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First with the news

Thursday 28th February 2013

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New era for Discover Asia

LONG-TIME Asia specialist and industry personality Trevor Lake is set to relocate to Cambodia, with his Discover Asia operation to be taken over by Sydney-based travel agent Gil McLachlan.

Lake, who was md of The Travel Corporation's former Asia-focused Classic Oriental Tours before starting Discover Asia, is fulfilling a lifetime wish to take up life as an ex-pat.

After advising key industry partners of the move late last week, Lake says he was "deluged by phone calls from high profile figures in the industry saying that Discover Asia was too good a company to vanish just like that".

On Mon evening a "bidding war" was started to take over the business and keep it in operation

- but unlike most takeovers, the issue wasn't about price but who would do the most to maintain Discover Asia's standards.

McLachlan has emerged as the victor, and will keep Discover Asia running and "advance the product and profile of the business" as well as retain Marita Bray, the company's senior consultant.

McLachlan Tours operates two other niche brands: Mat McLachlan Battlefield Tours, and McLachlan Experiences.

"The product is a perfect fit for us because, like Discover Asia, our other touring brands are focused on supporting travel agents," Gil McLachlan said.

It's business as usual for Discover Asia which will continue to trade under the same name, while the phone number is unchanged at 1300 736 584.

Last day to enter!

TODAY'S issue of *Travel Daily* features the last question in our month-long Abu Dhabi comp.

Courtesy of Abu Dhabi Tourism & Culture Authority, up for grabs is a trip for two to Abu Dhabi, flying with Etihad Airways, four nights accom at the Fairmont Bab Al Bahr and sightseeing through Arabian Adventures - see **page 7**.

TD's website has all 20 questions uploaded, so if you've missed any issues, it's not too late to enter - www.bit.ly/TDabudhabicomp.

Entries close at 5:30pm today.

Best Western appoints

AAT Kings & Inspiring Journeys NSW/ACT state sales manager Steve Richards has confirmed his pending departure from The Travel Corporation after more than a decade's service.

Richards will take on the role of GM sales & marketing Australasia for Best Western Hotels, based in North Sydney, effective 18 Mar.

His Travel Corporation tenure also included positions with Contiki UK and Creative Holidays.

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

Seven pages of news

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

- TMS Asia Pacific jobs
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- Travel Trade Recruitment
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ICCA 2013 Masters

CARNIVAL Spirit will play host to the International Cruise Council Australasia's 2013 Masters Conference later this year.

Departing Sydney on 15 Nov, the eight-night South Pacific voyage aboard *Carnival Spirit* visits New Caledonia and Loyalty Islands, & provides the backdrop for six 3-hr conference sessions & free time.

Guaranteed balcony cabins are priced at \$1,545ppts, including a pre-night - www.cruising.org.au.

Workforce futures popular

AFTA Education & Training has seen strong interest in the new Workforce Futures program (*TD* 05 Feb), with more than 50 travel industry firms having registered in the first two weeks.

The government-funded scheme sees Skills Advisors, under the supervision of AFTA, visiting participating businesses to perform a face-to-face business diagnostic assessments.

The outcome is to develop, in collaboration with the business owner, a Workforce Development Plan focusing on the "capability and capacity of its human capital."

Rick Myatt from AFTA Education & Training told *TD* the program is focused on the SME segment (1-99 staff), "although there are many larger companies already showing their keen interest."

AFTA members can apply to participate in the scheme, fully funded and free of charge.

The Workforce Futures scheme

involves a national network of more than 100 industry skills advisors, and is available to 2500 tourism and hospitality businesses, with the aim of up-skilling the tourism workforce.

Each engagement covers 17.5 hours of advisor time - 7.5 for the first engagement and ten hours over a six month period.

A diagnostic system tool will highlight the strengths and weaknesses of the company's workforce and highlight any appropriate training facilities.

See www.afta.com.au.

Accor Hotel super sale

ACCOR will offer savings of up to 40% at more than 340 hotels in Asia-Pacific during its 'Hotel Super Sale' from 08-12 Mar.

The bargains will be valid for stays between 27 Mar-30 Jun.

