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Thursday 15th November 2012

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Qantas dom capacity soars

QANTAS this morning revealed that it expects domestic capacity to increase by up to 9% year-on-year for the six months to 31 Dec, with the aggressive move also set to impact the airline's yields.

The carrier forecast an underlying net profit for the first half of \$180m-\$230m, with the details provided as part of an announcement about an on-market share buyback worth \$100m (*TD* breaking news).

Total Group capacity will rise by just 1-3% - presumably indicating a corresponding net decrease in international capacity.

Qantas declined to provide an outlook for the second half of the financial year "given the uncertainty in global economic conditions, fuel prices and foreign exchange rates".

Chairman Leigh Clifford

revealed that the share buyback, as well as a \$650 million early debt repayment, would be fully funded by income received from the recent sale of QF's stake in StarTrack Express, as well as a payment from Boeing in relation to the group's 787 deliveries.

Clifford said the Qantas Board doesn't believe the current share price reflects the true value of QF.

More from QF on **page five**.

Down under not over

BRITISH Airways is today promoting its new 777-300ER flights from London to Sydney, with the aircraft upgrade effective from Apr next year.

The change will also see BA flights landing at LHR Terminal 5 - details on the front page of *TD*.

Seven pages of news

TD today has seven pages of news, a front full page for **British Airways** plus full pages:

- TMS Asia Pacific
- AA Appointments jobs
- Travel Trade Recruitment
- Club Med

Club Med earlybirds

CLUB Med is offering earlybird rates from \$923 per adult fully inclusive at its resorts in Asia and the Indian Ocean - for more info see the **last page**.



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CWT Hotel reviews

CARLSON Wagonlit Travel has launched a new travel review website for business travellers, based on qualified hotel stays.

Leveraging social media, the secure platform, dubbed CWT Hotel Intel, is designed for companies to share hotel ratings and positive/negative reviews.

Business travellers are given an opportunity to comment on a hotel stay after a trip, to assist other companies "make an informed choice before booking."

The private network also posts content such as room availability, facilities and negotiated rates on items like brekkie, wifi & parking.

"Using our knowledge of how travellers use social networks for their leisure travel, we developed this exciting travel site that allows business travellers to share valuable information with their peers in a way that supports compliance with a company's travel policy," CWT innovation leader Patrice Simon said.

Travel agents key for Ireland

AUSTRALIA is now the sixth largest international tourism market for Ireland - a remarkable statistic given the extreme distance between the countries.

Unlike most other markets, Australian visitation to Ireland is still growing strongly, with an increase of 6.9% year-on-year for the nine months to 30 Sep.

Such is the importance of the Australian market a delegation of Irish officials is visiting Australia this week - including the chief executive of Tourism Ireland, Niall Gibbons, and Irish minister for Trade, Tourism and Sport, Leo Varadkar.

Tourism Ireland's recently appointed gm for Australasia, Diane Butler, told **TD** yesterday that the local travel agency network is "so important" in driving visitation to Ireland, given the long haul flights required and the plethora of other destination possibilities available.

Minister Varadkar said that as many as 150,000 Australians and New Zealanders are expected to visit Ireland this year, which would make 2012 a record.

He said that the economic situation in Ireland meant that tourism, along with other sectors of government spending, was under pressure.

But long-haul promotion of the country is a relatively small piece of the pie, and "over time, we will be buttressing and defending long markets," Varadkar said.

A key driver to move intention to bookings is The Gathering 2013, which sees Ireland inviting people from across the globe to a year full of gatherings, festivals and events.

Tourism Ireland chief Gibbons said Australian visitors stayed an average of 12 days and dispersed into the country's regions - and now is a great time to visit given the strength of the Australian dollar, very reasonable hotel pricing in Ireland and a range of key events taking place.

More from Tourism Ireland on pages 3 and 4.

Intrepid Asia 2013

INTREPID Travel has introduced 10 new tours across China, India and Burma to its just released 2013 Asia program.

In addition, Intrepid has added two Silk Road journeys of 11- and 36-days length, from \$2,045pp and \$5,995pp respectively.

The new 21-day Best of China itinerary can also be split into a 12-day Discover China tour.

Also new is the 28-day China, Burma & Thailand tour.

Velocity adds Meritus

MERITUS Hotels & Resorts has become the latest hotel partner of Virgin Australia's frequent flyer program, Velocity.

