Mactan Island.

Pictured: Chuon Chan, RAC Travel; Michelle McRae, Asia Escape Holidays; Alana Di Vincenzo, Asia Escape Holidays; Kayla Adler, See Travel; Hannah Wilson, Asia Escape Holidays; and Carlene Henderson, Asia Escape Holidays.

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TM extends NAP

TRAVELMANAGERS has announced it will be extending its Network Assistance Program (NAP), which aims to support the health and wellbeing of its business partners.

Implemented 12 months ago, the company will continue the initiative for at least another year, with CEO Joe Araullo heralding the program as a success.

"We've actually found that the uptake of NAP has been higher than expected, which indicates there may be greater benefit than we had originally foreseen and that an industry-wide need for this kind of support could be significant," he said.

QF lounge delay

QANTAS has pushed back renovation of its new Sydney International Business Lounge, with the rebuild to arrive in 2020 at the earliest.

Construction was initially scheduled for commencement in late 2018 and set to conclude in late 2019, but is yet to begin.

The airline revealed plans for the makeover in 2018 (**TD** 22 Feb 2018), which anticipated 30% more seating, luxury bathroom facilities, a full-service bar and a Neil Perry dining experience.

The lounge is the busiest in Qantas' worldwide network.

Freedom to ride

ROYAL Caribbean International has revealed plans to refurbish *Freedom of the Seas* next year to provide more "high-energy features" on board for guests.

Debating its new look in Mar 2020, the vessel will feature The Perfect Storm duo of waterslides, a redesigned Caribbean poolscape, and completely transformed kids' spaces.

New eateries will also be available after the renovation, such as Giovanni's Italian Kitchen, Izumi Hibachi & Sushi, the Mexica-inspired El Loco Fresh and Playmakers Sports Bar & Arcade.



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We've already removed or replaced plastic straws, stir sticks, eye mask wrappers and toothbrushes from our lounges and aircraft. And we'll introduce recyclable water cups and coffee cups made from plants not plastic over the next two months.

We've also removed individual plastic water bottles from our Business Premier and Premium Economy cabins on Tasman and Pacific Island services under five hours, as well as from our Works Deluxe offering on these flights. This is expected to divert more than 460,000 bottles from landfill annually.

It's great to be able to work with suppliers to achieve these solutions together, and as a business we'll keep pushing for progress. Our customers can do their bit by bringing reusable drink bottles or cups on board – our cabin crew team is happy to fill these.

For more information visit <https://www.airnewzealand.co.nz/press-release-2019-air-new-zealand-doubles-down-on-plastic-waste-reduction>.

*Chloe Surridge
General Manager Supply Chain*

AIR NEW ZEALAND

AKL profit plummet

AUCKLAND International Airport saw its profit after tax drop to \$523.5 million for the 12 months to 30 Jun, a significant decrease of 19.5% on the corresponding period last year.

The result was driven by rising operating costs which spiked by 6.3% to \$188.6m, with insurance, security, maintenance and staff costs all increasing for the period.

On a positive note, revenue grew by 8.7% to \$743.4 million in the last financial year, with retail income the biggest driver, raking in \$225.8 million and constituting an 18.5% rise when compared to the same period last year.

Car park revenue rose by 5.2%, while airfield income also swung the right way, increasing by 4.5%.

Qld's magic touch

THE inaugural NRL Magic Round that took place earlier this year injected a considerable \$20 million into Queensland's economy over the four-day event, according to new economic modelling released yesterday.

Just over 116,000 fans attended Brisbane's NRL Magic Round in May, with more than 48,000 of those fans travelling to Brisbane specifically for the event.

"One in 10 Queenslanders rely on tourism for an income so it's important that we're delivering new events that are proven to bring more visitors," said Qld Tourism Industry Development Minister Kate Jones.

The NRL event saw 105,000 room nights generated for Qld.

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.

Three new General Managers have been added to **Anantara Hotels'** Thailand operations. **James Hewitson** is new Cluster General Manager at Anantara Mai Khao Phuket Villas and Anantara Vacation Club Mai Khao Phuket, while **Andrea Orru** has joined as the General Manager at Anantara Rasananda Koh Phangan Villas. **Graeme Ure** has also been welcomed as General Manager at Anantara Hua Hin Resort.

