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Thursday 31st May 2012

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ISSN 1834-3058

QT Sydney opening

DESIGN Hotels has announced that its newest Australian member property, QT Sydney (TD 09 Feb), will open in Sep, a month later than originally projected.

According to the chic hotelier's website, QT Sydney is available for bookings from 17 Sep 2012, with advance purchase rates priced from \$756 for a King room.

Design Hotels' "first property in the Harbour City" joins the Limes Hotel in Brisbane in the upmarket group's global portfolio.

MEANWHILE, QT Hotels & Resorts - which is a new brand operated by Rydges owner AHL - has this month officially rebranded the Sabaya Resort in Port Douglas as QT Port Douglas, following the launch of QT Gold Coast late last year.

Dollar drop to hit pricing

QANTAS Holidays this morning warned of potential price rises due to the decline of the Aussie dollar over recent weeks.

In a trade update, the JTG-owned wholesaler said that "to date we have protected your customers from the impact of the falling A\$ by making very nominal increases to our pricing, and price protecting your existing bookings."

"However, unless we see a major reversal in the AUD next week, we will need to call for final payment on all deposited bookings very soon," it added.

Effective immediately Qantas Holidays is guaranteeing pricing on all deposited bookings for 14 days to allow for finalisation at current levels.

The wholesaler says that if final payment isn't received by Wed 13 Jun then clients "risk a potential price increase at this time".

The dollar has softened from US\$1.04 to just under US97c,

dipping a further 1.5% overnight amid concern about the ongoing economic crisis in Europe.

Qantas Holidays said it would advise the market again if the price increase on 13 June is proceeding "once it becomes clearer if the AUD has stabilised or is continuing to weaken."

Hayman stay 4/pay 3

THE Great Barrier Reef's Hayman is offering a Stay 4/Pay 3 package for periods between 01 Jun and 21 Sep, priced from \$699ppts when booked before the end of Jun - more details on **last page**.

Hotel Windsor boss

MELBOURNE'S iconic Hotel Windsor has appointed Michael Ziemer as its new ceo.

Ziemer will join the hotel on 01 Aug, moving from his current role as gm of Mandarin Oriental's The Excelsior Hong Kong.

As well as revitalising the Windsor's dining options and enhancing its room product, Ziemer will work closely with the hotel's owners in the lead-up to the property's redevelopment which is expected to start in 2014. More appointments on **page 5**.

Extra Athena cruises

CLASSIC International Cruises has added two new short cruises aboard *Athena* after extending her 2012/13 summer season in Australia by a week.

The new journeys ex Fremantle include a five-night round-trip voyage on 08 Apr to Albany and Esperance, and a two-night 'cruise to nowhere' on 13 Apr, before *Athena* departs for Europe 7 days later than planned, on 15 Apr.

CIC is working with agents to notify pax of the date change.

Last day for Hawaii!

TODAY is the last chance to enter our exclusive Hawaii comp in which we're giving away a trip for two to Hawaii, courtesy of Hawaii Tourism, Hawaiian Airlines & Trump Int'l Hotel - see **page six**.

Melbourne Winter Masterpieces

Napoleon: Revolution to Empire packages starting from \$166*



Jacques-Louis DAVID Napoleon Bonaparte, First Consul, crossing the Alps at Great St Bernard Pass, 20 May 1800 1803 (detail) Versailles, musée national du château (MV 8550) © RMN (Château de Versailles) / Franck Raux

*Price is per person twin share. Conditions apply.



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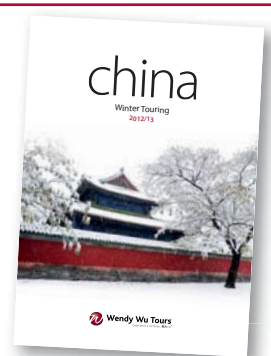
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Skywest OKs DJ deal

AN EXTRAORDINARY General Meeting of Skywest Airlines has approved the carrier's issuing of additional warrants to Virgin Australia, with all resolutions at the meeting duly passed.