Members of Le Club Accorhotels will have early access on 05 Mar.

QF bag policy active

QANTAS has activated its new international checked baggage allowance & additional Frequent Flyer and Qantas Club allowance (*TD* 15 Feb) to match that of proposed partner, Emirates.

Applicable for travel from 31 Mar, QF will move from a piece & a weight system to a weight allowance system for all int'l flights excluding the Americas.

Domestic baggage allowances are not affected by the change.

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CTM lifts profit guidance

CORPORATE Travel Management has cited "continued organic growth, high retention of existing clients and encouraging signs from the US acquisition" for an upgrade of its full year profit expectations to as much as \$22 million EBITDA.

The company this morning announced a strong first half result (**TD** breaking news), with after-tax profit up 22.7% to \$5.7 million and a 36.5% increase in total transaction value to \$431m for the six months to 31 Dec.

MD Jamie Pherous said the company was continuing to be on the lookout for acquisitions, with the purchase of Denver, Colorado based Polk Travel in the USA in Jul giving the company "the opportunity to capitalise on its

global client base" as well as extending its value proposition offshore.

"We are encouraged by the activities to date in the USA and expect a greater contribution in the second half," he said.

The CTM board has declared an interim dividend of 4c per share, up 33% on the previous year.

CZ to Russia non-stop

CHINA Southern Airlines will introduce a new thrice weekly non-stop Guangzhou-Moscow services from 19 Jun, expanding the reach of the Canton Route.

The route will be operated by Airbus A330-200 aircraft, with launch fares from Australia starting from \$1,297.

CZ already flies to Moscow four times weekly, via Urumqi, China.

Breakaway float out

NORWEGIAN Cruise Line's new 146,600-tonne ship *Norwegian Breakaway* was floated out in Papenburg, Germany for the first time overnight (**below**).

The 4,028 pax vessel has been under construction at the Meyer Werft shipyard since Sep 2011.

Breakaway will be based in New York City from late Apr where it will offer year-round voyages to the Caribbean and Bahamas.



Longer Rusty waiver

QANTAS has extended its commercial policy due to Tropical Cyclone Rusty in the country's Norwest region (**TD** Tue), for travel until 01 Mar 2013.

The policy covers Karratha, Port Hedland, Broome and Newman.

IASC EK/QF c'share OK

QANTAS has won approval from the Int'l Air Services Commission to allow Emirates to codeshare on QF services from Australia to the United Kingdom, the United Arab Emirates and Singapore.

However each of the IASC's decisions states: "Nothing in this decision, however, should be taken as indicating either approval of disapproval by the ACCC."

"This decision is made without prejudicing, in any way, possible future consideration of code share operations by the ACCC."

QF's request to allow Emirates to display the 'EK' designator on routes to Thailand is still "under consideration," the IASC said.

King Kong commission

GLOBAL Creatures has made a commitment to the travel trade, offering agents exclusive ticket allocations as well as commission for its soon to launch music theatre spectacular, *King Kong*.

Opening to the public in Melbourne on 15 Jun, wholesale pricing is now available to book via Showbiz, with commission of up to 13% offered to the trade.

"We are serious about making King Kong at Melbourne's Regent Theatre a tourist destination in the Asia Pacific region, so we have taken the unusual step of offering wholesale travel pricing as a sign of commitment to help travel trade sell Australia, Melbourne and our show," said ceo Carmen Pavlovic.

Agents are offered flexible payment terms, the ability to sell beyond the public 'on-sale' dates and easy ticket collection - see www.showbiz.com.au/king-kong.

Quest Frankston

QUEST Serviced Apartments will expand its Victorian presence when the Peninsula on the Bay in Frankston opens in Apr.

Asian Pacific Group yesterday said the revamped site features 86 Quest managed units (**TD** 20 Aug).



TV PERSONALITY Richard Wilkins is one of the "celebrity endorsers" of the stunning new business event facilities at Sydney's The Star, with the property's state-of-the-art Event Centre officially launched at AIME in Melbourne this week.

A glittering array of stellar personalities were interviewed for a video about the centre - including none other than Jill Varley - the editor of our sister publication



Business Events News.

