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Travel Daily

First with the news

Tuesday 13th August 2013

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New JTG exec structure

JETSET Travelworld Group has revamped its senior ranks as part of the implementation of its newly launched helloworld retail brand (TD breaking news).

Julie Primmer, who has been the gm of the Jetset Travelworld retail network since 2004, will become **Head of Branded Network**, looking after all franchisees who choose to take on the new brand.

Travelscene general manager David Padman will be **Head of Associate Networks**, taking responsibility for the helloworld network's Associate and Corporate members, while Harvey World Travel md David Rivers will take on the role of **Head of Retail Transition**, taking care of franchisees who remain with the existing brands.

And finally Mike Thompson has been appointed as **Head of Strategic Partnerships**, with responsibility for maintaining relationships with the group's key commercial partners.

These appointments are immediate, with transition to the new roles to be completed by the beginning of November,

and in the meantime "all existing structures and roles will remain unchanged," according to JTG ceo Rob Gurney.

Unrelated to the helloworld introduction, Peter Egglestone has also been appointed effective immediately as **Head of Wholesale**, leading the existing wholesale brands including Qantas Holidays, Viva! Holidays and the JTG Cruise Team.

Egglestone has been general manager of Commercial at JTG since it merged with Stella in 2010, takes on the position vacated by Michael Londregan in Apr, in which Fiona Dalton has been acting since.

Gurney said "we have a very strong and committed Executive Team, and I am delighted that we have been able to retain all of them in our new structure".

Another great issue

Travel Daily today has eight pages of news & photos, plus full pages from: (click)

- AA Appointments
- inPlace Recruitment jobs

Create Travel grows

THE Create Travel brand is expanding, with a new location in Woodcroft, South Australia.

Create Travel, which is a member of Travellers Choice, has combined its Queensland operations into two locations at Carindale and Forest Lake.

A report in Friday's TD about the demise of the business was incorrect, with Create Travel still very much in operation and we apologise for the error.



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Tuesday 13th August 2013

Your James Bond MEGA YACHT



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Rail Plus 25% comm.

AGENTS who book clients on the 19 Sep 2013 departure of the Eastern & Oriental Express journey from Singapore to Bangkok with Rail Plus before 31 Aug will not only earn 25% commission, but also a bottle of champagne - call (03) 8779 4828.

MEL 787 base for Jetstar

QANTAS ceo Alan Joyce and Jetstar group ceo Jayne Hrdlicka today announced that Melbourne will be the "Australian home of the 787," with a \$100 million investment in maintenance and training facilities, including a 787 flight simulator.

Hrdlicka said that the new base was being established with the support of the Victorian Government, with up to 100 new jobs created as a result, including cabin crew trainers, simulator instructors and engineers.

Jetstar will lease a widebody hangar from the Qantas group to undertake *Dreamliner* line maintenance, with 48 engineers and 10 pilots having already completed their 787 training.

Hrdlicka said Jetstar was on track for delivery of its first 787 by late Sep, with customers having the opportunity to fly on the aircraft on domestic services before international operations

launch by the end of the year.

The 787s will be progressively introduced onto the Jetstar international network, operating to a range of destinations including Hawaii, Phuket, Bali and Japan, the carrier said.

As the 787s join the fleet, Jetstar's existing A330s will undergo a cabin refit before being transferred to Qantas.

This will in turn enable the progressive retirement of QF's Boeing 767 fleet by mid-2015.

Kilmore into Choice

KILMORE Travel & Cruise Centre in Victoria has become the latest member of independent travel network Travellers Choice, joining the retail group this month.

Travellers Choice chief Christian Hunter said Kilmore Travel's addition would be a further boost for the firm's already strong network in regional Victoria.

Silversea local reps

SILVERSEA has appointed S2i Communications to head up the cruise line's public relations and communications strategy in Australian and New Zealand, effective immediately.

S2i's Linsey Brown has been named as the Account Director.

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Virgin Aus wireless IFE roll out

PASSENGERS flying with Virgin Australia on domestic and select international short-haul services can now access free wireless in-flight entertainment (IFE) from their own personal devices.