The move gives Virgin Australia an expanded stake in the WA-based carrier, with the 2.41m warrants exercisable at 45c at any time until 15 Apr 2015.

MEANWHILE in other Virgin Australia news, the ACCC has today approved a variation of requirements for the Tasman joint venture between Virgin and Air NZ (**TD** 12 Apr).

The change reduces capacity obligations for the Northern Summer and Northern Winter 2012 seasons by 4.2% due to reduced demand for CHC flights.

Business travel demand dip

AMERICAN Express Business Travel has today flagged a slowing of Asia-Pacific spending on corporate travel, after surveying senior finance executives at major corporations across the region.

The 2012 Amex/CFO Research Global Business and Spending Monitor found that less than a third of firms expect to spend more on business travel this year than in 2011, with just 5% anticipating an increase of 10% or more.

The survey also found that airfares stabilised across the region over the last quarter, with domestic tickets up just 1%, fares to Europe/Middle East/Africa down 1% and intra-Asia pricing stable.

However, Australia was the exception to this trend, with local domestic fares up 3% over the last quarter, and a hefty 14% above the same time last year.

The survey also found strong growth in fares from Australia to

the Americas, which are up 12%.

"Carriers have taken advantage of the slight uplift in the US economy - recognising the opportunity for invigorated travel to the region," said Carl Jones, head of Amex Advisory Services in the Asia-Pacific region.

He said there was still strong demand for travel within Asia, but fares had not risen much due to slowing growth rates and the proliferation of low-cost carriers.

AirAsia KK's Japan

AIRASIA Japan will launch operations effective 01 Aug, confirming speculation fanned by AirAsia founder Tony Fernandes on Twitter (**TD** yesterday).

The new Tokyo Narita-based carrier will operate daily flights to Fukuoka, Okinawa and Sapporo.

Long-haul affiliate AirAsia X operates to Tokyo Haneda.

Brindabella cuts two

AEROPELICAN and Brindabella Airlines are taking advantage of "a significant rise" in resource sector charter enquiries, announcing this week it will shelve two regional routes in favour of tapping into further FIFO opportunities in NSW and Queensland.

The re-focus will see the daily Brisbane-Armidale and Canberra-Albury services terminated in a week's time, from 08 Jun 2012.

Group chief operating officer Ian Vanderbeek cited the carbon tax and removal of the en-route rebate scheme as major factors behind the decision.

"Both of these routes are marginal and cannot be sustained with the additional cost impost that these changes will bring," Vanderbeek stated.

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YHA Hostels earn T-QUAL 'Tick'

YHA Hostel has received Federal government backed T-QUAL 'Tick' accreditation. The 'Tick' provides confidence to domestic and int'l backpackers and budget travellers that they will receive a national standard of quality when booking at over 100 owned and affiliated YHA hostels nationwide. Tourism Minister Martin Ferguson said the T-QUAL Tick of quality assurance "is not just reserved for high-end or luxury products or accommodation, but for those willing to deliver what was promised to the consumer." YHA Australia forms part of the Hostelling International network. **MEANWHILE**, the Minister has acknowledged the work of the Western Australia Indigenous

Tourism Operators Council for its efforts to build awareness of cultural experiences and products in the Perth region. Ferguson said visitors from the UK, US, China and Germany are seeking and expecting high quality Indigenous experiences. "This demand...creates opportunities, not only for tourism businesses and operators, but for the broader community."

He also recognised WAITOC for its work with operators to strengthen ties with conference organisers, cruise lines and the education sector. "They are also providing valuable information to inform future tourism policy, recognising that Indigenous tourism is a key point of difference for Australia in a competitive international market," Ferguson added.

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QF appoints designer

MELBOURNE born Australian fashion designer Martin Grant has today been named as the airline's new uniform designer, replacing Peter Morrissey. Martin will be responsible for developing concepts for new cabin crew and uniformed staff that Qantas plans to introduce for its domestic and international teams by 2014.