To view it click on the logo or see traveldaily.com.au/videos.

THE latest hot hotel property in Europe is a former prison in Holland which was notorious for its cruel incarcerations.

The 105 tiny cells at Het Arresthuis ("The Judgement House") in the Dutch town of Roermond have been transformed into 40 luxury suites, and in stark contrast to its bleak past, now feature air conditioning, wi-fi, flat screen TVs and a coffee machine.

Het Arresthuis ceased operating as a prison just six years ago, with the transformation also seeing the addition of a sauna, fitness centre, organic herb garden and an olive grove.

See www.hetarresthuis.nl.



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DayDream stay pay

DAYDREAM Island Resort & Spa has a Stay 5/Pay 4 package priced from \$598ppts for stays over the Easter long weekend, including brekkie & activities - 1800 075 040.

Air NZ long-haul returns to profit

AIR New Zealand has reported its best interim profit in half a decade, with half year earnings before tax up 300% year-on-year, from NZ\$33m to NZ\$139m.

Net profit after tax increased NZ\$62m to NZ\$100m.

Citing confidence in the future following a "substantial change program," the company claimed to be one of the strongest airlines financially, and would lease two

extra Boeing 777-300ER aircraft, to join its fleet next year.

Adopting the change program "has positioned the business for consistent growth & sustainable profitability over the coming years," chair John Palmer said.

Air NZ ceo Christopher Luxon said Tasman and Pacific Island routes remain "a critical part" of the carrier's network, while its alliance with Virgin Australia "is proving very successful."

Luxon added that it's the first time since the financial crisis that Air New Zealand's international long-haul arm was profitable, due to network fine tuning and improving sales execution.

BA/CX ADL codeshare

CATHAY Pacific has now added Adelaide to its list of Australian destinations which can be booked in GDSs as part of it codeshare with British Airways (TD Tue).

Earlier this week the **oneworld** carriers revealed a new codeshare deal covering Sydney, Melbourne, Perth, Brisbane, Cairns and Adelaide, however flights to the SA capital were not yet bookable.

The move comes after Qantas terminated its long-standing Joint Services Agreement with BA in favour of a pact with Emirates.

G Adv UMI milestone

G ADVENTURES has surpassed 1,600 travel agent registrations for its Uber Massive Incentive (UMI), where a prize kitty at over \$100,000 is up for grabs.

The promotion is based on pax number booked, not revenue - see www.gadventures.com/umi.

M-I-C-K-E-Y for a H-W-T group



'**THE** Happiest Place on Earth' beckoned for this group of Harvey World Travel agents, who were all whisked off to Disneyland for five days of fun, action and adventure as incentive prize winners.

Sponsoring the Disneyland incentive trip was Qantas Airways, Qantas Holidays and Disney.

While in Anaheim, the group had the chance to see all that is new about Disneyland, such as Cars Land, which opened mid last year, and to relive all of the timeless classic Disney moments scattered around the world-famous park.

Staying at Disney's Grand Californian Hotel & Spa, which is the only Disney property with its own private theme-park

entrance, the group had breakfast with Goofy, lunch at Ariel's Grotto and enjoyed a fine-dining meal at Carthay Circle.

Also on the agenda was a performance of Aladdin's Broadway-style musical, a Mad tea-party and the nightly World of Colour Water Spectacular.

Pictured above with perhaps the world's most famous mouse, from left is Michelle Woodsford, HWT Reservoir; Danielle Cook, HWT Mackay; Saskia Van Dongen, Qantas Holidays; Ashlea Angove-Tredgett, HWT Echuca; Ruth Thompson, HWT Strathpine; Karen Prideaux, Disney and Melissa Frawley from HWT Collins Street in Melbourne.



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Viva! agent promo

VIVA! Holidays will reward one agency the Ultimate VIP Butler experience in Apr by selling its Bali VIP Packages, which start at \$839pp - www.bit.ly/VivaVIP.

THL profit halved

NZ-BASED Tourism Holdings Limited today reported a half year operating profit of \$5.3m - less than half the prior corresponding period result of \$11.4m.

