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First with the news

Thursday 7th February 2013

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ACCC: TT 'disciplining force'

VIRGIN Australia has argued its proposed alliance with no-frills carrier Tiger Airways Australia will promote domestic competition after the ACCC said it would need to further analyse the venture before making a final decision.

ACCC chairman Rod Sims today said the regulator has "concerns" about VA taking a 60% stake in Tiger as it ultimately will reduce the number of airline groups within Australia from three to two (**TD** breaking news).

A 19-page Statement of Issues

Register for Super 15

BELIEVE it or not, footy season is just around the corner, and once again **TD's** popular tipping competitions are offering great prizes to participants.

The Super 15 rugby kicks off in just over a week's time, and the top tipper will win a trip to Dubai including accommodation and Emirates flights for two people.

More details will be available in coming days, but travel industry staff can register to participate for free at rugby.traveldaily.com.au.

released today by the competition watchdog outlines its preliminary views and two key concerns - i) the acquisition may increase the likelihood of coordinated conduct, and ii) the acquisition would remove all competition between Virgin Australia & Tiger Australia.

The regulator said currently TT's presence on routes "acts as a disciplining force that limits the potential for tacit coordination between Virgin Australia and Qantas/Jetstar."

In a very brief comment on the planned venture, Virgin Australia said "it strongly believes the proposed acquisition will increase competition in the market to the benefit of Australian consumers."

The ACCC now expects to hand down its final ruling on 14 Mar.

Seven pages of news

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

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



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Aussies loving Ireland

AUSTRALIAN visitor numbers to Ireland soared 28% in the last quarter of 2012, fueling an overall year-on-year 10% spike in arrivals for the 12 months Jan-Dec.

Tourism Ireland reported that 155,700 Aussies visited the nation last year, with indicators showing "positive" signs for 2013.

2012 was a record year for visits from Ireland's long-haul markets, up 6% compared to the year prior.

Visits from Great Britain fell 4%.

Webjet packages profitable

WEBJET this morning revealed that its dynamic holiday packaging business, which launched last year, is in the black, while the hotels business is "approaching break-even levels".

The company announced a 4.1% drop in first half profit (**TD** breaking news) to \$5.6 million, with the figure affected by one-off costs associated with its acquisition of Zuji and the establishment of Dubai-based Lots of Hotels.

CEO John Guscic was upbeat about the prospects for the business, saying that in particular there had been a very strong response from suppliers and customers to the B2B operation.

He said that average airfares had dropped by 4-5%, but Webjet had countered this with a 7% increase in booking numbers, with TTV up 3.4% to \$380m and a 13% increase in revenue to \$31.8 million for the six months.

Moving forward, Webjet is set to relaunch its car-hire content offering and is forecasting a 15% rise in full year "normalised" profit - excluding the cost of the Zuji transaction, trading results for Zuji and the Lots of Hotels startup costs.

New cruise operator

UK-BASED Cruise and Maritime Voyages today announced the Western Australian deployment of its 620-passenger Astor from this Dec (**TD** breaking news).

The vessel, which underwent an \$18.6m refurbishment in 2010, visited Australia as part of a world cruise in 2011, and will offer a total of 15 cruises during the 2013/14 Australian summer, according to the company's CEO Christian Verhounig.

More information in today's issue of **Cruise Weekly** - subscribe free at www.cruiseweekly.com.au.

Pearse to Skywest

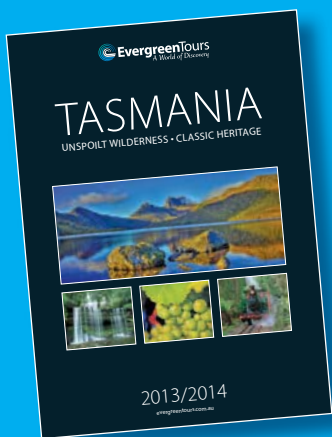
STEPHEN Pearse has taken a role as Head of Commercial with Skywest Airlines, which is currently the subject of a friendly takeover bid by Virgin Australia.