The new state-of-the-art IFE is being progressively rolled out on VA's Boeing 737-800 and Embraer 190 aircraft, providing access to hundreds of hours of movies, TV shows and music via smartphones and tablets apps.

Content is stored on an onboard server and distributed to portable devices through wireless access points spread throughout the aircraft, Virgin says.

VA has released apps for iPad, iPhone, iPod Touch and Android devices, which must be downloaded (from the App Store or Google Play Store) and activated prior to flight to utilise the service.

Content can also be accessed from laptops via the Windows Microsoft Silverlight program.

To access the service, guests will need to enable wi-fi on their device once in the air, switching from 'Flight Mode'.

Internet and social media applications will not be accessible and access will be made available from when the seatbelt light is turned off after take-off until it is illuminated again for landing.

Guests on 737 flights who don't have access to a mobile device will still be able to utilise VA's live2air IFE service.

Australia.cn website

TOURISM Australia ceo Andrew McEvoy has labelled the launch of a new Chinese consumer website at Australia.cn as an "essential step" in the nation staying ahead of competition.

Launched yesterday, the platform is the first of its kind to be developed by TA exclusively for an overseas market.

The site's launch aims to cash in on Chinese travellers' behaviour by featuring content they find most appealing for a holiday - Australia's food & wine, city lifestyle, natural wonders and beautiful coastal areas.

Chinese social media platforms including Sina Weibo, QQ Weibo and Kaixin have been linked to the Australia.cn site to allow users to share experiences with family and friends in China.

Direct links to the Chinese translation of the Australian Tourism Data Warehouse are also provided through the platform.

TA's Tourism 2020 strategy anticipates the China market to be worth over \$9b by 2020.

EK, SSO extend pact

SYDNEY Symphony Orchestra has extended its Principal Partner Agreement with Emirates for a further three years from 2014.

The agreement will see EK continue on as naming sponsor for the SSO's Emirates Metro Series, while Emirates pax will be able to tune into the Orchestra's concerts on its ice IFE in the air.

VA code to Belgrade

VIRGIN Australia has this month begun codesharing with Etihad Airways on the Middle Eastern carrier's daily flights between Abu Dhabi and Belgrade, Serbia.



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SALES EXECUTIVE

JAL is seeking candidates for the position of SALES EXECUTIVE for its city office at 22 Market Street, Sydney.

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- Presentation of the JAL product at travel shows/expos
- Implementation of sales promotion & advertising strategies
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- Organisation of overseas educational tours.

We are seeking a sales professional capable of maintaining and developing business relationships with agents and corporate accounts. Experience in the Airline/Travel industry is preferred but not essential.

Email your resume to: rick.kelly@jal.com



Window Seat

HONG Kong Airlines has decided to fight back...literally. Management at the carrier is sick and tired of abusive flyers threatening its staff while inflight, and has introduced a form of Kung Fu to mandatory flight attendant training.

Win Chun is a variety of the ancient martial art but focuses on confrontations in confined spaces...such as an aircraft.

New crew intakes are already learning the self-defence, which is being received very well and resulting in high levels of positive feedback from trainees happy with their new abilities & defence skills.

The airline says it encounters intoxicated or unruly pax about three times per week, although this figure will likely now decrease after a few butt whoopins are administered.



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Contiki Aus challenge

CONTIKI has admitted securing bookings for Australian travellers on local tours has proven to be “a bit of a struggle”, but will hold onto the program due to its importance for inbound markets.

Managing director Fiona Hunt told **TD** last week Contiki had “lots more plans” in mind for the positioning of the youth brand in Australia, as it continues to build diversity into the product line-up.

Music festivals & other events-based opportunities are areas where Contiki sees growth.

Over the past two years Contiki has run with “great success” trips that link up with the Splendour in the Grass festival, plus other ad-hoc departures for album launches have proven a hit.

Hunt also revealed Contiki’s New Zealand program had been through a challenging period, but thanks to “some fairly specific work,” the level of bookings have “come back quite nicely.”

TNZ golf tourism drive

A **NEW** report studying the possible benefits of golf tourism has proven to be the catalyst for a significant investment by Tourism New Zealand into promoting the country’s golf courses.

TNZ said golf has been identified as a priority special interest sector due to the number of high-value travellers it attracts and strong growth opportunities.

