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Thursday 22nd Aug 2013

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Village parks strong

VILLAGE Roadshow says its theme park division, including Warner Bros Movie World, Sea World & Wet'n'Wild on the Gold Coast, has recorded a \$32.5m pre-tax profit, up 7.2%, citing good weather and the success of its Annual Pass scheme.

MH go thrice daily to MEL

QANTAS' oneworld partner airline Malaysia Airlines will crank up capacity to Melbourne by 50% from Nov, adding a new 3rd daily service, and delivering an extra 3,948 seats per week to Victoria (**TD** breakings news).

Effective 21 Nov, the new flight, MH146, will depart MEL at 08:55 and arrive into Kuala Lumpur at 14:15, with the return overnight MH147 service leaving KUL at 19:50, touching down into the Victorian capital at 06:45+1.

The new service will be operated using dual-class, 283-seat Airbus A330-300s featuring 36 lie-flat Business Class seats.

Regional senior vice president of Australia, NZ and South West Pacific Lee Poh Kait today flagged the Melbourne route as "one of

Malaysia Airline's key markets," with seat capacity to rise to over 11,800 seats per week.

He said the upgauge to 21 weekly services "is in line with the airline's continued efforts to strengthen its position as a top airline within the region."

In May alone, total pax traffic on the MEL-KUL route rose by 23% year-on-year, govt data shows.

MAS joined the oneworld airline alliance this year (**TD** 01 Feb), sponsored by Qantas Airways.

Seven pages of news

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

- AA Appointments jobs
- Travel Trade Recruitment
- TMS

QF Tasman policy

QANTAS has updated its commercial policy for passengers affected by schedule changes on its trans-Tasman services as a result of the alignment of operations with those of its alliance partner Emirates.

See www.qantas.com.au/agents.

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iTravel launches network

FORMER Jetset Travelworld Network affiliate iTravel has left the group and is seeking agencies to join its own retail franchise network (**TD** breaking news yest).

MD Steve Labroski told **TD** yesterday that the company has recognised there is a gap in the market, with iTravel's existing retail and mobile travel agent network ideally poised to capitalise on the evolving

Australian travel industry.

"The iTravel vision is to continue to present the iTravel brand as a boutique style travel advisor, who values service and reputation.

"This is an exciting opportunity for retail business owners to be a part of a fresh and exciting brand that will offer a high level of support, financial rewards and most of all transparency," he said.

It's expected that iTravel's proposition will appeal to existing branded franchise agencies, amid major change at JTG with the introduction of the new helloworld brand (**TD** 22 Jul).

The iTravel pitch promises that "when you join our network, you won't be just another store - you will be part of our family".

iTravel currently lists around 40 consultants on its website, most in NSW along with a few in Qld and Vic, and also has a retail outlet in Sydney's Surry Hills.

Labroski flagged national expansion for the retail network, with new stores to begin rolling out in NSW shortly before expanding across the country "over the coming months".

Tourism NT appoints

THE Northern Territory Tourist Commission has appointed Mick Burns to the firm's Board of Commissioners to help introduce and adopt strategies aimed at lifting visitor numbers to the NT.

Burns has previously owned and managed numerous hotels, is a former president of AHA (NT) and runs Darwin's Crocosaurus Cove tourist attraction.

NT Tourism Minister Matt Conlan said Burns "will make a valuable contribution" to the Board and steering Tourism NT's future direction.

More of the latest *Industry Appointments* on **page six**.

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Keith Prowse just the ticket

NEW ownership for long-time events and ticketing specialist Keith Prowse Travel is set to see the business strongly engaging with the travel trade.

The Danmor Group acquired the business late last year, adding to its portfolio which also includes Southern Cross Sports Marketing & corporate hospitality and events specialist Platinum Pass.

Keith Prowse has a long history, having opened the world's first ticketing office back in 1830, and has relationships with several of the major agency groups.

The company has also recruited Lisa Maroun, formerly gm of Groupon Travel, as its new marketing manager.

"We're going to be 'bringing Keith to life'," said Daniel Morahan told **TD**, with the company working with key industry partners for upcoming events and major plans including a new

logo (right), website, expanded product range and "growing our group travel business".



Current hot products include NRL Grand Final packages, while Australian Open and Hong Kong Sevens deals are also popular.