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Canada double-digit Aussie growth spike

THE Canadian Tourism Comm. has reported a 14% jump in the number of Australian overnight arrivals during Mar compared to the corresponding month in '11. There were more than 10,500 Aussie visits to Canada in Mar, aiding to lift the year-to-date figure to over 36,800 overnight trips - up 6.5% on last year. Overnight trips across Canada's core markets (the UK, France, Germany and Australia) were up 17.6%, to 87,675, led by the UK (19.4%+) and Germany (30.8%).

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MAS A380 delivered

MALAYSIA Airlines has become the 8th operator of the Airbus A380 after taking delivery of its first superjumbo in France on Tue. MAS has six of the doubledecker aircraft on order, configured with a total of 494-seats.

Hertz Queenstown

HERTZ has unveiled a major new service centre at Queenstown Airport ahead of the 2012 ski season, providing four times the number of parking bays at the NZ South Island gateway.

Top Gap Year brox

TOPDECK has rolled out its three tour Europe Gap Year 2013 brochure, targeted at school leavers aged 17 to 19 only. See www.topdeck.travel.

EY backs traditions

ETIHAD Airways has teamed up with the Red Crescent Society to make indigenous arts & crafts made by under privileged UAE national women available to purchase via the Etihad Guest loyalty reward scheme & via the EY duty free shopping magazine.

BA Gatwick ski boost

BRITISH Airways is ramping up frequencies to European ski fields from Gatwick with flight options to Turin in Italy and Salzburg in Austria boosted to 10/week & 5 respectively, effective 18 Dec.



Window Seat

LONDON Heathrow could be demolished and a garden-themed residential city built in its place.

That's what would happen if a new report, published yesterday in the UK by former govt advisor Graeme Bell saw its findings implemented. Bell claims Heathrow, which sits on a 5sq-mile block of land and supports 250,000 jobs, is now ill-equipped to suit the needs of modern aviation, calling for a new facility in the Thames Estuary to be built. Airline heads remain at loggerheads with UK politicians over a third runway at Heathrow and where to put the increasing number of planes arriving at LHR.

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FLIGHT comparison website Skyscanner has released a list of the world's most misleading airport names, with Melbourne's Avalon facility among the list. Due primarily to the city name being in the airport name, air travellers could be forgiven for their surprise when flying into an airport surrounded by farms, paddocks and noticing the lack of...well, a nearby city for one. Airports in Paris, Munich, Oslo and London also made the list, with facilities over 100kms away from the city still carrying the city name in their title.

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Special interest surge

RENAISSANCE Tours says that an “increasingly sophisticated Australian traveller” has been a key driver of strong demand for cultural and special interest travel over the past year.

MD Hugh Hallard said that while the strong A\$ had also been a critical factor, increasing demand for expert-led opera, art and music tours had seen the firm almost double its offerings for this year.

A recent Renaissance Tours trip on behalf of Opera Australia to attend Wagner’s ‘Ring Cycle’ operas in New York had seen more than 120 participants.

He said that Renaissance was also being increasingly contacted by travel agents whose clients “are looking for a different and more rewarding travel experience”.

The company has just launched a new ‘World of Travel’ brochure - www.renaissancetours.com.au.

Int'l traffic surges 10%

GOVERNMENT data released today shows there was a 10% y-o-y spike in int'l scheduled passenger traffic to/from Australia in Mar, up to 2.332 million.

Available seats fell 0.8% to 3.13 million while seat utilisation rose from 67.8% to 75.1%, the Bureau of Infrastructure, Transport and Regional Economic figures show.

Qantas Airways continues to hold the lion’s share of the int'l passenger traffic at 19% - albeit 0.4% less than last Mar - then Singapore Airlines (9.2%), Air New Zealand (8.6%), Jetstar (8.4%) and Emirates (8.4%).

Qantas Group’s total passenger carriage on Qantas, Jetstar and Jetstar Asia services dropped 0.5 percentage points to 27.8%.