The previous year was strong due to the Rugby World Cup, while there are also extra costs due to the company's merger with KEA Campers and United Campervans (**TD** 03 Sep).

"THL, United and KEA, operating as a single rentals entity in New Zealand for the two months to December 31, have made a seamless transition into a merged entity," the company said.

Chairman Keith Smith said THL still faces "significant challenges in core inbound markets".

Qld regional funds

QUEENSLAND Tourism Minister Jann Stuckey has announced a further \$3 million in funding for regional tourism organisations.

The injection nearly doubles the \$4 million core funding already set aside for the state's RTOs in 2013/14, developed in alliance with the post-DestinationQ working group," she said today.

PTM's enjoy Fiji on Endeavour



FOUR TravelManagers agents recently explored Fiji's second largest island - Vanua Levu - from onboard the Captain Cook Cruises *MV Reef Endeavour* vessel.

Kicking back for seven days on the stylish cruiser, the agents circumnavigated the island, taking the opportunity to visit many of the isolated villages dotted around the land.

Along with six other agents, the group were invited by CCC to take part in the faml to experience the

Captain Cook onboard lifestyle, hosted by CCC Sales & Marketing Manager Alex Raicebe as well as Tourism Fiji's Louisa Siniasi.

The group of TravelManagers are **pictured** above and consisted of Christopher Cogan and Kirsty Hewitt from Victoria, with Diane Craig and Lyn Tyson from New South Wales, all partaking in a traditional Fijian sunset welcome ceremony before a time-honoured Fijian dinner at Nakawaga Village on Mali Island in Northern Fiji.

ACCC/NZCC coop

THE Australian Competition & Consumer Commission has agreed to allow the New Zealand Commerce Commission to share compulsorily acquired info and provide investigative assistance.

Currently, the ACCC is able to provide relevant information and assistance to the NZ watchdog.

The move comes as government regulators mull a proposed Qantas and Emirates alliance, which has already received a favourable Draft Determination from the ACCC, except on Tasman flights.

Ghan Anzac tribute

GREAT Southern Rail will offer its third annual Anzac Tribute journey aboard The Ghan from Darwin to Adelaide on 24-27 Apr.

The trip includes Dawn Service at Katherine, a tour of Adelaide River War Cemetary with war historian, a tour of Anzac Hill Memorial in Alice Springs & more.

Guests will be entertained on board The Ghan by singer-songwriter James Blundell.

Free seaplane transfer

FOUR Seasons is offering free return seaplane transfers for two when booking three nights each at its two Maldives properties - Four Seasons Resort Maldives at Kuda Huraa & Four Seasons Resort Maldives at Landaa Giraavaru.

The *Paradise Twice* deal is valid for stays through to 20 Dec, and represents a saving of \$US1,040.

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This week Laura Csอร์ตan will be travelling through Europe with Trafalgar and Etihad Airways on The Morning Show, experiencing what it's like to travel as an insider.

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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.

Making the move from Brisbane to Sydney, **Jessica Uhlmann** has taken on the role of Corporate Communications Officer for **Etihad Airways**. Uhlmann was most recently with Asia-Pacific Public Relations.

The Gold Coast's **Watermark Hotel** in Surfers Paradise has welcomed **Kym Carter** as its new General Manager. Carter moves to Watermark from a GM role with the Stamford Plaza Brisbane, and also brings experience with both the Hilton and Accor Groups to his new post.

Returning to the city where she began her career, **Amanda Elder** has joined **The Marriott Group** in the role of Director of Sales & Marketing. Elder will oversee the group's properties on the Gold Coast and Brisbane, and joins the firm after an 24-year career with Starwood Hotels, with her most recent role as Vice President Sales Europe.

Geraldine Chin Moody has been recruited by **Virgin Australia** as its new Group Executive for People, Culture and Sustainability. Chin Moody will commence with the airline from tomorrow.

Startup Chinese hotel representation group **Ahn Luh** has appointed **Akira Moreno** as its first CEO, ahead of significant Chinese expansion.