Meritus has six properties in Singapore, Malaysia and China.

Velocity members booking a Club room & suite until 31 Dec will earn double points, as well as save 20% on food & beverages and have access to exclusive privileges such as massages and free mini-bars at participating hotels.

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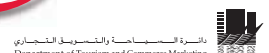


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Aston pushes condo advantage

AGENTS are being warned of the potential pitfalls of booking vacation rentals, with cost savings offset by limited services.

In Australia this week as part of a sales call, Hawaii-based Aston Hotels & Resorts senior vice pres. of sales & marketing Shari Chang is using her visit to educate the trade on the differences between condominiums and rentals.

Aston operates 25 hotels and condominium resorts on four Hawaiian islands - Oahu, Maui, Kauai and the Big Island.

About half of Aston's portfolio is comprised of condos, appealing mostly to long-stay visitors who tend to stay in the one property for around eight or nine nights.

She said the appeal of the 'condo' is the extra space, with

most offering a full kitchen along with separate living and bedroom spaces, "to feel more like home."

Speaking to **TD** yesterday, Chang warned consultants to be wary of vacation rental operators, which have an ever growing presence.

Chang said the main point of difference between condos and holiday rentals is the latter often do not have a front office (so guests need to check-in off-site), and there's no room service.

Holiday rentals also tend to have independent owners who live away from the property, even in another state, so if guests have issues it takes longer to provide service, she explained.

"Vacation rentals attempt to be similar to condominiums but for guests it ends up more difficult," Chang told **Travel Daily**, adding guests can book with confidence when using an int'l chain.

SALA comp winner

CONGRATS to Katrina Lesnie of Goldman Travel Corp. who was the winner of the SALA Phuket mini-competition which featured exclusively in **TD** last week.

Katrina correctly answered each question and gave the following reason as to why she should win -

"I have sent so many couples to the SALA in both Koh Samui and Phuket that it's time I experience the property!"

She has won a 3-night package at SALA Phuket in a Pool Villa.

Brindi expands Moree

REGIONAL carrier Brindabella Airlines has been awarded rights by Transport NSW to expand its services between Sydney and Moree for a period of five years, effective 30 Mar 2013.

The airline yesterday confirmed plans to up frequencies by 80% to Moree with the introduction of new daily services (including a brand new Sat operation) plus an extra Wed morning service, for a total of 36 frequencies.

Brindabella will operate the route using Jetstream J41 aircraft which will become its standard operating equipment to "improve operational efficiency."

Lindrum into Accor

MELBOURNE'S Hotel Lindrum has joined Accor's boutique hotel brand, the MGallery Collection, as flagged by **TD** on 05 Oct.

The 4.5-star Flinders Street property was previously part of the Mirvac group which was acquired by Accor this year.

Hotel Lindrum's addition boosts MGallery Collection's property count in Australia to five, and follows the recent addition of the Harbour Rocks Hotel in Sydney.

1st LOT 787 delivered

BOEING has congratulated LOT Polish Airlines for becoming the first European carrier to take delivery of its fuel-efficient 787 Dreamliner aircraft, 24 hrs after Qatar Airways received its first.

Window Seat


THERE are lots of reasons to visit Ireland in 2013, with The Gathering (see **p2**) incorporating festivals and celebrations all year.

County Clare has come up with an interesting idea, inviting anyone around the world who is named Clare, Claire, Kiara or any other variation to drop in, while there are other festivals for groups such as redheads, twins and even left-handed people.

At yesterday's Tourism Ireland lunch in Sydney, Irish tourism minister Leo Varadkar said Ireland offers something for everyone - and particularly left-handed redheaded twins named Claire.

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Ireland gathers in Australia

TEN Irish tourism operators are part of a high-powered roadshow being conducted around Australia this week, themed around The Gathering Ireland 2013 (see p2).

A packed event in Sydney on Tue night will be repeated tonight in Brisbane, while the roadshow heads west to Perth next Mon.

There are lots of prizes up for grabs, with participants including Virtuoso ground handler Adams & Butler; Aran Island Ferries;

Detour Campervan Hire; Derry Visitor & Convention Bureau; Jameson Distillery Tours; Manor House Hotels; Sixt Rent-a-Car; MyHolidayIreland.com and National Trust/Causeway Coast.

Pictured above in Sydney yesterday are Tourism Ireland gm Australia, Diane Butler with Irish Minister for Trade, Tourism and Sport, Leo Varadkar and Tourism Ireland ceo Niall Gibbons.