Pearse has had an extensive career in the industry, including roles as country manager Australia/NZ for United Airlines and Emirates Vice President Australasia between 2007 and 2010 - more industry appointments on **page six**.



TASMANIA 2013/14

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CX goes 5 daily to LHR

CATHAY Pacific Airways is ramping up flight frequencies between Hong Kong and London Heathrow, with a new fifth daily service to debut on 27 Jun 2013.

The new flight (CX239/238) will be operated by four-class Boeing 777-300ERs, adding about 1,000 Premium Economy Class seats per month on the route.

WIN A 2-NIGHT BREAK AT PALMER COOLUM RESORT

This week, *Travel Daily* is giving one lucky reader the chance to win a 2-night break at **Palmer Coolum Resort** on Sunshine Coast.

The prize includes 2 nights accommodation in a Deluxe Junior Suite and flights from any Australian capital city.

Palmer Coolum Resort is Australia's finest all encompassing luxury resort destination, providing superior accommodation and an unsurpassed range of facilities and activities – all set in a natural environment.

For your chance to win this great prize, email your answer to the question below by COB on Friday to: pcrcomp@traveldaily.com.au.



In 50 words or less, describe why you think Palmer Coolum Resort is a great destination for your next Australian getaway



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Orient Express has Aus in Top 5

TWELVE regional directors from Orient Express' global head office visited Sydney and Melbourne this week to announce that Australia is now the fifth largest international market for the company's outbound business.

"Australia is an extremely important market and it is becoming bigger," Andrea Filippi, executive director, worldwide sales, told *Travel Daily*.

"It is so important to us that this is the first time we have all come here together from all corners of the globe."

Shane Arroll, regional director of sales, Asia Pacific said "Australian outbound business to our hotels, trains and cruises has increased steadily at around 15-25% for the last few years.

"We are also experiencing steady growth elsewhere in the Asia Pacific region and subsequently have recently appointed agencies to represent us in China, Hong Kong, Singapore and Taiwan."

Arroll emphasised that last year's offloading of Orient Express' only Australian product, The Observatory Hotel in Sydney, did not signal a withdrawal from

the local market.

"We are not any less committed to Australia from an outbound travel perspective; in fact we have expanded our sales presence by employing a dedicated director of sales for Australia & New Zealand, specifically looking after the trains and cruises side of our business," he said.

Karen Conlon was appointed in November and is based at offices in Bondi Junction.

One of her major projects is the July 2013 launch of Orient-Express' newly built river cruiser, the 50-pax *Orcaella*, in Myanmar.

Arroll said South America hotels were the strongest performer for Australian clients, followed by Asia, "but Europe is the one where we make most revenue because of the rates we charge."

The *Road To Mandalay* river cruises, the Eastern Oriental and trains in Africa were also "an amazing success" for retail agents.

"We're looking forward to a strong year this year and already have some great incentive and group business on the books," Arroll added.

Orient-Express Hotels Ltd is owner or part-owner and manager of 45 hotel, restaurant, cruise and luxury rail businesses in 22 countries.

EK rolls out Warsaw

EMIRATES yesterday expanded its route network to 129 int'l destinations, commencing daily services to Warsaw, Poland.

Utilising triple-class A330-200s, the Dubai-based carrier is the first international service to offer a First Class product in Poland.

Int'l continues to rise

MORE than 29.43m passengers departed Australia on scheduled international services in the year ending Nov 30, 2012, a jump of 4.9% compared to Nov 2011, new govt data released today reveals.

Total international passenger traffic figures surpassed 2.4m for the month across 52 airlines flying services into Australia, a year-on-year increase of 6.3%.

Qantas continued to carry the lion's share of pax with 17.3% of traffic - down 1 percentage point on a year ago - with AKL to SYD remaining the most popular route and flights from Singapore to SYD and BNE posting the largest gains.