The group is also one of the official travel agents selling packages for the upcoming Major League Baseball opening series, which will for the first time ever be staged in Australia next Mar.

KPT is also currently recruiting for a national sales manager and a groups travel consultant.

Maroun said she's thrilled to be joining the group during this exciting period, and anyone who wants to contact her in relation to promotional opportunities can do so on lisa.maroun@kpt.com.au.

TravelManagers on TV

TRAVELMANAGERS has featured in a special ABC report on how retail businesses can compete with the internet.

Roseville, NSW based TravelManagers member John Gazal was interviewed as part of a segment on the ABC's 'The Business' program, which screened last week.

He was selected as a representative of the changing face of travel, introduced as a "former high street travel agent of more than 20 years standing.

"Today he is not a travel agent; he's a personal travel manager".

AFTA ceo Jayson Westbury also appeared in the show, along with Expedia, Webjet and Flight Centre, with the industry hailed for its use of technology and strong growth in productivity over the last five years.

The segment (9 mins in) is still available for viewing on ABC iView - **CLICK HERE** to watch.



Window Seat

TOGA Hotels yesterday celebrated the first birthday of the Adina Apartment Hotel in Sydney's Norwest, with the commemoration including a special delivery of branded cupcakes to the **TD** office.

And yes, it was a tough job but we've done it again.

In **Travel Daily's** endless quest to keep the industry fully informed, we conducted an exhaustive evaluation of the treats (below) and can formally confirm that they were delicious.



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Scoot shoves kids to the back

SINGAPORE Airlines' budget offshoot Scoot has introduced a dedicated kids-free zone spread across five-rows in its Economy S-T-R-E-T-C-H seating zone.

Dubbed 'ScootinSilence', the product is being promoted by the airline as a sanctuary where pax are devoid of children, and comes at a surcharge of SGD\$18 (AU\$16) on top of a regular one-way fare.

"ScootinSilence is the perfect option for guests seeking an exclusive cabin, extra legroom and confidence that under 12s will be seated in another part of the aircraft," Scoot ceo Campbell Wilson said yesterday.

The seats "for those who yearn for peace and quiet" are located in Rows 21 to 25, positioned behind the ScootBiz cabin.

Passengers booking the silence seats are assured that kids "will be someplace else" in its aircraft.

Wilson commented: "No offence to our young guests or

those travelling with them - you still have the rest of the aircraft and plenty more S-T-R-E-T-C-H seats, to choose from."

Scoot isn't the first carrier to segregate children on its aircraft, with Malaysia Airlines introducing a similar 'kids-free zone' last year on A380 long-haul services (**TD** 27 Apr 12), while AirAsia X also rolled out a 'Quiet Zone' 12 months ago (**TD** 21 Sep 12).

Thredbo 365 pass

THREDBO has today unveiled its 'Thredbo 365' season pass for 2013/14 which includes a free month of skiing in Sep when booked before the end of Aug.

Dubbed "the ultimate pass for travellers", the Thredbo 365 offers year-round access to the resort across all four seasons.

It's priced at \$749 for adults and \$439 for children and seniors - more at www.thredbo.com.au.

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Aviation EY winner

CONGRATS to Monika Racz of World Travel Professionals who was the winner of an upgradable return Economy ticket to Europe on Etihad Airways, courtesy of Aviation Online.

Monika correctly answered each question in the Aviation Online mini-competition (that featured exclusively in **TD** last week), and supplied the below response as to "which city would you most like to visit and why?"

"Athens: Historical capital of Europe, land of Gods. Ancient history, mythology, architecture, art and Olympics. All reachable with the wings of God - Olympic Air." - Monika commented.

QF Perth changes

QANTAS is advising that select intra WA services will depart and arrive at Terminal 3 from 26 Aug.

Passengers with onward connections will have their baggage transferred to Terminal 4.

More ET preferreds

EXPRESS Ticketing has added four new preferred partners to its member network, including Air New Zealand Holidays, Sunlover Holidays, McLachlan Experiences & Mat McLachlan Battlefield Tours.

MEANWHILE, Express Ticketing's existing preferred partners Asia Escape Holidays, Albatross Tours and Pinpoint Travel Group have joined the Express Rewards program, meaning more benefits for the 500-plus agent members of the Independent Travel Group and Select Group.