RSVP at bit.ly/TIroadshow.

Aussie airport growth

THE Federal Government has this week released a report estimating air passenger movements through the nation's capital and non-capital city airports will double to 279 million by 2030/31.

Pax numbers are expected to rise 3.7% annually over the next two decades, with Adelaide and the Gold Coast tipped to see the biggest percentage gains (4.4%).

Sydney and Melbourne will see the highest pax counts by 2030/31, of 72m & 60.4m respectively.

APT US air-cruise deal

GUESTS booking a 17-day or longer APT Canada-Alaska tour-cruise are being offered a 50% discount on the firm's nine-day West Coast USA Air Cruise tour.

The air cruise trip operates from May to Aug, starting and finishing in Los Angeles.

The offer represents a saving of \$2,995 per couple, and is valid when booked before 30 Nov.

Crystal Hobbit tours

CRYSTAL Cruises has introduced exclusive excursions to the set of *The Hobbit* for passengers sailing onboard *Crystal Symphony*, beginning 20 Dec 2012.

The after-hours guided tour of the 'Hobbiton' set, used in the *Lord of the Rings* trilogy & new prequel, will be offered during a port of call at Tauranga.

At US\$265pp, the shore trip included a traditional Kiwi BBQ with "extraordinary" local wine & beer, served by wait staff clothed in *Lord of the Rings* garb.

Another excursion visits Edora's home, Mt Potts Station & Lodge, departing from Christchurch.

INDABA gets shorter

SOUTH African Tourism will shorten its annual INDABA trade show from four days to three after "extensive consultation."

The "shorter, sharper, more impactful show" is being held in Durban from 11 to 13 May 2013.



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Philippine Airlines

Qantas/Emirates alliance update

QANTAS this morning provided further information on the progress of its proposed alliance with Emirates, as part of a market update about its new capital management program (see p1).

QF said applications and notifications had been lodged with the ACCC, the NZ Ministry of Transport and the Commerce Commission Singapore, with the ACCC expecting to release a draft determination next month and a final decision in Mar 2013.

The European Commission and the UK Office of Fair Trading have both been advised and Qantas “does not anticipate any concerns arising in those jurisdictions”.

Qantas is also set to terminate existing codeshare arrangements with oneworld partners British Airways and Cathay Pacific as well as Air France, and said “discussions on the transition of the relevant routes from the codeshare remain amicable and constructive”.

The update also gives a synopsis of the Master Coordination Agreement covering the QF/EK pact, which includes the ability for Qantas to codeshare on all Emirates services; for Emirates to codeshare on all Qantas and

Jetstar services; coordination of schedules, capacity and pricing; a “benefit transfer model” for certain routes and a commission model on others; and coordination of frequent flyer programs.

Qantas also revealed it is awaiting a final Fair Work Australia determination on an Australian and International Pilots Association claim for Group flying, redundancy, work rule changes and back pay.

Eagle Air cans Wanaka

AIR New Zealand subsidiary Eagle Air will suspend services between Christchurch & Wanaka effective 30 Jan 2013.

The carrier said the loss making service “has always struggled commercially and is not projected to break even in the near future.”

Ongoing cost increases at each airport made it unfeasible to continue to operate the route.

“We’ve tried increasing schedule frequency, different service timings, reducing fares, investing in promoting the service.... [but] all of this has proved unsuccessful” said Eagle Air gm Carrie Hurihanganui.

The route launched in 2004.

DFW comes to town



TEXAS came to Sydney last night and there were plenty of “Howdy Y’alls”, “Yee Haws” and cowboy hats for all as a team from the Dallas/Fort Worth Airport greeted travel partners at an evening cocktail party in The Rocks district.

It was the fourth sales mission from DFW down under since Qantas inaugurated non-stop flights to DFW Airport in May last year and the Texans seem to have fallen in love with Oz.

Little wonder - “Our daily non-stops from Sydney to Dallas are one of QF’s most successful routes on our international network with most flights full and forward bookings very strong,” said Maria Patanzis, Qantas Industry Sales.

Even the Mayor of Fort Worth, Betsy Price got into the spirit of the night, boasting that “we’re a heck of a lot better than going through LAX and we’ll continue to promote the route and keep coming back to work with the trade here.”