Window Seat

QANTAS is celebrating its return of daily services to the Gold Coast, today unveiling an aircraft made entirely out of sand.

The carrier engaged the help of Tourism Gold Coast and Gold Coast Airport, not to mention a team of sculptors, to create the sandy likeness.

Featuring incredible detail, the sculpture includes life-size people sitting in rows of Qantas seats, and can be viewed outside Customs House at Circular Quay in Sydney until 7pm tomorrow.

For more photos of the design like the one **pictured** below, see *Travel Daily's* Facebook page.



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Philippine Airlines

Garuda reinstates Perth-Jakarta

THE West Australian Govt says Garuda Indonesia's decision to relaunch daily services to Perth out of Jakarta delivers a "big vote of confidence" for the state.

Viewed as a "major increase" to WA's tourism industry by Tourism Minister Kim Hames, the new flights will launch on 28 Jun 2013, providing access to over 10m residents in the most populous city in South East Asia.

The new non-stops complement GA's existing double-daily service to the Indonesian capital which flies through Denpasar.

"Indonesia's huge population of nearly 249 million people, its rapidly developing middle class and growing economy make it an attractive visitor source market."

Over 32,000 Indonesians visited Western Australia in the year ending 30 Sep, contributing more than \$110 million in expenditure to the state's economy.

"Garuda Indonesia's decision to commence direct flights further strengthens the trade relationship between Indonesia and WA."

GA vp Australia/South West Pacific Bagus Y. Siregar said the route was spurred by "growing demand, particularly from the business community."

"We foresee that the daily service will also attract many leisure travellers," Siregar added.

The SkyTeam elect carrier will deploy Boeing 738 aircraft on the route featuring new signature interior and touch-screen LCD TVs in Business and Economy classes.

New AIME show app

DELEGATES attending the 2013 Asia-Pacific Incentives & Meetings Expo (AIME) in Melbourne now have access to a new mobile app providing info such as exhibitors, programs of events, seminars, appointments and more.

Search for the device under 'BTM Events' through app stores.

Intrepid dishing up adventure



ADVENTURE tour operator Intrepid has taken to the streets to promote its range of grassroots food trips (TD 18 Jan).

Over five days, an Intrepid Food Truck toured Sydney and is now in Melbourne, so far serving up mouth-watering Spanish, South American and Mexican dishes to more than 600 passers-by, and potential new Intrepid customers.

Delicacies included tacos, fiery Indian and Turkish delights, with packaging promoting - "Try this dish & many more on one of Intrepid's new food adventures."

The program features 28 trips that blend interests in food with a destination's key travel highlights.

Pictured are some of the crowd in Melbourne chowing down. More at intrepidtravel.com/food.

Welcome Warsaw from February

Emirates launches our daily service to Warsaw from 6th February 2013, taking our European network to 33 one-stop destinations. Now your clients can say hello to one of central Europe's most vibrant and surprising cities.

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Days	Flight No.	Depart Dubai	Arrive Warsaw
Daily	EK179	07:30	10:45

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Travelodge Hobart

TOGA Hotels today announced an expansion of the Travelodge Hotels brand into Tasmania for the first time, adding the Leisure Inn Hobart Macquarie to its portfolio.

Effective late Mar, the freshly renovated 131-room hotel will be rebadged as Travelodge Hotel Hobart, thereby becoming Toga's 17th Travelodge property.

CEO leaving 4 Seasons

FOUR Seasons Hotels & Resorts ceo Kathleen Taylor has tendered her resignation from the group to pursue outside interests, the company has announced.

Company chairman and founder Isadore Sharp said Taylor leaves a legacy of having spearheaded the group's aggressive expansion project from three to 37 countries.

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Tassie icon out of puff

TASMANIA'S The Federal Group has confirmed the closure of the iconic West Coast Wilderness Railway, effective 30 Apr 2013.

Rising maintenance costs and a downturn in regional tourism has been cited for the closure.