EY/AirBerlin update

THE ACCC has written to Etihad about its proposed pact with AirBerlin (**TD** 17 May), clarifying that ‘Future Initiatives’ of the airlines will be covered by the interim authorisation which has already been granted.

The initial application flagged that as well as the EY/airberlin alliance, the carriers were also set to “explore the possibility of forming and implementing collaborative arrangements”.

HA/JetBlue codeshare

HAWAIIAN Airlines has announced a new partnership with New York-based JetBlue, including reciprocal frequent flyer benefits and a codeshare pact covering connections between the US East Coast and across Hawaii.

The new pact is effective 05 Jun when HA launches its new route between Honolulu and New York.

New Macleay campus

NSW deputy premier Andrew Stoner this week officially opened a new \$2m Sydney campus for Macleay College, which offers a range of tertiary courses including travel and tourism, hospitality and event management.

Garuda back to Taipei

GARUDA Indonesia has reintroduced daily B737-800 Next Generation services between Jakarta and Taipei following an eight year hiatus.

HWT dresses for successes



LOOKING resplendent in their exotic colours, the team from Harvey World Travel Sylvania in Sydney were turning heads at the recent South American Expo, held at Southgate Shopping Centre.

The team took up the challenge to attract business, standing out from the crowd, and it worked, as many bookings were made, with lots of fun had by all.

Pictured above is the HWT team, from left: Sonia Antilla, Martina Fairclough, Kim Adcock, Yvette Gray, Dianne Cook, Judith Wilson and Vivien Davies.

HAL Paula Duncan

TRAVEL The World is marketing a 10-night Holland America Line Pacific Islands departure, featuring celebrity Paula Duncan which will help raise money for Special Olympics Australia.

TTW is offering special bonuses on the *ms Oosterdam* voyage incl a Pinnacle Grill lunch per person and bon voyage sparkling wine & chocolate dipped strawberries.

Prices start at \$1499pp with 5% of cruise fares donated to the Special Olympics Australia.

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Tempo Croatia deals

TEMPO Holidays has cut 20% off selected Jun departures of its 8-day Grand Croatia tour ex Split or Dubrovnik, priced from \$828ppts. For details, phone 1300 558 987.



Alila wines & dines Infinity

ALILA Hotels & Resorts are on a week-long sales mission to Sydney & Melbourne this week to update wholesale partners on their ultra-luxurious Bali properties.

On Tue, they entertained Infinity Holidays, the biggest provider of package holidays for Flight Centre

at Chiswick, Sydney's hottest new restaurant.

"We're here not just to see the tour operators, but travel agents, the people who are really selling us, as Australia is our number two market," said Marco Groten, gm of Alila Villas at Soori.

"We are finding that holiday-makers are looking for private villa accommodation, which we offer at our four Bali resorts."

Groten said until recently, high-end Aussie travellers didn't want to go to Bali, believing it had a bad name, but now they're re-discovering the island.

"Bali isn't just the tourist hot spots of Kuta and Seminyak.

"At our Soori Resort, which is 90 minutes from Denpasar Airport and our Uluwatu property, 30 minutes away, you'll find the real Bali, where people can visit temples off the main tourist track, & lay on quiet, pristine beaches - in other words we provide a true Bali experience," he said.

The Soori Resort offers 48 three and five bedrooms - it even has a 10 bedroom villa - while the Uluwatu property has 62 villas.

Both properties offer a private, discreet & indulgent experience, with 2-star Michelin chefs for fine dining.

Pictured above at Matt Moran's Chiswick restaurant, from left are Christie Hopp, Infinity Holidays; Brenda Nash, director of sales Australia, Alila Hotels & Resorts; Allisa O'Connell, Infinity Holidays & Marco Groten, Alila Resort Soori.



Industry Appointments



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THIS week's Industry Appointments column is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Carlson Wagonlit Travel will induct **Floyd Weidner** into its operation in a newly-created role of Senior Vice President Global Meetings & Events. Floyd will commence with the company tomorrow - 01 Jun.