The DFW Team told **TD** that pax can connect quickly through DFW to anywhere in the USA to the 750 high-frequency daily flights offered by code-share partner, American Airlines to US, Caribbean, Canadian and Latin American countries.

“And, if there’s a short connecting time, we’ll be there to help pax quickly through the arrival process,” said Luis Perez, DFW Vice President.

Pictured above at last night’s event are, from left: Liliana Rivera, Dallas CVB; Luis Perez, DFW Airport; Maria Patanzis, Qantas; Carrie Tange, World Travel Professionals and Merinne Roth, VP Fort Worth.



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TRAFALGAR

Silver milestone for Amadeus



TRAVEL technology giant Amadeus this month celebrated its silver, or 25th anniversary, with a series of events held at offices all over the world.

Staff at the company's Sydney office celebrated the occasion by donning the pinks in support of the Cancer Council's "Stop & Pink" campaign against breast cancer.

Holding an Amadeus charity

BBQ at Prince Alfred Park, the team managed to raise more than \$1600 for the cause, while enjoying the special occasion.

Amadeus has maintained a local presence in Australia and NZ for the past 15 years, building its team which now amounts to over 300 locally based personnel.

The Sydney team are **pictured** above celebrating the special day.

Fraser Jet speeds off

AQUAVUE Cafe Watersports on Queensland's Fraser Coast has introduced its newest jet-boat thrill ride experience, the Fraser Jet, which offers rides along the Hervey Bay coastline from \$50pp.

Coral Princess loyalty

CORAL Princess Cruises has detailed plans for its new loyalty scheme, dubbed Xplorers Club.


The introduction of the program coincides with the launch of the company's new website, with guests automatically admitted to the scheme as a Silver Member on completion of their first cruise.

Members receive discounts of up to 10% on cruises, with a free Barrier Reef voyage rewarding members who complete 50nts - see www.coralprincess.com.au.

EY eye US expansion

ETIHAD Airways ceo James Hogan has flagged desires for the carrier to expand its US network.

Speaking at a function in Washington DC, Hogan said the carrier was exploring a number of destinations on the US west-coast either for mainline operation or through codeshare partnerships.

 **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

BW Indonesia growth

BEST Western is intending to quadruple its Indonesian presence over the next three years, with plans to open 25 new hotels and boost inventory to 3,500 rooms.



Thursday 15th Nov 2012

TA relaunches YouTube channel

TOURISM Australia has unveiled a refreshed version of its YouTube channel, with the new-look media platform offering customisable content to help users better plan an Australian holiday.

The revamped offering features content in nine languages aimed at 16 core markets, including Australia, with rich video content linking to Google Maps for users to see where footage is filmed, which TA says is a world first.

TA managing director Andrew McEvoy said the new offering builds on the organisation's commitment to reaching potential travellers through social media.

"Tourism Australia's YouTube channel, which was first launched in 2010, looks to tap in to this global audience through rich video content including our latest broadcast ad and clips featuring well known identities telling the world why 'There's Nothing like Australia' for a holiday."

YouTube viewers can now access

over 450 clips highlighting key tourism experiences, which can be filtered by state, city, popularity, type of experience, or by Tourism Australia's recommendations to help build a customised gallery.

The new version also offers Facebook connectivity to see if a user's friends have checked-in at an Australian location, as well as sharing of playlists.

Japan Rail Pass in Aus

JAPAN Rail Pass Now says it will relaunch in the Australian market in the near future, in a mission to become the market leader in Australia, the company says.

The japanrailpassnow.com.au is currently under development, and when ready "will help us engage visitors planning on using the Japan Rail Pass," said chief executive officer Adam Weaver.

The refreshed site will offer new features & content, while aiming to be a 'one-stop-shop' for all things Japan Rail Pass related.

WIN TICKETS TO NATIONAL GEOGRAPHIC LIVE!

This week *Travel Daily* is giving readers the chance to win the ultimate National Geographic prize, courtesy of Adventure World. Win one of three double passes to the spectacular event 'National Geographic Live' on 9th December at the Sydney Opera House, plus six runner-ups will win The Complete National Geographic Box Set! Read National Geographic Traveller articles in the 2013 Adventure World brochure collection and get inspired to explore our amazing planet.

For your chance to win send in the most creative response to the question below to awcomp@traveldaily.com.au

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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.