The study recommended TNZ target golfing markets in Australia, North America and China and establish North and South Island Golf Trails.

A New Zealand Golf Tourism industry advisory group of five has also been created to drive higher-value visitors.

Tourism New Zealand will inject up to NZ\$2 million over three years into the international marketing of golf tourism.

The golf focus follows calls made by TNZ ceo Kevin Bowler earlier this year (**TD** 29 Apr).

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VA team explore Hamilton Is.



VIRGIN Australia reservations agents were recently treated to a fantastic two-day famil to Queensland’s Hamilton Island.

The educational was arranged to showcase the Whitsundays destination to VA res agents in the build up to the new direct Melbourne-Hamilton Island flights which launch this week.

Participants experienced some

of the great activities on offer at Hamilton Island including a Twilight Sail cruise, cuddles with some of the local wildlife and a trip to the picture postcard Whitehaven Beach.

Pictured here at Whitehaven Beach on another day in paradise from left are VA’s Jamie Lowe, Rebecca English, David Behrens and Colleen Street.

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emiratesagents.com/au

*Emirates will be launching one-stop flights to Stockholm from 4th September 2013 and Kiev from 16th January 2014.

Hello Tomorrow 

Today's issue of *TD* is coming to you from Broome, courtesy of Cable Beach Resort & Spa.

BROOME is the gateway town to the stunning Kimberleys.

It was once a sleepy outback pearling town but is now a hub for visitors to the region.

Broome has a fascinating history much to do with the pearling industry, and continues to produce some of the world's finest pearls today.

Pearls are still a big part of the town's identity, and a visit to one of the pearl jewellery showrooms is part of most visitor itineraries.

Travellers can also tour a pearl farm to get a better understanding of the industry.

Willie Creek Pearl Farm is located just 38km from town, with a tour giving visitors an insight into the production of South Sea pearls for which Broome has been famous for over a century.

A tour gives visitors a great understanding of the Australian cultured pearl industry and a better appreciation of these beautiful products - see www.williecreekpearls.com.au.

Industry welcomed to Broome



BROOME is the hottest spot in Western Australia this week, with great anticipation of Broome Race Week, the culmination of the twelve-week racing season.

Travel industry guests have gathered in Broome to attend tomorrow's Ladies Day event, which is the highlight of the town's social calendar.

Yesterday a number of the visitors were treated to a sunset cruise aboard *MV Great Escape*.

This luxury catamaran offers four-night wilderness adventures along the Kimberley coast, featuring daily excursions, gourmet cuisine and personalised service for its 14 passengers.

Other extended itineraries are

also available.

The Great Escape Charter Company also operates trips to Rowley Shoals, one of the best diving and snorkelling spots in Australia, from Oct to Dec each year - for more info see www.greatescape.net.au.

Pictured above from left at Cable Beach Club Resort & Spa are Bernard Whewell, Broome & The Kimberley Holidays; Greg Lawrence, Qantas; Russell Brown, Travel Associates Australia; Bec Williams, bdm WA/NT Cable Beach Club; and Lynn Stewart, National Account Manager, Cable Beach Club.

More photos from Broome at www.facebook.com/traveldaily.

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Four Seasons recruits

FOUR Seasons Hotel Sydney has announced the appointment of Charlotte Martelli as Group Sales Manager, effective immediately.

Martelli was most recently at the Hilton Hotel Sydney handling group and corporate markets, and has previously worked for Hilton in the UK and with the Wellington Convention Centre in NZ.

Hertz NZ adds 320i

HERTZ has introduced the latest model BMW 3 Series sedan (320i) to its Prestige Collection fleet of vehicle options in New Zealand.

The 320i is available at Auckland Airport and Auckland Victoria St Downtown depots, with a view to expand its locations across the country based on demand.

AA/TAM codesharing

AMERICAN Airlines and **TAM** Airlines are set to recommence a codeshare alliance from 14 Aug, according to agent GDS displays.

The carrier's previously had a codeshare pact five years ago.

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ScootStays launch

SINGAPOREAN no frills carrier Scoot has boosted its online hotel inventory after inking a deal with online hotel booking platform, Agoda.com.