RCI BOGO1/2P deal

ROYAL Caribbean International has launched a Buy One Get One Half Price cruise deal valid over the 2013/14 cruise season.

The offer is valid on eight Australia, New Zealand and South Pacific voyages aboard *Voyager of the Seas*, *Radiance of the Seas* and *Rhapsody of the Seas*, sailing between Oct and Mar next year.

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FREESTYLE Holidays, in conjunction with Orient Express Travel Group, recently co-hosted eight travel agents from Victoria on an educational to New Zealand, experiencing the best of Auckland and Rotorua.

Highlights of the trip included dinner at Eight - The Langham Auckland's award winning restaurant, a Bush & Beach city tour, also in Auckland, the Skyline Rotorua Gondola and a thrilling Luge ride.

Pictured at the Mitai Maori Village in Rotorua where the group learnt about Maori culture from left are: Jennifer Chen, Yang Cheng Travel; Lisa Quang, Orient Express; Sachini Muhandiram, Bliss Travels; Nadia Giusti, Pinpoint Travel Group; Helen Lee Luke, Four Seasons Travel; Hakan Kor, TJ Travel; Cheng Zhang, Odyssey Travel; Dan Wu, Top Country Travel; Tania Charteris, Mitai Maori Village Rotorua and Ngoc Han Duong, Hannah Travel.



Due to recent success in acquiring new sport event packages, Keith Prowse Travel is growing and looking to fill the following positions:

National Sales Manager

This role requires someone who has the ability to lead and motivate a sales team, provide strategic direction, drive revenue growth and manage high level external relationships.

You will be the face of this organisation to the retail travel industry and the point of contact for any high demand issues.

Exposure to the wholesale travel sector would be advantageous.

Groups Travel Consultant

This role requires an energetic and ambitious travel industry professional with exceptional communication skills and group reservation experience to maintain and grow our key groups business.

Main responsibilities include handling group requests, quoting, managing bookings, invoicing packages and developing and maintaining client and supplier relationships.

In return for your hard work you will be rewarded with an attractive remuneration package and provided with the opportunity to experience many of the world's greatest sporting events including Rugby World Cup, Hong Kong Sevens and Major League Baseball.

Successful candidates will be based in our North Sydney office.

Interested in one of these roles?

Apply by sending a cover letter and CV to jobs@kpt.com.au

Evergreen Tours goes RTW

AN ALL new 46-day round-the-world touring program has been packaged up by Evergreen Tours, taking in parts of Canada, Alaska, Europe and Hong Kong.

Highlights of the trip include an 11-day Canadian Rockies coach tour, seven-night Inside Passage cruise, a Rocky Mountaineer rail journey, seven-day tour of Eastern Canada, 14-nights on Evergreen's new deluxe river ship and three nights in both Prague and Hong Kong.

Two departure dates are slated for the World Discovery itinerary on 28 May and 20 Aug, priced from \$19,180ppts.

Upgrades are also available on the Rocky Mountaineer and both the Alaskan & European cruises.

GM Angus Crichton told **Travel**

Dreamworld visits up

ARDENT Leisure has reported an 8% jump in annual attendance for its theme parks division for the year to 30 Jun 2013, compared to 12 months earlier.

The firm yesterday said its theme park portfolio - Dreamworld, WhiteWater World and SkyPoint - had returned to "solid revenue and earnings growth."

Total revenues spiked 3.6% to \$97.1 million, while pre-tax profit was up 5.3% to \$30.5 million.

"Investment in unique new product, including the DreamWorks Kung Fu Panda precinct, the return of the Big Brother series and two new tiger cubs all added new experiences and customer value," Ardent said. Positive momentum has flowed into the new financial year, with year-to-date revenues to 18 Aug - a 4.6% increase on the prior year.

Mantra official launch

MANTRA Nusa Dua Bali has officially opened its first hotel in Asia after the final touches to the property were completed.

The hotel was partially opened in Mar this year but now has all 172 rooms completed, along with all leisure facilities and food & beverage outlets.

A special three-night launch package in a Superior Room that includes a Balinese massage per person at Chakra Spa & Wellness centre is priced from US\$129 per night, valid for travel to 31 Mar. See mantra.com.au/nusadua.

Daily Evergreen has received "genuine" interest from agents in the product as it is "so unique & has a great cruise component," with 50% of days cruising in style in Alaska or on European rivers.