Six Senses Hotels Resorts Spa has appointed **Michael Gaeher** as the General Manager of Six Senses Uluwatu, Bali. He joins the hotel with more than 33 years of experience in the hospitality sector, having recently completed a stint as General Manager of the Oriental Residences Bangkok.

Polar cruise line **Quark Expeditions** has welcomed **Mario Pires** to the newly-created position of Senior Manager of Fleet Hotel Operations. In his new role, he will be charged with standardising the quality and service levels of the various hotel providers.

Makepeace Island, a destination co-owned by Richard Branson, has appointed **Bobbie Murphy** to be its new General Manager. The tourist destination reopened in Nov last year after undergoing an extensive refurbishment, with Murphy charged with putting the island "on the map in the boutique, luxury sector".



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



DREAM CRUISES

Necker smaller grps

THE island paradise popularised by Virgin founder Richard Branson, Necker Island, is offering smaller groups the opportunity to stay in one its luxury properties between 01 Jun and 21 Dec 2020.

The Caribbean island has 20 rooms of accommodation for small groups to stay, but smaller groups of 8-15 rooms can now be booked and shared on a non-exclusive basis.

Prices lead in at US\$5,000 per room, per night.

Rail Europe 2-for-1

RAIL Europe is offering two-for-one deals on select France to Spain connections travelling between 05 Sep and 14 Dec.

The promo include connections between cities such as Paris, Lyon, Madrid, and Barcelona.

To take advantage of the deal, bookings must be made before 10 Sep (no blackout periods apply).

NT pedals ahead

THE Redback Mountain Biking Stage Race which started yesterday in the Northern Territory is expected to generate considerable income for the territory's visitor economy.

"The Territory Labor Government supports events which benefit the local NT economy and creates jobs, and is proud to continue to provide investment into adventure cycling tracks in the Red Centre," said NT Minister for Tourism and Sport Lauren Moss.

The NT Govt has invested \$12m into creating new cycling tracks.

Sweeps of Broome

BROOME was recently the destination for a major GoPro Creator Summit, an event which saw 40 noted content creators descend on the city to create a series of innovative videos.

Check out the showreel [HERE](#).



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We are currently looking for sales orientated and driven BDMS to join leading five star properties, roles in Brisbane & Sydney available. As part of a motivated sales team you will be responsible for generating leads, increasing sales, entertaining top clients and facilitating hotel inspections. A strong salary package along with long term career progression on offer. Call to find out more.

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Come and lead this small retail travel team and grow the agency's business. As a hands on manager you'll know the secrets of closing a sale and be able to motivate and inspire your team to achieve strong results. Working for a reputable and highly respected travel brand you'll enjoy a strong base salary + commission, ongoing career development opportunities, access to five star famils and more. Previous travel management experience is a must.

LOVE THE THRILL OF THE CHASE?

**CORPORATE TMC SALES MANAGER
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If you have the passion for sales and love building new relationships - your talents will be rewarded here. You'll be joining this leading corporate TMC offering long term career advancement and the real opportunity of progression. With a winning brand supporting you, you'll be able to take aim at an amazing salary package and work with fantastic corporate clients. If you don't have TMC sales experience please still apply full training provided.

ON THE ROAD AGAIN

**TRAVEL INDUSTRY BDM
SYDNEY- SALARY \$70K BASE PLUS CAR AND BONUS**

We are searching for a Sales Executive who is passionate along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

BRING YOUR STRATEGIC SKILLS

**CORPORATE ACCOUNT MANAGER X 2
SYDNEY- SALARY UP TO \$110K**

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

CAN YOU BUILD STRONG RELATIONSHIPS?

**CONTRACTING/PRODUCT MANAGER
Melbourne - GENEROUS SALARY \$\$**

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Contracting/Product Manager. You will be well organised and have the ability to source for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

THE RAREST OF OPPORTUNITIES

**REGIONAL SALES MANAGER
MELBOURNE AND SYDNEY- UP TO \$112K PKG**

If you're well connected within the travel market and looking for a first class product to represent - don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package.

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