Swissotel Hotels & Resorts has welcomed **Jan Chovanec** as its new General Manager of the **Swissotel Beijing Hong Kong Macau Centre**. Bringing nearly 40-years of hospitality experience to his new role, Jan was previously the General Manager of the Swissotel Krasnye in Moscow.

Intercontinental Hotels Group has appointed **Emma Thiessen** to the role of Human Resources Manager - Victoria. With experience running her own start-up business, Emma holds experience in a number of HR and training roles, as joins from a previous role with Crown Melbourne. Elsewhere within the group, IHG's **Crowne Plaza Hunter Valley** property has welcomed a new Executive Chef in **Gavin Robertson** and new Sous Chef **James Ashton**. Meanwhile, **Crowne Plaza Newcastle** has welcomed a new head chef in **Gavin Porter**. Previously, Gavin held the Head Chef position at Holiday Inn Melbourne Airport.

Janet Chan has recently commenced in her new role at the **Raffles Grand Hotel D'Angkor** in Siem Reap, Cambodia as their Assistant Director of Sales. Janet comes to the role from the Hotel de la Paix.

The Travel Corporation has advised **Margaret Soh** will oversee outbound sales in China for TTC brands Insight Vacations, Trafalgar, Contiki and Uniworld to all destinations each company offers as its Vice President of Sales for China. Margaret will be based in Shanghai.

Tahiti Travel Connection has recently expanded its reservation team with the appointment of **Silvyana Widjaja** to the position of Specialist Tahiti Consultant.

AA back to Haneda

AMERICAN Airlines will resume direct services between New York JFK Airport & Tokyo Haneda from 01 Jun, the carrier has confirmed.

AA's oneworld partner JAL will codeshare on the service, and will also operate its own flight to JFK from Tokyo's Narita Airport.

Haneda is Asia's second busiest hub, with 70m passengers passing through each year.

Fantasy saves Cubans

DISNEY Cruises' *Fantasy* vessel rescued four Cuban men, spotted floating on a small raft in the Key West region on a recent voyage.

The company is now working with US Coast Guard authorities for the disembarkation of the men, after assisting them with medical treatment, food & water.

MEANWHILE, Disney's *Wonder* vessel will host the cast of Toy Story and other Disney Pixar films on a series of 7-night themed cruises departing LA in Sep & Oct.

Self-drive FTC revamp

FRENCH Travel Connection has unveiled its revamped website, offering improved planning tools for its range of self-drive canal barging holidays.

Other features of the new site include maps, travel tips & photos.

UU A380 reversal?

AIR Austral is believed to be considering cancelling its order of two all-Economy 840-seat Airbus A380s, according to yet to be confirmed online reports.

Harveys helping kids

HARVEY World Travel has donated funds to Vietnamese children's charity, the Loreto Vietnam Australia Program (LVAP).

The company last year funded a purpose-built computer room to enhance learning for deaf students, and more recently provided 56 bicycles and cycling lessons to children in Ho Chi Minh.

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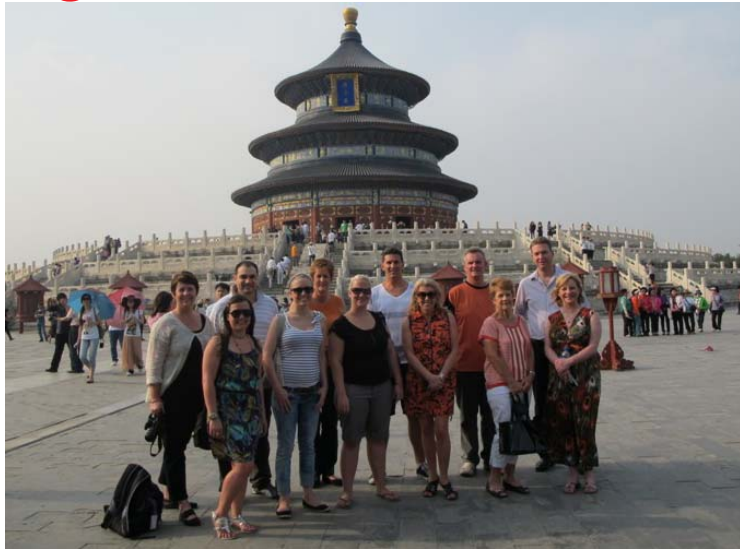
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Agents on a Forbidden famil