The **Park Hotel Group** has announced the promotion of **Mohd Rafin** to the role of Chief Corporate Officer. Rafin will take charge of the firm's expansion plans in the region as the group seeks new hotel partners.

Luxury Thailand resort **The Chedi Chiang Mai** has appointed **Andy Kunz** as its new General Manager. Kunz moves from Dubai for his new role.

To take effect from Apr, **Sabre Hospitality Solutions** has announced the promotion of **Alex Alt** as its new President and General Manager. Alt replaces Felix Laboy, who has decided to pursue outside interests.

The **Pacific Asia Travel Association** has named **Daniela Wagner** as its European Coordinator. Wagner co-founded eWaterways in 2008 and her career also includes a stint as global md for OctopusTravel.

EK one-off LGW A380

EMIRATES will operate EK15/16 between Dubai and London Gatwick using an A380 aircraft on 26 Feb 2013, as a one-off service testing LGW's new A380 facilities.

Pan Pacific celebrates at AIME



PAN Pacific Hotels hosted key industry partners at a lavish Melbourne bash on Tue night, as part of its participation in the 21st Asia-Pacific Incentives and Meetings Expo.

The event at The Deck@Circa the Prince included an intimate performance from Aussie songstress Kate Ceberano.

Pan Pacific gm Craig Bond told guests about the group of 30 boutique hotels worldwide including four in Australia, with the Parkroyal Darling Harbour relaunched just last week after a \$20 million refurbishment.

More from the event in tomorrow's **Business Events News** - subscribe free online at www.businesseventsnews.com.au.

Pictured above are: Craig Bond,

Pan Pacific Hotels Area General Manager of Oceania; Keren Southgate, Pan Pacific Area Director of Sales Oceania; and Nick Berry, director of sales Pan Pacific Perth.

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Lost & Found in Singapore



This week **Travel Daily** and **Singapore Tourism Board** are giving you the chance to win **one of four \$200 Red Balloon vouchers**.

Be surprised at the adventures Singapore has to offer! There's certainly more than enough thrills - think free falls or high speed - in this city to set your heart racing. The question is, are you game for it?

Share with us something you found in Singapore and you'll be in the running to win.

I got lost in Singapore and found an exciting adventure: (in 25 words or less)

Send your entry by COB on Fri to: stbcomp@traveldaily.com.au



EY/Jet Heathrow slots

ETIHAD Airways has agreed to purchase Jet Airways' three pairs of slots at London Heathrow for US\$70 million, which it will lease back to the Indian carrier.

Agents want decent coffee

ACCORDING to entrants in the recent *Travel Daily*/inPlace Recruitment weekly competition, an espresso coffee machine is the most sought after office perk.

Entrants were asked to choose one office perk that would make their work day more satisfying with the lure of fresh espresso coffee the hands down favourite.

Other top perk picks included a regular massage and Friday team get togethers, gym memberships, birthdays off, or even a chill out room with a sleep pod.

The comp was won by Helen Hunter-Lee of Nationwide Travel, who is pictured above receiving her prize of a \$500 Red Balloon Gift from inPlace Recruitment's managing director Sandra Chiles.

See Helen's winning entry at www.facebook.com/inplacerecruit.



Amadeus strong

AMADEUS overnight unveiled its full year results to 31 Dec, with "adjusted profit from continuing operations" up 18% to €575.1m.

Revenue grew 7.56% to €2.9b, with air travel agency bookings up 3.5% to 416.5 million.

The company said it had expanded its global GDS market share by 0.9 points to 38.6%, "thus further extending its leadership position".

The IT Solutions business saw a 13% increase in revenue to €709 million, with Passengers Boarded up 28.4% to 563.8 million, due to an increase in the number of carriers using the Altea system.

Based on existing contracts and IATA forecasts, Amadeus projects that this will rise to more than 800 million in 2014 as more airlines make the switch.

CEO Luis Maroto said 2012 had been an "outstanding year all round, with a strong financial performance as well as landmark customer wins such as the Southwest and Expedia contracts in North America".

Amadeus is continuing to invest in areas such as IT solutions for airports, hotels and rail, he said.