The steam locomotive operates a five-hour journey between the Tasmanian west coast tourist hub of Strahan and the inland mining town of Queenstown.

In five years, the number of passengers travelling on the West Coast Wilderness Railway fell from 45,000 to 30,000.

Tasmania's Infrastructure Minister David O'Byrne said the decision to end the operation was a "disappointing outcome," but largely beyond the Government's or Federal Groups' doing.

"Unfortunately, the operation isn't viable for the foreseeable future, and the Federal Group has decided to withdraw," he said.

O'Byrne said the attraction needed an investment of up to \$20 million over the next five years to "remain viable."

New airport for Bali

THE village of Kubutambahan in northern Bali will serve as the location for the new Buleleng int'l airport, first announced last year.

According to local reports, the facility will be 70kms north of Ngurah Rai Airport in Denpasar.

Early plans say a rail link will be built to connect the two facilities, with the new airport operating alongside Ngurah Rai, together able to serve 50m pax annually.

Carnival record week

CARNIVAL Cruise Lines in the US handled more than 187,000 guest reservations from 28 Jan-03 Feb - its biggest ever week of sales.

Liew cooking in Japan

MASTERCHEF 2 series winner Adam Liaw will explore regions of Japan on a 10 part TV series to air on SBS ONE this year.

The Destination Flavour Japan program will delve into the story of Japanese cuisine and culture, and follows on from Liaw's first series which aired last year.

Business Partnership Manager – SA/TAS

Complete Cruise Solution is part of the Carnival Corporation, the world's leading cruise holiday company, representing iconic brands such as P&O Cruises, Princess Cruises and Cunard.

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- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
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In addition to the above, both roles require thorough knowledge of the marketplace and strong business development skills.

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Google appeal upheld

GOOGLE'S appeal to the High Court over a Federal Court ruling it engaged in misleading and deceptive advertising conduct was yesterday upheld.

The ACCC sued Google in 2007, alleging that keywords used in a number of advertisements, some of which included users being routed to sponsored STA Travel pages when searching for Harvey World Travel (*TD* 03 Apr).

Initially, the Federal Court ruled in favour of the ACCC (*TD* 25 Jun).

ACCC chairman Rod Sims said the ruling of the High Court will be examined to see if it has any broader Consumer Law outcomes.

"The ACCC took these proceedings to clarify the law relating to advertising practices in the internet age," he said on Wed.

"The High Court's decision focused only on Google's conduct.

"In the facts and circumstances of this case, the High Court has determined that Google did not itself engage in misleading or deceptive conduct," Sims added.

Abu Dhabi famil spots

LESS than two weeks remain to win one of 60 places on the 2013 Abu Dhabi mega-famil, which is being run by the Abu Dhabi Tourism & Cultural Authority.

Agents are being encouraged to register their details online at www.abudhabiexpert.com.au, as every booking made including EY or VA flights and accom earns points towards winning a place.

Entries close on 15 Feb.

Summer sail savings

UNIWORLD is reminding the trade that Earlybird discounts of up to \$1,500 per couple are still available on select departures of 2013 Asia & Europe river cruises, if booked & deposited by 28 Feb.

Aussies love the rails

TRAVELLERS from Australia contributed €47m in revenue to Rail Europe services in 2012, with 158,000 pax booking tickets - a 15% year-on-year increase.

The most popular routes booked by Aussies included the Eurostar, French TGV, Thalys services into Benelux and high-speed services in Switzerland.

French and Swiss rail passes were among the most popular to be booked, along with Eurail.

Tourism NT laud Tiger

NORTHERN Territory's Minister for Tourism and Major Events Matt Conlan has heralded the re-launch of Tiger Airways services from Sydney and Melbourne to Alice Springs on 09 Apr (*TD* yest.) as "fantastic news."

Conlan said the announcement follows months of negotiations, and that the flights are "perfectly timed to begin just as the new tourist season is firing up."

MEANWHILE, Conlan yesterday said Tourism NT would relocate to its new Alice Springs head office in the next few months.