Customers will be able to view Scoot's hotel offerings under the 'ScootStays Hotels' micro-site, featuring thousands of properties around the globe and taking advantage of Agoda's Lowest Price Guarantee.

Scoot ceo Campbell Wilson said the carrier would continue to work with different partners to help guests personalise their travel experiences.

Aqua Amazon refurb

AQUA Expedition has completed renovations to its Peruvian-based vessel, the 24-pax *Aqua Amazon*.

The ship's upgrade included new furnishings in cabins & updated bathrooms, blackout curtains to cover each room's panoramic windows, revamped communal areas with new furniture, improved air-conditioning and sound-proof flooring.

Tonga MA-60 concern

THE recent addition of a China-built aircraft to Tonga's domestic airline, Real Tonga, has seen the New Zealand Government warn potential passengers that should they fly on the turbo-prop, they do so "at their own risk".

The NZ Ministry of Foreign Affairs and Trade highlighted the Xian MA-60 aircraft has been involved in "a significant number of accidents in the last few years" and was not certified to fly in NZ and some other countries as it has not passed thorough certification processes under Civil Aviation guidelines.

The 52-seat aircraft is being operated on a charter basis from the Tongan Government, and was launched into service last weekend, operating twice-daily between Tongatapu & Vava'u.

Real Tonga's general manager Tevita Palu defended the carrier's use of the MA-60, saying it had completed its certification according to the Rules and Regulations of the International Civil Aviation Organisation.

The MA-60 is one of a number of aircraft utilised by Real Tonga Airlines.

Yesterday, the Australian Dept of Foreign Affairs & Trade issued an advisory to travellers to heed the NZ Govt's concerns for the plane.

Sydney treetop safari

A NEW ecotourism adventure has been launched in Western Sydney Parklands at Abbotsbury, featuring the country's longest flying fox experience.

Sydney TreeTop Safari traverses suspension bridges, lookouts and a 360m flying fox through the forest canopy of the Cumberland Plain Woodland, with the course taking approx 2hrs to complete.

Safaris are priced at \$120 per adult and \$95 for children (aged 10-17), while the night safari is priced at \$220pp.

See www.treetopsafari.com.au.

Aloha famil entries

HAWAIIAN Airlines flights ticketed between 01 Aug and 12 Sep have the chance to earn 25 travel agents a place on this year's Experience Aloha Famil to Hawaii.

To be held between 20-28 Nov, the famil will include either four nights on Kauai, Maui or Hawaii, along with four nights on Oahu.

Agents must complete one Papa Island Training Course module (from 2 to 7) from the Hawaii Tourism website and pass the Certification Test to be eligible, and explain in 50 words or less which Hawaiian Island they'd most like to visit and why?

Entries will close on 12 Sep - see www.bit.ly/alohafam for details.

Air Vanuatu switch

AIR Vanuatu has leased another aircraft to operate its scheduled services from Port Vila to and from Sydney, Melbourne and Brisbane.

The move is apparently due to the unavailability of its normal plane, and is effective from 15 Aug to 09 Sep 2013 inclusive.

According to an update on the Qantas agent website, QF has not had the opportunity to conduct its normal approval process for the use of the aircraft to operate the regular Qantas codeshare service with a QF flight number, operated by NF.

"Accordingly, Qantas will not place its code on this service," the website states.

All impacted Qantas customers will remain on the same Air Vanuatu operated flight, but will be rebooked onto the Air Vanuatu NF code and flight number for the same date, schedule, routing/destination, class of service, in-flight product and experience.

Under a QF waiver, customers holding a valid ticket for the affected flights are able to re-book, change destinations, retain the value of the ticket in credit or receive a full refund without fee.

Passengers who rebook onto the NF flight code will still receive QF frequent flyer points.



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WEX signs up 3 new partners



CREATIVE Holidays and The Travel Corporation sister-brands New Horizon Holidays & Brendan Vacations has emerged as the

TT plane name comp

TIGERAIR will adorn one of its newly branded A320 aircraft with the name 'Sarah', after it received the most assigned votes in a recent Facebook competition.

latest travel firms to embrace the Wright Express (WEX) virtual credit card payment solution.