Sandra Leslie has joined the **Travelmanagers** marketing team, working with the National Partnership Office. Leslie will be tasked with liaising with the agent network on a day to day basis, assisting with PTM projects and developing the company's online presence.

Maral Karboushian has commenced with **Excite Holidays** as their new Business Development Manager, based in Western Australia, and will act in a hands-on role in supporting the local WA agent market.

Two new appointments have been confirmed at **Globetrotter Corporate Travel**, with **Donna Ferguson** joining the organisation as a Business Development Manager to expand the company's presence in Brisbane & Sydney. Additionally, **Doug Newbigin** has been welcomed as Product Support Specialist, bringing many years experience in the travel industry.

Mark Sleight has been tasked with the reinvention of Wollongong as a key lifestyle, tourism & events destination in his new role with **Destination Wollongong**. Sleight brings experience as Operations Manager at four Sydney hotels and having also worked for the Base Tourism Group.

Effective next month, **Exhibitions and Trade Fairs** will welcome **Gary Daly** as its new managing director. Daly joins the organisation following his most recent role as general manager of sales at Sydney's Luna Park.

Australian spa & wellness expert **Melanie James** has joined the **Conrad Bali** to spearhead future development of the property's Jiwa Spa facility. James brings extensive experience in spa operations and commercial business development, previously working at the Gaia Retreat and Spa.

Overseeing the Corporate, Groups and MICE markets, **South African Airways** has boosted its Australian based management team in naming **Tracy Thomas** as the carrier's new Sales Manager.

Amadeus has headed up its Asia-Pacific Airline Group operations with the naming of **Hazem Hussein**, who has commenced in his new role.

Europcar has recruited **Andy Furlong** as its new Director of Marketing and E-Commerce, overseeing marketing for its UK operations.

Costa Cruises has appointed **Beniamino Maltese** as its new Senior Vice President & Chief Financial Officer of Costa Crociere. Maltese will report directly to the ceo on matters of taxation, treasury and legal matters.

Mandarin Oriental has named **Donald Bowman** as the new General Manager of the Mandarin Oriental San Francisco. Bowman commenced in his new role at the beginning of this month.

Peter French has been named as the succeeding president of the **Raffles Hotels & Resorts** group, following the retirement at the end of the year of John Johnstone. The change will take effect from 01 Jan next year.

Cypress Lakes Resort in the Hunter Valley has brought in **Adam Bartley** as the new Executive Chef of its Bodega Restaurant and Bar.

Low-cost African air

AFRICA'S newest low-cost carrier Fastjet has opened ticket sales, with routes including Dar es Salaam to Kilimanjaro & Mwanza priced from \$20, excluding taxes.

The new carrier is being backed financially by easyJet founder Stelios Haji-Ioannou (**TD** 27 Sep 11), with the new carrier's first base being Tanzania's Julius Nyerere Int'l Airport.

UNESCO Shark mark

WESTERN Australia's Shark Bay has marked the 21st anniversary since its inclusion on the UNESCO World Heritage List - the first area in Australia to be admitted.

Ice cold G Adv special

G ADVENTURES has cut 25% off the price of its Antarctica Classic cruise, departing 16 Feb 2013, for all Category 3-5 bookings made prior to 31 Dec - ph 1300 796 618.

Travel Daily
First with the news

Thursday 15th Nov 2012

Viator dream videos

ONLINE day tour and activities retailer Viator has launched the collection of videos produced by the winners of its Dream Travel Job Contest, held earlier this year.

Aimed at giving travellers an inside look at destinations, videos have been produced highlighting Las Vegas, Vatican City and the Grand Canyon, shown on Viator's online and mobile sites.

Starwood Africa build

STARWOOD has unveiled plans for ten new hotels to be built in Africa over the next three years, with the move boosting the group's African portfolio by 30%.

GROW A MO AND WIN A CRUISE

Cunard in conjunction with **Travel Daily** is supporting Movember and is urging the industry to take part in the charity event.

The Movember event raises awareness and funds for men's health issues, such as prostate cancer & male depression, by encouraging people to sport a moustache and get sponsored.

Guys can take part as a Mo' Bro by grabbing some colleagues and registering a team and girls can help out as a Mo' Sis and posing with a mo (see the website for more details).

WIN THE MAJOR PRIZE:

Three-night voyage on *Queen Mary 2*

1. Register your details at <http://au.movember.com/>
2. Email your individual or team name to: mocomp@traveldaily.com.au
3. Grow some impressive facial hair or buy/make a fake mo.
4. Send in photos to feature on the **Travel Daily** website, with the link to your mo' page.