Expedia shines in Jan

EXPEDIA'S Travel Agent Affiliate Program (TAAP) has reported its "best month ever" for transactions to start the year, in line with "record growth" across its global operations for Q4 2012.

The Asia-Pacific region saw the highest number of bookings for the month of Jan, accounting for 40% of total reservations made.

Expedia said it expects USA and Canadian destinations to record big transaction increases as a result of its presence at upcoming Visit USA and Canada Corroboree roadshows, both held in Feb.



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 email appointments@traveldaily.com.au.

Sunlover Holidays has recruited **Jason Williams** as its new Director of Marketing, joining the business this month. Williams' appointment has seen **Hugh Houston** assume the role of National Trade Sales Manager Wholesale, to oversee both Sunlover and Air New Zealand trade links.

Rodney Harrex will relocate back to his native Australia from the UK for his new role as the Chief Executive Officer at the **South Australian Tourism Commission**. Harrex will assume his new role from 08 Apr and brings extensive experience promoting Australia in a variety of markets.

Jetstar has announced the appointment of **Grant Kerr** as the carrier's New Zealand-based boss. Kerr will report directly to Jetstar Australia & NZ ceo David Hall & will oversee all aspects of the airline in New Zealand, including the carrier's Flying Start community and charity partnerships.

Edward Lau has been named as the Chief Executive Officer of **Jetstar Hong Kong**. Lau will assume control of the operation from 18 Feb as the carrier readies for a mid-year launch, subject to regulatory approvals.

Set to start work later this month, **Rod Hillman** has been named as the new Chief Executive Officer at **Ecotourism Australia**.

In line with imminent expansion of its Brisbane services, **China Southern Airlines** has boosted its Queensland-based team with the hiring of **Nikki Woodward** as its new Sales Development Executive Queensland.

Karen Ronning has assumed the duties of TEQ Director Southern Great Barrier Reef for **Tourism & Events Queensland**, and will commence in the role from early next month.

1770 LARC Tours, located in the Queensland town of 1770, just south of Gladstone, has recruited **Amber Rodgers** as its new Marketing Manager.

Norfolk Island's **Paradise Hotel & Resort** has appointed **Par Avion Destination Marketing** as its trade representative for the Australia and New Zealand markets. Par Avion will handle all of the resort's public affairs, including advertising, wholesale relations and public relations.

Overseeing Marketing and Communications for both **Hilton Auckland & Hilton Lake Taupo**, **Cristina Magni** has been welcomed back to the hotel group after eight months working in the luxury travel industry.

Travelport has promoted **George Harb** to the role of Managing Director for China. Harb has worked with Travelport for seven years, and will be responsible for pursuing strategic business opportunities in the Chinese market. Harb has recently been active in the cooperation of Travelport with Travelsky in relation to the distribution of hotel content.

Bringing 10 years experience with the Flight Centre Group, **Danny Hooper** has been named as the new Area Leader for **Flight Centre New Zealand**. Hooper will oversee the Wellington and Hawkes Bay regions.

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Quest NSW business strategy

QUEST Serviced Apartments has announced plans to grow its NSW portfolio, with 10 new properties earmarked for the state over the next two years.

Yesterday, Quest Chairman Paul Constantiou revealed the

mission at the opening of the group's newest property at Sydney Olympic Park.

With 21 locations in NSW so far, Constantiou said Quest will boost its NSW room supply by over 70% & is targeting business travellers who spend around four nights away from home for work.

Constantiou said the investment in NSW is in line with an increase from the market who are seeking non-traditional accommodation in NSW's regional & suburban hubs.



In 2013, new properties will begin construction in Albury, Shellharbour, Nowra, Orange and Liverpool, and they will be joined by an additional five serviced apartments the following year.

Once built, Quest will offer a total of 2,365 rooms in NSW.

Constantiou is pictured above with a commemorative plaque at the debut of Quest Sydney Olympic Park, along with NSW Premier Barry O'Farrell & Olympian turned businessman Michael Klim.