AGENTS from Harvey World Travel, Jetset, Travelworld and Travelscene recently returned from a week-long journey to Beijing, Shanghai and Hong Kong, hosted by Kumuka Worldwide and flying with Cathay Pacific.

The agents were lucky enough to trial Cathay's Business class product & enjoyed local Kumuka guides in each city, 4-star hotels, a wide variety of dining delicacies and varying modes of transport, from human-powered rickshaws to the Maglev train in Shanghai that rockets along at 431kph!

Pictured above at Beijing's Forbidden City, from left, are Leica Marek, Jetset Gladstone; Sarah Brady, Cathay Pacific sales exec; Fabio Caruso, TW Carindale; Kelly Meaker, TS Tweed City; Vanessa Pine, HWT Strathpine; Michelle Simon, HWT Emerald; Aaron

Blakemore, HWT Ashmore; Lyn Carter, Jetset Mt Gravatt; John Layton, HWT Bribie Island; Sherron McKie, Cove Travel; Tomas Malmberg, Kumuka bdm and national training manager & Jenifer Smith, HWT Albany Creek.

VX to Washington DC

VIRGIN America will launch its new San Francisco-Washington Reagan link (**TD** 15 May) on 14 Aug.

This week VX commenced new services to Portland, OR ex SFO.

Africa Battlefield tour

THE Africa Safari Co has launched a new six-day Zulu Legacy itinerary, departing from Jo'burg and aimed at showcasing African tribal heritages, battlefields, cultural museums and cat rehab programs.

For more details and pricing info, visit africasafarico.com.au.

More UA DEN routes

UNITED Airlines will launch new services between Denver and both Shreveport, Louisiana and Grand Forks, North Dakota from 28 Aug and 03 Oct.

The Shreveport daily service will be operated by ExpressJet while the twice daily Grand Forks route will be flown by SkyWest.

UA will also convert its seasonal Denver-Anchorage service to a year-round operation.

Centara 5-star resort

BALI'S Nusa Dua will become the home of the new 5-star Centara Grand Nusa Dua Resort & Villas, consisting of 68 suites and 14 villas, slated for a soft-opening in the 2012 third quarter.

Back-Roads new buses

THREE 16-seater Mercedes-Benz mini-coaches have been added to Back-Roads Touring's fleet, now totalling 22 vehicles.

The new vehicles, named Bronte, Austen and Tolkien, feature tinted glass roofs & reclining leather seats.

Thursday 31st May 2012

Contiki social push

YOUTH tour specialist Contiki has introduced two new online community forums designed to keep travellers informed and to interact prior to departing on tours.

"The Exchange" and "Meetups" forums are currently in operation on Contiki's website.

LAST DAY TO ENTER TO WIN A HOLIDAY TO HAWAII!!!

May 1st is Lei Day in Hawai'i, a day that honours island culture, the Aloha spirit and the Hawaiian tradition of friendliness. It also marks the start of summer in Hawai'i, the perfect time to visit!

To celebrate the spirit of this Hawaiian holiday, *Travel Daily* has been giving readers and their partner the chance to win a fantastic five-night holiday to Hawai'i courtesy of Hawai'i Tourism, Hawaiian Airlines and Trump International Hotel.

This amazing prize includes two return economy airfares to Honolulu from Sydney with Hawaiian Airlines and five nights accommodation in a Deluxe One Bedroom Suite at Trump International Hotel.

Each day *Travel Daily* has been asking a different Hawai'i-related question, where you had to email the correct answer, and today we feature the final question below.