Creative md Paul McGrath said the platform would benefit accom partners "by ensuring guaranteed and faster settlements in multiple currencies, and by making it easier for them to match reservations against payment."

WEX president David Maxsimic flagged the firm had lined up future trade partners (**TD** 26 Jul).

Pictured back row from left are David Vukovac & Peter de Maria, WEX; Anabela Marcal, Creative Holidays; Ashley Riley, New Horizons Holidays and James O'Donnell, The Travel Corp.

Seated: David Maxsimic, WEX & Sonia Bakker, Creative Holidays.

Robinson with TAA

WYNDHAM Vacation Resorts Asia Pacific ceo and md Barry Robinson has joined the Tourism Accommodation Australia Board.

TAA chariman Tony Smith said Robinson's detailed knowledge of the hotel and resort industry, based on his vast experience with Wyndham, would assist guiding the advocacy group.

CHC 'Ca-Ca' debut

CHRISTCHURCH'S Transitional Cathedral, better identified as the "Cardboard Cathedral", will open its doors to the public this week.

The temporary structure consists of 98 cardboard tubes but is designed to last 50 years.

AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury



I AM even more encouraged, having hosted Paul McLean from International Passenger Protection (IPP) - the insurance company that provides a range of consumer protection travel insurance products to many countries around the world - that Australia will have these products in time to meet the deadlines of the travel industry transition plan.

IPP is a London based insurance company whose owner was a travel agent himself for some 25 years before looking to bring to market a range of travel products to protect his own travel agency at the time and his clients. This real industry experience and understanding of the travel agent and the travel market means that IPP hit the ground running in terms of understanding all the potential risk areas within the travel industry. The next step for us will now be to have IPP undertake a detailed analysis of the Australian travel market in order to structure the various types of cover that will be needed as the TCF is wound up and the industry moves to accreditation.

Having been able to get a much better idea of how the various products work in other markets around the world and thinking about the adaptation to the Australian market, I am confident that agency owners and suppliers will be pleased with the types of cover that will be brought to the Australian market. Of course, this has only been made possible as a result of the transitional arrangements brought in by the consumer Ministers. The changes have allowed for an open market and a total market coverage to be created which is very important to ensure that insurance can support and coexist with the Australian travel industry.

This recent visit by Paul was a key milestone in the development of the insurance products which will be announced in detail over the coming months. I am sure that many of the frustrations that the existing system has presented will be wiped out as a result of this new model and the insurance coverage which will be on offer. Yes, there will be a cost - nothing is ever for free, but the more of the industry that embraces the types of coverage being developed, the better it will be for everyone.

We are working with IPP to get the detail available as soon as possible, and there are a number of legal and market based assessments to complete, but in the end, I am sure agency owners will have the choices they need to protect their businesses and consumers which will mean consumers remain confident to use Australian travel agents.



WIN A TICKET TO EUROPE WITH AVIATION ONLINE

This week **Travel Daily** has teamed up with **Aviation Online** and is giving one travel consultant the chance to win an upgradable return economy ticket to Europe on Etihad Airways.

Aviation Online is also inviting travel agents to earn Breakaway TravelClub vouchers. Simply ticket a fare on SN/EY, OA/EY, KM/EY to selected destinations to earn \$20 for Economy, or \$50 for Business/First tickets.

For more information visit www.aviationonline.com.au.

For your chance to win a ticket to Europe, email your answer to the below question by COB on Friday 16th August to: aviationonline@traveldaily.com.au.

Tell us in 25 words or less, from our airline destinations, which city would you most like to visit and why?

Click here for terms & conditions



Excite Med sales up

TRAVEL agent only wholesaler Excite Holidays has reported a surge in Eastern Mediterranean bookings, with sales to Turkey, Croatia, Cyprus, Egypt and Jordan up significantly over the past six months compared to a year ago.

Paid booking to Morocco and Malta have increased 205% and 328% respectively for Excite Hols.

Rocky 2014 brochure

CANADIAN rail operator Rocky Mountaineer has launched its new 2014 Life Changing Experiences brochure.

Highlights of the program include several new itineraries incorporating Rocky Mountaineer travel, the line's new partnership with Norwegian Cruise Line and expanded SilverLeaf journeys.