Aus hotels learn from the world

TOURISM Accommodation Australia (TAA) has introduced its revamped Education & Training program, in partnership with the American Hotel and Lodging Educational Institute (EI).

The collaboration, announced 14 months ago (TD 06 Dec 2011) will allow the employees of all TAA affiliated hotel groups with the ability to undertake a globally-recognised hospitality

training course to learn skills to assist in progression of a hotel management career.

TAA managing director Rodger Powell said he was delighted at the forming of the EI partnership.

"EI is recognised as the pre-eminent leader in hospitality certification delivering quality education and training programs globally," Powell said.

"This is another significant step towards achieving TAA's strategic plan & delivering on our promises made to the industry when we launched 18 months ago".

The course syllabus will be delivered by recently appointed TAA industry programs manager Luisa Davidson, who has been tasked with developing education offerings for TAA based on the feedback received from industry and hotel chain bosses.

For more details on the course, its contents and requirements, visit www.bit.ly/taacourse.

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

CX Wing lounge opens

CATHAY Pacific has unveiled its newly renovated The Wing First-Class lounge at its Hong Kong International Airport hub.

The completed lounge now offers a new full-service bar, renovated Cabanas which include shower, bath facilities and a day-bed, and the doubling of capacity at its highly popular The Haven dining facility.

Loyal to Worldhotels

LUXURY hotel representative Worldhotels has announced the launch of its own loyalty program during its 2013 annual conference.

The scheme, which is un-named at present, will be aimed at rewarding repeat guests who book their stays directly with the hotels instead of via third parties.

Thursday 7th Feb 2013

TICNSW launches TMX

THE 2013 Tourism Managers Exchange was yesterday launched by the Tourism Industry Council New South Wales, to be held at the Shoal Bay Resort in Port Stephens from 11-13 Mar.

The conference will include a number of panel discussions and plenary sessions, including talks on the future of NSW aviation, revenue generation on mobile technology and the future of regional tourism funding.

"We look forward to welcoming our members this year," TICNSW GM Andrew Jefferies said.

Abu Dhabi

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a luxury trip to Abu Dhabi

Abu Dhabi Tourism & Culture Authority is giving one lucky *Travel Daily* reader and their guest the chance to experience the awe-inspiring nature, exhilarating adventure, rich culture and warm Arabian hospitality of Abu Dhabi.

Your luxurious prize will include: return Coral Economy Class flights to Abu Dhabi (ex Sydney, Melbourne or Brisbane) with award-winning Etihad Airways, 4 nights' accommodation at the 5* beachfront Fairmont Bab Al Bahr, an Arabian Adventures City Spectacular Tour, Sundowner Dune Safari and return airport transfers.

For the month of February, simply send the correct answers for our daily questions to abudhabicomp@traveldaily.com.au and this fascinating Arabian holiday for two could be yours.

Q5. When is the best time to visit Abu Dhabi?

Hint - Visit www.visitabudhabi.ae

The deadline for all answers is 5.00pm Thursday 28th February, 2013.
Click here for full terms & conditions and to view all questions.

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ETIHAD AIRWAYS

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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CHIEF ACTUARY WANTED FOR LIFESTYLE MOVE TO BANGKOK

Our client (*Bangkok based*) is a Bureau (Data center) and information service provider to the Thai non-life insurance industry, helping to enable fair pricing and efficiency in the whole industry. Our client is seeking to appoint a qualified senior actuarial candidate to the position of *Chief Actuary* to oversee the actuarial operations in Thailand.

This position is open to expatriates and Thai nationals. This position will provide an opportunity for you as an individual to build your coaching and management skills in a high performing and well established team of professionals. You will be working closely with other CxO, Share Holders, and Board of Committee of all Thai non-life insurance companies in Thailand.