The subscriber with the most correct entries and the most creative response to the final question will win this fantastic Hawaii holiday to be announced in *Travel Daily* next week.

Email your answers to: hawaii@traveldaily.com.au



Q.23: In 25 words or less which two Islands would you suggest your clients to visit and why?"

Click here for terms and conditions of the competition and to view all questions



Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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BE PART OF AN EXCITING CHANGE IN W.A. CORPORATE BUSINESS DEVELOPMENT PERTH – SALARY PACKAGE \$120k + +

Here is an exciting opportunity for an experienced Sales professional to join a company where you will be in charge of kicking off their WA development plans. As a Corporate Travel BDM you will be actively involved in developing and growing corporate travel business strategies across the WA market. We're looking for a highly driven "hunter" who has the ability to stamp their mark in a competitive environment.

ENGAGE TOP LEVEL RELATIONSHIPS GLOBAL PROGRAM DIRECTOR – ACCOUNT MANAGEMENT MELBOURNE – SALARY PACKAGE NEGOTIABLE ON EXP

Head up this National team with your senior level skills and ability to tackle a large and dynamic role with Global clients. You will be responsible for engaging the highest level relationships with clients in large global businesses while driving strategic change and performance within your team. This senior role requires a strong, driven manager with experience in the global account management arena.

REGIONAL TECHNOLOGY FOCUSED ROLE HEAD OF REGIONAL PRODUCT SUPPORT SYDNEY – SALARY PACKAGE OTE \$150K+

Managing a team of Product Managers across the region, this new role requires someone with an understanding of stakeholder requirements and the ability to translate these into strategic plans and priorities. If you have detailed knowledge of GDS products, highly developed leadership skills and a passion for being a positive brand ambassador, this new senior level role is available now to reinvigorate your career.

DRIVE EFFICIENCIES TO IMPROVE PERFORMANCE MANAGER PERFORMANCE & PLANNING SYDNEY – SALARY PACKAGE TO \$120K

If you're experienced in call centre operations and customer service delivery this new role will provide you with the opportunity to contribute to an evolving business. You'll be experienced in workforce planning, performance metrics, operational efficiencies, and people management. This is your chance to steer operational improvements and work with an experienced team that will lead to ongoing opportunities.

THIS IS THE DOOR YOU WANT TO OPEN CORPORATE TRAVEL TEAM MANAGER PERTH – SALARY PACKAGE \$75k - 85k

This BRAND NEW role is available NOW for a talented Manager who has the ability to focus on leadership and staff development. This newly created office will be the start of something exciting for your travel career. Overseeing a small team you be instrumental in being able to bring a positive approach to this operator as they open up their doors to the WA market. Rest assured you will have solid backing here.

MAKE THIS ONLINE MACHINE RUN LIKE A DREAM ONLINE CHANNEL MANAGER SYD, MEL OR BNE – SALARY PACKAGE TO \$90K

This new role requires an energetic and inquisitive person with strong GDS and Online knowledge and the ability to drive a major project. With a focus on the efficiency of the fulfilment of bookings through the online channel, you will work across the business, including regular interstate travel, assessing existing processes and making recommendations which will improve efficiencies & maximize revenues.

PRICING & REVENUE FOCUS

PRODUCT – ONLINE RATES / REVENUE MANAGEMENT BRISBANE – SALARY PACKAGE OTE \$80k - \$90K

Do you have the ability to drive margins to increase bottom line sales and have the ability to develop relationships with your suppliers so you can gain the best rates in the market? We want to hear from you. With your previous background working in online hotel distribution or within a larger hotel developing rates for distribution you will have the ability to facilitate the price that has that competitive edge every time.

THIS SALES ROLE MAKES GOOD CAREER SENSE ACCOUNT MANAGER SYDNEY – SALARY PACKAGE OTE \$90K

Bring your selling skills and travel industry background to this leading company and stretch your wings out on the road looking after an existing portfolio of clients, ensuring their business is retained and achieving growth targets. This company will support your career development and offer you great leadership & direction. If you have great skills in sales, relationship management and GDS race in for this one.