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The heat is on in colourful Cuba



FOLLOWING their attendance at Global Ball in Cancun, Mexico, Flight Centre sent a group of its top-selling agents from Australia and New Zealand off on a further reward to the exotic island

destination of Cuba on a Cosmos Rhythms of Cuba itinerary.

The famil was co-hosted by the Globus Family of Brands company and was the first famil group to visit the island since Cosmos introduced Cuba to its destination range last year (*TD* 26 Mar 2012).

Globus national sales manager for Australia Damian Borg and general manager for New Zealand Troy Ackerman hosted the group.

Across four nights in Havana, the group visited a Cuban cigar factory and a rum museum as well as taking in plenty of the colourful nightlife for which the capital city is famous worldwide.

In addition to spending two nights in Cienfuegos, the agents visited the UNESCO World Heritage listed Vinales Valley, known for its underground rivers and picturesque landscapes.

The group is **pictured** above with Flight Centre's trademark Captain and a classic Cuban car.

Garuda appointments

FRANZISKA McCarthy has returned to the fold at Garuda Indonesia Australia/SWP as its marketing and media executive.

McCarthy previously held a role looking after the carrier's public relations, also overseeing Hertz, Lufthansa and Roomorama.

Additionally, Garuda Indonesia has hired Adrian Lazuardi as its new sales executive, looking after the NSW/ACT regions.

Indo last-min getaway

TRAVEL Indochina has launched a new range of 'late getaway' options for the Australian market, all of which guaranteed to depart.

Among the latest offerings is a 10-day Highlights of Vietnam itinerary, priced from \$2,643ppts inclusive of airfare and valid for a 07 Sep departure only.

More details on 1300 362 777.

New Counsellors site

HOME-BASED agent network Travel Counsellors has unveiled a brand new consumer website on the back of strong growth figures, aimed at promoting the personal touch available with its agents.

See it at www.bit.ly/tcnewsite.

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First with the news

Tuesday 13th Aug 2013

FCM global consulting

A **NEW** range of corporate travel consulting services has been rolled out by FCM Travel Solutions.

The new service is aimed at providing companies with a source of human interaction for the management of high level corporate travel programs.

FCM Consulting services include policy and compliance, expense management, market intelligence and many more with access to global data and global suppliers.

NRL Rd 22 Winner

CONGRATULATIONS

Brenda Houston

from Pan Australian Travel

Brenda is the top point scorer for Round 22 of *Travel Daily's* NRL industry footy tipping competition, and has won a \$50 Coles/Myer voucher, courtesy of Compass Car Rental.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



WIN A HOLIDAY TO PERU

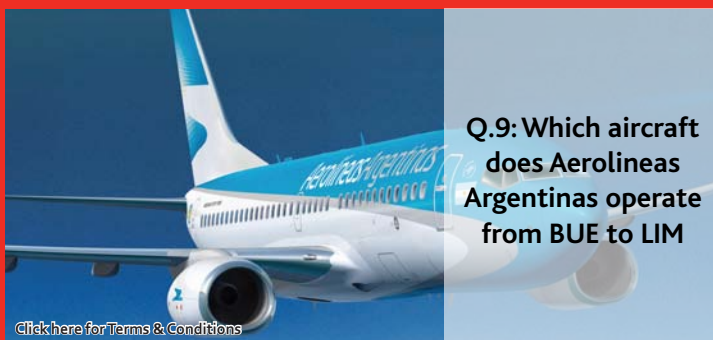


Throughout August *Travel Daily* is giving readers the chance to win a holiday for two people to Peru, courtesy of Aerolineas Argentinas and Peregrine Adventures.

The prize includes two return economy airfares on Aerolineas Argentinas between Sydney and Lima via Buenos Aires and Peregrine Amazon & Inca Heartland tour for two people.

Each day *Travel Daily* will ask a Peru-related question - just read the issue and email us your answer. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this amazing holiday to Peru.

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



Q.9: Which aircraft does Aerolineas Argentinas operate from BUE to LIM

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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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WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

TOP JOB OF THE WEEK

CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+

Do you have experience as a senior Travel Account Manager and want to step up to a global Brand who will reward you with a bright future?