The package offered is as follows:

\$180,000+ USD plus bonus

Responsibilities:

- Managing, supervising and developing expertise of actuarial analysts in two main areas; pricing and reserving
- Developing the sound actuarial processes and systems both for pricing and reserving
- Producing reference loss cost rates every year for the industry in respect of 3 major lines of non-life insurance business including automobile, fire, real estate and industrial all risks
- Developing additional statistics/actuarial analysis and expanding the data collection to cover further lines of business as required by the related parties
- Conducting required actuarial training courses for non-life actuaries to boost their actuarial capability
- Involvement with the General Insurance Association and Office of the Insurance Commission to undertake related actuarial work at industry level

Qualifications for the role are envisaged to include:

- Fluency in written and spoken English
- Excellent presentation and negotiation skill as the role involves presentation of results to Board and members
- Minimum 10 years of working experience as Senior Actuarial Consultant / Manager.
- Fellowship of the Institute of Actuaries of Australia, the Casualty Actuarial Society, the Society of Actuaries or equivalent professional body
- Post-qualification experience in non-life insurance in Thailand or another SE Asian country
- Experience with the use of SAS an advantage
- Experience within Real Estate and Automotive Insurance Policies an advantage.



HELENE TAYLOR CEO - COME JOIN MY TEAM

In the first instance please send your resume to **Helene** at helene@tmsap.com

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**CORPORATE ACCOUNT MANAGER
SYDNEY - SALARY PACKAGE \$85K+ +**

Manage a portfolio of clients with the objective of growing revenues, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as the professional communication & negotiation skills needed to deal with people at all levels up to Executives. Move to a growing global brand who celebrates and rewards success and offers long term career development

A NEW MANAGEMENT ROLE ON THE HORIZON

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

This great new role is within a leading organization undergoing exciting growth. As an Ops Manager for a new division all your skills and experience will be drawn upon to shape the future of the business. You'll need experience managing growing teams, implementing procedures, budget control, good knowledge of wholesale & cruise product and have the drive to succeed with a leading company.

LOOKING FOR THAT SOMETHING DIFFERENT

**CORPORATE PRODUCT COORDINATOR
SYD SALARY PACKAGE TO \$70k**

This sought after TMC have a vacancy within their sales and marketing team looking after key suppliers and building strong relationships. You will be the primary contact for suppliers, working with them to ensure contract benefits are maximized. You will have a strong travel background with excellent excel skills and a strong commercial understanding. Great opportunity to start 2013 with something different.

GROW WITH THIS LARGE TRAVEL COMPANY

**CONTRACTING MANAGER
SYD SALARY PACKAGE TO \$77k**

Feeling stale in your current product role? Looking for a fresh start for 2013? Our client a leading travel organization based in Sydney has 2 vacancies for experienced contracting managers to join their team. If you have high level negotiation and contracting experience in a recent product role, we want to hear from you. Great salary and perks on offer.

LEAD THIS PROCUREMNET TEAM TO SUCCESS.

**SENIOR PRODUCT TEAM LEADER
BRISBANE – SALARY TO \$90K PLUS**

We are searching for a strong product leader with sound contracting and negotiations skills for this successful travel company based in Brisbane. These roles only come up once in a blue moon so you need to be quick. Working across Australia and the South Pacific you will have good knowledge of these areas, leadership skills and exceptional contracting skills. A great salary with career progression is on offer.

TRAVELLED EXTENSIVELY TO AFRICA?

**ADVENTURE RESERVATION TEAM LEADER
MELBOURNE – SALARY TO \$60K**

Are you confident leading by example and being able to provide back up support for your team? This superb company is looking for a highly skilled manager with excellent knowledge of the Africa regions to lead and motivate a team of specialist reservation consultants who are experts in their field. You will need previous leadership skills, strong people skills and a great attitude, enquire today.