CONTACT AUSTRALIA'S MOST EXPERIENCED EXECUTIVE RECRUITMENT TEAM

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Finding talent within the Australian Travel Industry

Corporate Travel Consultants

Sydney - Packages Up to \$70K - Ref 1546

URGENT OPPORTUNITIES - We have a number of roles across Sydney's CBD & suburbs within leading travel management companies & niche independents. If you are an passionate & experienced travel professional with an international or corporate travel background, then we want to speak with you. Each opportunity offers something unique and different, so you'll be spoilt for choice when deciding which opportunity would be the right career step for you.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au

International Travel Consultant

Sydney - \$DOE - Ref 1072

Utilise your past agency experience and join this award winning team. You will have brilliant fares, European destination knowledge from cruise through to tours, and be able to handle the whole booking process from start to finish including all invoicing, issuing tickets & insurance. Fantastic support and training are offered to someone eager to achieve targets and exceed clients expectations with superior customer service.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Corporate Travel Online Support Consultant

Melbourne - \$Competitive - Ref 5344

Do you want to expand your travel industry skills & knowledge, and step into the corporate travel world? If you have experience dealing with travel itineraries using a GDS system, this could be the opportunity you've been waiting for! Handling domestic travel requests, assisting with online bookings & working with after sales enquiries, this is a great opportunity within a leading TMC. Competitive salary & career progression is offered.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Sales Manager/BDM Corporate Travel

Perth - \$Competitive + Super + Bonus - Ref 5211

Do you have sound understanding of corporate travel sales, business development experience & a proven sales record? A leading travel management company is looking for Sales/BDM to assist with their ongoing expansion across the travel market. You will manage existing accounts along with building rapport and developing relationships with key prospects. This is a rare chance to develop your managerial and corporate travel experience with a leading TMC.

For more information call Sarah on (02) 9113 7272 or email sarah@traveltraderecruitment.com.au

Travel Coordinator

Sydney - \$Negotiable - Ref 1071

Start your career with this fantastic wholesaler specialising in Turkey. You will have fantastic written & verbal skills in both English & Turkish, and be able to build excellent relationships within this wonderfully supportive company. You will be trained in all aspects of the wholesale industry and gain extensive experience liaising with tour, cruise and hotel groups. This is a family run business looking for someone to be part of the family.

For more information call Natalie on (02) 9113 7272 or email natalie@traveltraderecruitment.com.au

Product Support Consultant

Brisbane - Up to \$50K - Ref 1130

Move away from reservations into a product support role! Work for this global travel company as a Product Support Consultant and work closely with the wholesale contracting team, handle all calls and queue queries regarding products, and assist the reservations department with any issues. Along with your attention to detail and outstanding problem solving skills, you will have extensive knowledge of native Calypso and excellent Microsoft Office skills.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

Travel Consultant

Melbourne - Up to \$65K - Ref 6100

Redeem your weekends! Work Monday to Friday in this busy and reputable travel company. Work to sales targets, book worldwide holidays and deal with a nice mix of leisure and corporate clients. As a Travel Consultant, you will work alongside a fun & dynamic team, handle call enquiries and face to face customers. The successful candidate can expect a competitive salary with fantastic commission and educational. Ideally you will also have solid Galileo experience.

For more information call Lisa on (02) 9113 7272 or email lisa@traveltraderecruitment.com.au

International Travel Consultant

Perth - \$50K + Super + Bonus - Ref 1475

Have you got a previous retail travel background and experience selling worldwide tailor-made itineraries & packages? Do you have solid travel product experience and confident you can offer customers a choice like no other? We have a role with a well-known travel company based in Perth, and due to ongoing repeat business and constant flow of new enquires, they are expanding and in search of a passionate Travel Consultant to join their successful team.

For more information call Cliff on (02) 9113 7272 or email cliff@traveltraderecruitment.com.au



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