[Click here for more details and Terms & Conditions of the competition](#)



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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Dear Travel Clients & Colleagues



HELENE TAYLOR - CEO AND DIRECTOR OF TMS ASIA-PACIFIC

Allow me to introduce myself to you as the newly appointed CEO and Director of TMS ASIA-PACIFIC the travel industry recruitment specialist.

TMS announced that it was sold this week to a joint consortium consisting of myself and Asia-based business entrepreneur and recruitment specialist Steve Hamblin.

I have great pride in following in the footsteps of Gary Marshall. I re-joined the company this year bringing with me a strong background in recruitment, sales and business coaching.

The team and I were given the opportunity to meet and discuss forward planning with Steve Hamblin the company's new co-owner in Bangkok over the weekend, the visit coinciding with TMS' annual conference, where we were inspired by his determination and drive to spearhead the growth of TMS across Asia Pacific.

Our intention is to immediately re-open the TMS offices in Bangkok and Auckland where Steve Hamblin & Parker Bridge Recruitment already have infrastructure and we will then look at other markets, in particular China.

I would love the opportunity to meet with you and welcome you to contact me.



HELENE TAYLOR & STEVE HAMBLIN



TMS ASIA PACIFIC ENJOYING THEIR ANNUAL CONFERENCE AT BANGKOK




TMS ASIA PACIFIC NEW BUSINESS WAS BLESSED BY A MONK DURING THEIR VISIT TO THAILAND

TMS... A SUCCESS STORY SINCE 1994


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****JOB OF THE WEEK ****

**REGIONAL FINANCE MANAGER
SYDNEY – SALARY \$130K PACKAGE**

This international airline is recruiting now for a regional finance manager with responsibility for Australia and New Zealand. You will be required to perform strategic finance and taxation review of the region with the purpose of reducing costs and increasing revenue. You will have at least 15 years in the finance industry and have a strong airline background in finance, this is essential criteria.

SITTING ON A GOLD MINE

**CORPORATE SALES MANAGER
PERTH - SALARY PACKAGE OTE \$100 +**

Capitalize on this great opportunity with this leading corporate agency. You will be highly motivated to perform with a keen hunter mentality and the ability to surpass goals and objectives. With your proven skills in lead generation and negotiation skills you will be able to take advantage of this booming market. If you have a strong network in WA for business travel. Ring and enquire today.

DON'T LET THIS ONE SAIL ON BY

**OPERATIONS MANAGER (CRUISE)
SYDNEY – SALARY PACKAGE \$100K+**

This role is now available as a result of exciting growth within this large organisation. As an Operations Manager for this growing division your skills & experience will be drawn upon to shape the future of the business as it grows. You'll need experience managing large teams, implementing procedures, budget control, good knowledge of cruise product and passion and drive.

TAKE ADVANTAGE OF THE CRUISE BOOM

**BUSINESS DEVELOPMENT / INDUSTRY SALES
SYDNEY – SALARY PACKAGE OTE \$70K+**

If you love cruise, you'll love this new BDM role that will let you use all of your knowledge and passion for cruise product. As an experienced BDM you'll know how to run a territory, plan your call cycle, drive sales and business growth, train agents on your product, and deliver presentations at conferences & expos. You'll be joining a growing organization within their cruise team.

REPRESENT THIS PREMIUM BRAND

**INDUSTRY SALES EXECUTIVE
BRISBANE – SALARY PACKAGE TO \$70k**

Love being on the road with this product in your hand! Agents will welcome you and want to learn more from your fun loving personality. You will enjoy being out and about and know how to put the hard yards in when it counts. Be rewarded here with superb family trips for you to enjoy and bonus schemes. Everyone loves this brand which is growing bigger & better every year.

BUILD THOSE RELATIONSHIPS

**CORPORATE ACCOUNT MANAGERS X 2
SYDNEY – SALARY PACKAGE TO \$85k + bonus**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

LUXURY LEADERSHIP ROLE

**INBOUND TEAM LEADER
MELBOURNE – EXCELLENT SALARY PACKAGE**

Join a successful name and oversee this inbound reservation team with your ability to show the team how it's done. With your ability to drive performance, provide guidance and support you will see the success that comes from doing a great job. This winning role has your name on it today so get moving and you can take a step in the right direction and see why this company is the best there is

OPERATIONS MANAGER IN THE CAPITAL

**CORPORATE TRAVEL MANAGER
CANBERRA – TOP SALARY \$80K PLUS**

You don't find many corporate management roles in Canberra so be quick. Work for this TMC and manage two high profile accounts, lead and motivate your team whilst liaising with the clients to resolve any issues on a daily basis. You will be a strong manager from the travel industry with exceptional presentation and communication skills.