Deposited bookings made by 15 Oct include a Fly Free around the World (including taxes) on a Swiss Global airfare.

Brochures available from TIFS.

DL adds SEA/ICN, HKG

DELTA Air Lines is set to launch new daily nonstop services from Seattle-Tacoma to Seoul Incheon and Hong Kong, commencing 02 and 16 Jun respectively, with tickets going on sale from Sat.

Subject to regulatory approval, the new routes will mean DL offers services into the top five destinations in Asia, Delta said.

The SEA-ICN service will be operated using 210-seat Boeing 767-300ER aircraft and Airbus A330-200s on the SEA-HKG route.

A&K Africa brochure

BESPOKE travel company Abercrombie & Kent has released its 2014 Africa, Egypt and Arabia brochure, featuring 46 itineraries for independent travellers.

Among new offerings is a 10-day journey in Madagascar and mobile camping safaris in Botswana.

Top viewing towers

MELBOURNE'S Eureka Skydeck 88 has been ranked as the top Observation tower in Australia and 3rd in Asia Pacific, based on reviews and opinions of travellers using TripAdvisor.

SkyPoint on the Gold Coast was ranked 4th, with SkyTower in Auckland, New Zealand in 5th.

Shanghai's World Financial Centre in China and Marina Bay Sands SkyPark in Singapore were the top two viewing platforms in Asia Pacific.

Viking \$1K discount

VIKING River Cruises is offering a saving of \$1,000 per couple for new 2014 bookings on its Grand European Tour between Amsterdam and Budapest.

Prices on the 15-day itinerary aboard *Viking Lif* or *Viking Skadi* are priced from \$5,795ppts when booked before 30 Sep - to book, phone 1800 131 744.

Mango adds JNB/GRJ

SOUTH African low-cost carrier Mango Airline is launching new four weekly services between Johannesburg-George from 19 Nov, operating Fri through Mon.

Wilson cashes in on domains

TONY Wilson, the former owner of the collapsed Global Travel Corporation, has placed a number of travel-linked domain names up for sale through a special website at www.investmentdomains.biz.

Wilson's company traded under several names including Drive Travel, Motorhomes Worldwide and Canal Boat Holidays, and was placed into administration with debts of over \$3 million (**TD** 29 Oct 2008), later emerging as the sole director and shareholder of another firm intriguingly called Reinvention Holdings which took over the business (**TD** 18 Jan 10).

Reinvention Holdings is now selling 148 "Travel/Cruise/Lifestyle/Seniors/Wellness" related domain names priced from \$1,500 right through to a whopping \$250,000 (for RiverCruising.com).

In an email yesterday, Wilson urged prospective customers

to choose one of the names for an existing or new business, or "simply to prevent a competitor from getting it".

He's also attempting to sell the Victorian vehicle registration number TRAVEL.

SilverNeedle for SMEs

SILVERNEEDLE Hospitality has today rolled out a new corporate program for Small & Medium Enterprise (SMEs) businesses that rewards in-house travel bookers using its 'B-Stay' platform.

SMEs can attain a 5% discount on SilverNeedle Daily Rates and are offered other perks at SilverNeedle Collection, Chifley, Country Comfort, Australis and Sundowner Hotels in the region.

B-Stay members can also earn two free hotel nights for every 30 nights booked through the site - more at www.b-stay.com.

Lots to savour about Orange



TASTE Orange is what hundreds of Sydneysiders did last night when the NSW central west region turned Martin Place in the Sydney CBD into a huge, after-dark food & wine festival.

It was a prelude to its popular Wine Week celebration which runs in Orange from 17-27 Oct.

Twenty-two producers set up a 'long table cellar' door and kept the wine flowing while waiters served up some of the Orange District's finest cuisine.

"These events pay off as we've grown our visitation in the past year by 37%," Brand Orange exec officer Rhonda Sear said.

Orange wines are becoming more prominent on the back of taking out numerous awards and more people wanting to visit the region to sample the local fare.

The two-day Taste Orange event, which runs from 5-7pm, ends tonight.

Pictured from left are Rhonda Shear, Brand Orange; Slava Atkins, Wyndham Hotel Group; Sandra Chipchase, Destination NSW and Greg Atkins, Goway Travel.

Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Flight Centre in New Zealand has appointed **Simon McKearney** as its new Product Nation Leader. He takes up the role effective 01 Oct, moving from his current position as FC's NZ Corporate Nation Leader. McKearney replaces **David Coombes** who is moving to New York to be Product Nation Leader of Flight Centre USA.

Lisa Maroun has taken up a role with **Keith Prowse Travel** as the company's new marketing manager. She moves from her most recent role as general manager of Groupon Travel.

Former Jetstar head of strategy **Azim Barodawala** has moved to flight search engine **Adioso** in the lead up to the launch of a new "localised" product in Oct. Barodawala has been tasked with building the company's relationships with airlines and the travel industry in general.

Simon Bernardi has been appointed as a director of **Goldman Travel Corporation**, which includes Melbourne-based agency **Travelcall**. Bernardi has extensive industry experience within Qantas as well as heading up Qantas Holidays and as Group GM Wholesale for JTG.

Qantas has named **Vanessa Hudson** as Senior Executive Vice President, The Americas, replacing the retiring 'Mr Qantas' Wally Mariani. QF's Chief Information Officer, **Paul Jones** will take on Hudson's role as Executive Manager Strategy and Planning, Qantas Domestic, while Chief Technology Officer **Luc Hennekens** will become CIO.

Metro Hotels has appointed **Richard McKisack** to the role of Business Development Manager, NSW and Vic. McKisack moves from his most recent role as NSW BDM for Excite Holidays.

Appointment on Gal

TRAVELPORT has inked a long-term agreement with travel & event company The Appointment Group, which will see its Aussie-arm migrate to the Galileo GDS.

Four Seasons Syd sold

KOREAN group Mirae Asset Global Investments has emerged as the successful bidder for Sydney's iconic Four Seasons hotel, after the property was placed on the market earlier this year (**TD** 07 Mar).

According to agent Jones Lang LaSalle, the price was \$340m, making it the biggest single hotel sale in Australian history.

Key attractions included the hotel's location near Circular Quay, as well as its impressive facilities and recent upgrades, along with the 14 year term of management rights held by the Four Seasons group.

The Sydney hotel market is seeing exceptional performance currently, with occupancies of up to 95% and five star room rates up 5.6% on average.

WIN TICKETS TO SEE STOMP



Every day this week, we are giving readers the chance to win a double pass to **STOMP** at Theatre Royal at 8pm on Wed 11th Sep.

The Broadway, West End and international sensation **STOMP** is back, and it's better than ever!

Following their acclaimed performance at the Closing Ceremony of the London 2012 Olympics, **STOMP** returns to Sydney from 10 to 15 September, with new routines, new choreography and new music

Tickets available through www.ticketmaster.com.au.

To win, simply be the first person to send through the correct answer to the question below to:

stompcomp@traveldaily.com.au.

When was **STOMP** last in Sydney?

Congratulations to yesterday's lucky winner, **Chris Fenton** from **Flight Centre**.

FZ Business on sale

BUSINESS Class tickets on Dubai Icc Flydubai (**TD** 21 Jun) are now on sale for flights beginning from 08 Oct, with the first Business-fitted flight going to Kiev, Ukraine.

Sabre steps up for GC Challenge



A GROUP of 28 Sabre Pacific staff have joined with 260,000 people around the world to take part in this year's Global Corporate Challenge (GCC).

The 16-week challenge aims to get workplace employees more active, with participants required to wear a pedometer to record every step they take, which is then recorded online via the GCC web platform or mobile app.

Sabre Pacific has four teams involved, with staff walking, cycling and swimming harder than ever to achieve their goals.

Already, Sabre's teams have clocked up over 13,000kms.

The challenge ends on 12 Sep. Pictured from left are some

of Sabre's participants: Terence Isaac, finance manager; Keiryn Osbourne, project manager; Lisa Hemstead, technical services mgr; James Quinlan, gm marketing & service delivery; Zena Boakes, head of human resources; Sonia Kaur, finance officer; Jelica Bogicevic, systems support and Sally Gran, finance officer.

KQ NBO consolidation

KENYA Airways will from today separate its international departure operation into Unit 2 at Nairobi Jomo Kenyatta Airport to improve efficiencies following a massive fire earlier this month.