How would you like to work for an organisation giving you the opportunity to manage and deliver operational projects, working amongst a professional team environment which offers future scope for your career development?

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of growing revenues, 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.

Interested and want to know more? Contact us today

THE OUTLOOK ON THE HORIZON IS POSITIVE

CORPORATE TRAVEL – TEAM LEADER X 2 MELB & SYD – SALARY PACKAGE \$80K+

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

THE ULTIMATE PRODUCER

REGIONAL HEAD OF PRODUCT x 3 BRISB, SYD & MEL BASED: TOP SALARY PACKAGE

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing 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.

OPERATIONS, OPERATIONS!!

STATE CORPORATE OPERATIONS MANAGER X 2 MELBOURNE – SALARY PACKAGE \$95K+

Reach for the top spot when you join this Victorian based travel operation. As part of a national company, your role incorporates senior responsibilities such as staffing, recruitment, training & development and management of in house procedures. Your level of travel knowledge and operations will be superior. You will also be managing all financial responsibilities of the Victorian operation.

NETWORKING IS THE KEY

INDUSTRY SALES MANAGER X 3 SYD & MEL - GENEROUS SALARY PACKAGE

If you're a proven industry sales manager, who easily achieve retention & growth targets and engage with an industry client base, these positions will allow you to play a critical part in the ongoing success of these high profile products. Leading by example, you'll enjoy a hands-on role managing a key account while driving the importance of customer engagement with your team.

WOW, WHAT AN OPPORTUNITY

CORPORATE EVENTS DIRECTOR BRISB & SYD – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. These are the roles everyone wants!

ARE YOU A HUNTER INSTEAD OF A FARMER?

CORPORATE BDM X 5 BNE, PER & SYD– SALARY PACKAGE OTE \$100K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this award leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar

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Ben Carnegie

Business Development Manager - Sydney

- ▶ Full service exhibition company
- ▶ Based in Sydney's Inner West
- ▶ Salary package to \$90K with OTE

This company is a well known brand that has been in the game of exhibitions for decades and offers a wide variety of cutting edge innovations when it comes to exhibition management. With offices across the country and exhibitions being organised both domestically and internationally, this role could really see you go far.

As a BDM, you will be allocated a portfolio to manage specific to an industry sector and it will be your responsibility to work on all sponsorship and exhibition booth sales. Your specific sector will be in energy conservation so a network in this field will set you apart from any other applicants.

Exhibition experience is not essential but is a definite bonus. A background in new business development in the energy conservation sector is highly regarded.

Call or [email](#) Ben Carnegie for more details

Senior Product Manager - Sydney

- ▶ Sydney CBD location
- ▶ Global organisation, Asia and Middle East product
- ▶ Salary package to \$100K

In this role it will be your responsibility to lead the team in all aspects of product development. Tasks include contracting, distribution, and supplier relationship management.

Call or [email](#) Ben Carnegie for more details

Documentation/ Admin Consultant - Sydney

- ▶ Inbound Travel
- ▶ Varied role with strong attention to detail!
- ▶ Salary \$40-\$45K + super

Handling final itineraries & documentation including; making final bookings for transfers, restaurants, spas etc In addition to arranging famil & managment travel itineraries.

Call or [email](#) Kristi Gomm for more details

Product/ Inbound Consultant Mix- Sydney

- ▶ Unique Inbound Tour Operator
- ▶ Combination role
- ▶ Salary up to \$55K + super

Great step into product with this mixed role. You will be liaising with suppliers for rates & contracts. Loading product & tour descriptions whilst designing itineraries throughout Aust.

Call or [email](#) Kristi Gomm for more details

Fiji & South Pacific Specialists - Sydney

- ▶ Excellent earning potential
- ▶ Salary \$44K + super + commission
- ▶ GDS exp essential

This is a well-established company with a team that has long term retention due to excellent employee benefits & earning potential. Take control of your earnings today!

Call or [email](#) Ben Carnegie for more details

Group Operations Manager

- ▶ Quick service restaurant group
- ▶ Multi venue management
- ▶ Growing and developing organisation

A great opportunity to join a progressive and successful restaurant group that is growing nationally. Manage and develop front of house best practices and policies.

Call or [email](#) Peter Jackson for more details