GREAT REWARDS FOR GREAT SALES SKILLS

**CORPORATE BDM X 3
MEL/BNE/SYD – EXCELLENT SALARY PLUS COMMISSION**

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a 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

LOVE BEING IN THE LIMELIGHT

**BUSINESS DEVELOPMENT MANAGER – LEISURE
MEL – SAL PKG TO \$55k + CAR**

Do you have the ability to make an impression with the VIC travel agency market and be remembered? This fantastic travel product is looking for a new sales manager to take over the VIC territory and manage the relationships across the state. You will be self motivated working from your home based office and be willing to get out and about to build sales in your region. A go-getter attitude will win here!

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Working in partnership with the Australian Travel Industry

Ski Reservations Consultant

Brisbane - \$35-40K + Super + Bonus - Ref 6334E

Do you love skiing? Have you travel industry work experience? Want to pull these two passions together and excel in your career? Then this is the dream role for you. Selling international and domestic ski packages in both a retail and wholesale environment. Work with likeminded people and put your expertise in this field to good use. Commission is waiting to be made with great earning potential in this role. For a confidential chat call me directly today.

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

Corporate Travel Consultants

Sydney - \$50 + Super + Commission - Ref 408

Fantastic opportunities for Corporate Travel Consultants looking for their next move within the travel industry. If you're a dynamic, sales focused and fast thinking professional with passion for travel, I really want to speak to you! You will be adept at dealing with customers from all levels, especially VIP and high end, and pride yourself on your high levels of customer service and 5* consulting! Opportunities available with several fantastic market leading companies!

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

Senior Travel Consultant

SE Victoria - \$DOE + Super + Targets - Ref 423

Crème de la crème! Only sales focused and experienced Travel Consultants need apply. This high end boutique agency is looking for a Senior Travel Consultant to join their busy & dynamic team. You will have a minimum of 5 years experience working in retail or corporate travel and have a small client following. Utilise your solid CRS skills & fares knowledge. Together you'll make a match made in heaven and loads of money too! Unbeatable rewards and career opportunities!

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

International Cruise Consultant

Adelaide - \$60K + Super - Ref 402

Time to join a reputable team that is looking for its next sales focused International Travel Consultant. If you are hungry for sales, customer focused and live for cruise, this is a fantastic opportunity to join a brilliant and well supported team. You will be offered a fantastic base salary with some brilliant commission and be well rewarded for your experience. Bring your two years past agency experience to this brand new role. Exceptional GDS skills needed.

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

Cruise Consultant

Brisbane - \$40-50K + Commission + Super - Ref 2117D

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and for travel sales then apply now. You will be working towards targets whilst earning uncapped commission within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and have been on several cruises yourself. Enjoy long term career progression and a CBD location in this role.

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

Specialist Travel Consultant (Africa)

Sydney - \$45K + Super + Bonuses - Ref 392

Sell what you love - the magical, mystical land of Africa! Do you dream of joining a dynamic team as a Specialist Travel Consultant, selling everything from midnight safaris in Kenya to African drumming sessions in Cape Town. Work in lovely modern offices with a strong, focused sales team selling luxury African adventures! A fantastic bonus system will keep your pockets lined with realistic targets! You must have sales experience and passion for travel.

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

Corporate Business Development Manager

Melbourne - \$DOE + Super + Bonus - Ref 400

Is corporate is your strength and sales is your passion? A leading company is seeking an enthusiastic Business Development Manager. Based in Melbourne, you will source new corporate accounts, build relationships and tender contracts using your outstanding sales skills and solid negotiation abilities. The ideal candidate will have worked in corporate travel, have achieved effective sales & marketing, and be looking for a new challenge. Call me for a confidential chat today.

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

Multi-Skilled Corporate Consultant

Perth - \$DOE + Super + Incentive/Bonus - Ref 6000

A boutique TMC is looking for an experienced Corporate Travel Consultant, who can offer outstanding fares & ticketing skills, fluid use of Sabre, brilliant communication (both written & verbal), and be passionate about what you do! The perfect candidate would have at least five years experience and be a real team player. There would be an element of Corporate Leisure to the role - no two days are the same! This company has an amazing reputation!

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



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(Available on Apple & Android Smartphones)**