Codeshare partners and other airlines will also process passengers from the same facility, while airlines that were operating from Unit 2 will shift to Unit 3.

KQ's international arrivals and those of its partner/customer airlines continue to be handled at the Presidential Pavilion.

Domestic departures & arrivals will also be maintained at NBO's cargo terminal.

KQ says it has also refined its schedule for international flights between 22-31 Aug to enhance connectivity, with times varying between 10mins and 1hr 10mins of their original schedule.

Sydney rates increase

HOTEL prices in Sydney are now the 8th most expensive in the world, up one place from last year, according to the Interim Hotel Survey from HRG.

From Jan-Jul 2013, the average room rate for Sydney hotels was \$306.97/night, and 1.4% higher than the same time in 2012.

Moscow hotels remain the most expensive in the world, followed by Lagos, New York City, Zurich, Geneva, Rio de Janiero and Paris, the report concluded.

Astor cull Egypt from Aus trip

ONGOING civil unrest in Egypt has resulted in Cruise & Maritime Voyages issuing an amended port schedule for *Astor's* repositioning voyage to Fremantle, WA.

Astor is due to depart Rome's Civitavecchia port on 05 Nov for the 36-night sailing to Fremantle, where it will operate its first season of itineraries this summer.

The vessel's UK management today advised that DFAT's recently upgraded official warning level for the country (**TD** 03 Jul) to "Reconsider your need to travel" forced its hand, with two stops in Egypt replaced with visits to European ports instead.

Scheduled ports-of-call in Port

Said and Safaga, both in Egypt, were originally booked for 12 and 14 Nov respectively, separated by the transiting of the Suez Canal.

The revised itinerary will now see the 620-passenger *Astor* visit Messina in Sicily on 08 Nov and Athens, Greece on 11 Nov.

A scheduled visit to Valetta in Malta, originally slated for 08 Nov has been pushed back by one day.

The changes will also allow for a stop in Livorno, Italy to be extended by a further three hours.

All stops from the 15th of Nov are unaffected, and the ship is expected to arrive in Fremantle as scheduled at 8am on 11 Dec.

More info in Tue's **Cruise Weekly**.

WIN A HOLIDAY TO PERU

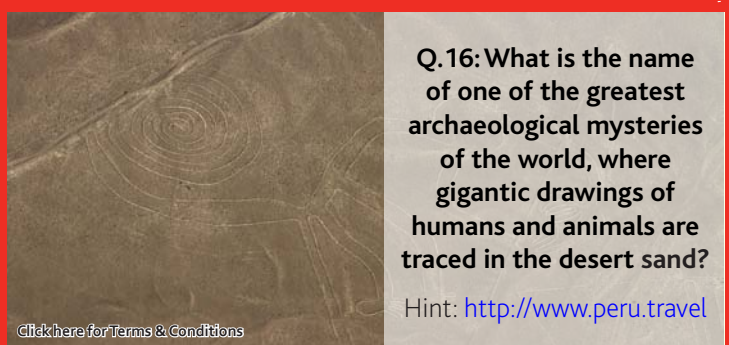


Throughout August *Travel Daily* is giving readers the chance to win a holiday for two people to Peru, courtesy of Aerolíneas Argentinas and Peregrine Adventures.

The prize includes two return economy fares on Aerolíneas 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.16: What is the name of one of the greatest archaeological mysteries of the world, where gigantic drawings of humans and animals are traced in the desert sand?

Hint: <http://www.peru.travel>

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JOB OF THE WEEK

IT MANAGER

SYDNEY – GENEROUS SALARY PACKAGE

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

BOOMING EVENTS ROLE

CORPORATE EVENTS PRODUCER

SYDNEY – 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!

PRODUCT WITH A TWIST!

PRODUCT ENGINEER–TRAVEL RELATED

SYD OR MEL - SALARY PACKAGE \$120K PLUS

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from travel technology background with strong systems knowledge.

A MIX OF CULTURAL FUN

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.

CALLING ALL HUNTERS!

CORPORATE BDM X 5

BNE, DRW, 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

SHARP OPERATOR WANTED!

CORPORATE TRAVEL TEAM LEADER X 2

SYDNEY SALARY PACKAGE TO \$80K

This newly created role will see you leading this established team of domestic and international consultants to greater success. You will be in charge of any client queries, ensure work flow is distributed evenly and is taken care of within set KPI times, daily meetings and training. You will also have the ability to put your consulting hat on when needed. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

OPERATIONAL AND RELATIONSHIP DRIVEN?