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Travel Consultant

Gold Coast - \$80K OTE + Super - Ref 2055

Do you get excited about making the big bucks? Are you a natural born seller? If you can sell ice to Eskimos then I want to hear from you today. This reputable and leading Travel Agency is looking for a Senior Travel Consultant to join their fast pace team located on the Gold Coast. You will have solid CRS skills and ability to capture your clients attention. Build a repeat client base and sell worldwide holidays. In this role, you can expect uncapped earning potential.

For more information, please call Sarah on (02) 9113 7272 or click [APPLY](#)

Junior/Intermediate Travel Consultant

Central Coast - \$DOE + Super + Incentives - Ref 331

This is an amazing opportunity to work with a leading independent travel agency based on the Central Coast. Claim back your work life balance with this exciting role. With a solid reputation for exceptional customer service and amazing deals - you will be the next team player, handling all enquiries from start to finish! The ideal candidate will have minimum of one years experience, strong product knowledge and fantastic GDS skills.

For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Africa Travel Specialist

Melbourne - \$DOE + Super + Targets - Ref 322

Do you know the big 5? Can you sell Kruger and Serengeti National Parks? If you are passionate about selling Africa and have travel consultant experience, then I want to hear from you. You will have second to none Customer Service skills and ability to meet the demands of high end clients. You'll be fluid in a GDS and have great attention to detail. Build tailor made itineraries and look after a booking from beginning to end.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Reservations Consultant

Perth CBD - \$DOE + Super - Ref 330

Reservations Consultants in Perth wanted! Join this fun team and earn big \$\$\$'s! Located 5 minutes from Perth CBD, this reputable and expanding company seeks an experienced Reservations Consultant. You will sell worldwide destinations and use your outstanding customer service skills to convert bookings. You will have at least one year experience within an Australian Travel company and have used a GDS before. Work Monday to Friday.

For more information, please call Joana on (02) 9113 7272 or click [APPLY](#)

Senior Travel Consultant - Sydney

Sydney - \$Negotiable + Super - Ref 236

This is a fantastic opportunity for an Arabic speaking Senior Consultant. A well-established family run agency, is seeking someone with extensive experience in the travel industry, a minimum of 2 years with brilliant ticketing experience. You will be the welcoming face of the office and a mentoring figure for the more junior staff. You will be booking a mix of retail and corporate travel, offering amazing trips to the agency's valued clientele- cruise, hotels, and tours.

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Travel Consultant

Canberra - \$Generous + Super + Comm - Ref 326

A unique opportunity to work with large international travel agency in Canberra. Use your 2 years+ travel expertise to sell all types of travel, land, flights and cruises in a great, friendly shop front within a busy shopping centre environment. You will enjoy selling face-to-face to a vast range of clientele, and be keen to share your solid travel knowledge to book dream holidays! Generous salary package for right consultant and great earning potential!

For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)

Part Time Travel Consultant

S.E. Melbourne - \$45K + Super + Targets - Ref 2431

Looking to move away from those long 40 hour weeks? Step into this rare part time travel consultant role today. If you have solid CRS skills, have a minimum of 3-4 years' experience in a retail agency and have excellent customer service skills, I want to hear from you. You will book worldwide holidays, work to targets and want to be a dedicated team member. This family run travel agency is only looking for experienced consultants and will offer a rewarding salary.

For more information, please call Lisa on (02) 9113 7272 or click [APPLY](#)

Leisure Travel Consultant

N. Adelaide - \$40-42K + Super + Incentives - Ref 228

Attention all Travel Consultants in Adelaide. This well established Travel Company is looking for an experienced Travel Consultant for their North Adelaide office. You will need at least 1-2 years' experience in an Australian Travel organisation. Preferably you will have worked with Galileo and/or Crosscheck (not essential) and have high standards in your customer service. You will be rewarded with a great salary package and incentives.

For more information, please call Joana on (02) 9113 7272 or click [APPLY](#)

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