CORPORATE TRAVEL PROJECT MANAGER – APAC

SYDNEY- SALARY PACKAGE \$100K+

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

RETAIL LEADERSHIP OPPORTUNITIES

RETAIL BRANCH MANAGERS X 3

SYDNEY, MIRANDA, DOUBLE BAY - \$75k OTE

Calling all savvy retail travel leaders! You will be working within a well known and respected retail travel brand with support and development from HO. Well established and profitable locations. You be responsible for developing and motivating your team as well as being a hands on consultant. Excellent salary package plus commission plus profit share and travel benefits. Leadership experience a must – apply today.

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Working in partnership with the Australian Travel Industry

Travel Consultant

Gold Coast - \$Competitive + OTE - Ref 736SJ1

Are you a travel industry professional looking for a fresh challenge? This dream Travel Consultant position is based in the beautiful Gold Coast. Uncapped earning potential, recognition & rewards for your hard work are offered with this fantastic travel role. You will ideally have international & domestic travel industry experience, be well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

Cruise Travel Consultants

Sydney - \$50K + Super + Incentives - Ref 694LB30

Are you an experienced Cruise Consultant looking for a move to work for one of the industry leaders? This is an amazing opportunity based in Sydney CBD to work with a fantastic Cruise Company. Sell all manner of cruises from high end luxury to fun family breaks and enjoy a diverse role in retail sales with no face-to-face. Wholesale sales positions also available. A great time to join this expanding, award winning company, rewarding with great pay and incentives!

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

Business Development Manager

Melbourne - \$50-75K + Incentives - Ref 764DB1

Do you have sound understanding of corporate/ leisure travel sales, business development experience and a proven sales record? A leading travel company are looking for a Business Development Manager to assist with their ongoing expansion across the travel market. This travel brand provides a complete, localised travel service, tailored to the needs of small and medium sized businesses. A great opportunity for a motivated and highly driven individual!

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

Travel Consultant

Adelaide - \$45-50K + Super - Ref 0470NC1

Are you an experienced Travel Consultant looking for a fantastic new challenge? This fantastic role is looking for a candidate with extensive fares & ticketing experience teamed with outstanding product knowledge. Be well rewarded with a fantastic salary as well as incentive, bonus and fams! This company is well known within Adelaide, so its time to work with the best in the business and be well rewarded for your experience!

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

Group Travel Consultant

Brisbane - \$Competitive - Ref 757SJ1

A unique role is available in Brisbane for a group travel specialist. Co-ordinate and book long haul group itineraries and tours in an independent niche travel environment. Use your travel industry skills to become an expert in this field! A great base salary is on offer along with bonuses, CBD location and Monday-Friday working hours. Want a travel role with a difference, then this is what you have been waiting for! Call me today for a confidential discussion.

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

Travel Agency Manager

Sydney - \$Great Salary Package - Ref 760LB1

Dream role for a strong and adaptable Travel Agency Manager to lead a team of dynamic travel industry professionals in their path to success! I have a fantastic opportunity available within an Australian travel industry leader as a Retail Travel Agency Manager. This store has fantastic placement so there is amazing potential here to grow and prosper. An excellent team of capable consultants awaits you here, make your mark in this rarely available role!

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

Travel Cruise Consultant

Melbourne - \$50-55K + Commission - Ref 637DB1

Calling all Cruise Reservations Specialists looking to sell cruises! If you have cruise product knowledge, reservations experience, customer service skills & ability to work to sales targets, this is a great role for you! A fantastic global company are looking for new consultants to join their great team. As a cruise consultant, you will be responsible for selling a wide array of cruise products to various worldwide destinations. Apply now!

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

2 x Travel Consultant

Perth - \$35-45K + Super + Incentive - Ref 0755NC1

A fantastic chance to join a travel agency with a team player attitude! You would be offered a great base with super plus incentive plus bonus - what more are you looking for in your next travel role? Ideally you would have a minimum of 12 months experience, fantastic product knowledge and destination knowledge. We are seeking a passionate travel consultant with fantastic personal travel experience so if you are a sales hungry travel consultant - this is the role for you!

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



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