All Nippon on Hahn

E-TICKETING platform Hahn Air has added Japanese carrier All Nippon Airways (NH) to its list of partner airlines.

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.**

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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.

Q20. Tell us in 50 words or less the top three products you would like to experience and how that will help you sell Abu Dhabi on your return?

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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Vegas Global district

LAS Vegas Convention and Visitors Authority has revealed plans to develop a \$2.5 billion int'l business destination incorporating massive renovations for the 54-yo Las Vegas Convention Center.

The project will also leverage & expand the World Trade Center designation, with the goal to lure more meetings and conventions to the so-called Las Vegas Global Business District, and place the Nevada city ahead of competitors for the next 25 years.

A centralised transportation hub to improve connectivity in the resort corridor is also planned to cater for the projected 44m annual visitors, and up to 7m convention delegates over the next decade.

Up to US\$150m will be raised to fund the first of three phases over coming years.

Uniworld incentive

AGENTS booking any Uniworld cruise between 18 Feb-31 Mar will go into the draw to win an eight-day Venice and the Po River Italian itinerary cruise for two.

The incentive also offers an iPad Mini for a second prize and a dinner for two (valued at \$200) as a third prize.

Sliding in Launceston

LAUNCESTON City Council has approved for part of the nearby Heritage Forest in Inverman to be developed into a dry ski-slope style tourist attraction offering tube rides down part of the hill.

A new company, Dry Slopes, will lease part of the forest for \$4,500 per year to build the attraction, which is expected to be operational by Oct this year.



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You will develop innovative and pro-active sales strategies to help secure profitable new business. The ability to build relationships with both clients and colleagues will also be critical to your success. Previous business development experience in travel or tourism is essential.

If you are a sales savvy individual with proven performance in the sales arena then email [Sally Frape](mailto:Sally.Frape@tmsap.com) or [Ainslie Hunt](mailto:Ainslie.Hunt@tmsap.com) on sally@tmsap.com or ainslie@tmsap.com

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- interviewing and short-listing candidates
- negotiating job offers,
- confirming placements,
- marketing including placing adverts,
- client account management and business development

WHAT'S IN IT FOR YOU:-

- an excellent salary package plus uncapped commission
 - achievable team bonuses
 - upto 25 days paid holiday leave
 - one on one training and development
 - exciting annual 5 star conferences
- Min 5 years travel exp including supervisory a must for this role!

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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 global brand that celebrates and rewards success and offers long term career development

BUILD STRONG RELATIONSHIPS

CORPORATE ACCOUNT MANAGER PERTH & MEL– SALARY PACKAGE TO \$85k + INCENTIVES

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

PERTH BASED OPERATIONS ROLE

CORPORATE TRAVEL MANAGER PERTH– TOP SALARY \$80K PLUS

You don't find many corporate management roles in Perth so be quick. Work for this TMC and manage a high profile account, lead and motivate your team whilst liaising with the clients to resolve any issues on a daily basis. You will be a strong manager from the travel industry with exceptional presentation and communication skills. Great salary on offer, no consulting involved, pure management role.

INDUSTRY SALES IN NSW

BDM – WELL KNOWN TRAVEL PRODUCT SYD - SALARY PACKAGE to \$60k + Incentives

This fantastic new sales role has a vacancy open with your name on it. Use your ability to get out to market and sell this product to the retail agency market. You will be an experienced sales executive who has the ability to take control of the NSW territory. Your friendly personality, presentation skills & creative ability is required here. Great famils, car allowance & bonuses await the perfect person.

ATTENTION ALL ANALYSTS IN SUNNY QLD

PRODUCT ANALYST BRISBANE– SALARY PACKAGE OTE \$80K++

This leading travel company in Brisbane has a vacancy within their product team, you will be responsible for providing commercial support to the product contracting and finance teams with a key focus of maximizing contract margins by providing financial analysis over key contracts. Bring your strong analytical skills, finance and travel knowledge to this rare vacancy, great salary on offer.

LEADERS MOVE AWAY FROM FACE TO FACE

RETAIL TEAM LEADER SYD - SALARY PACKAGE \$60K PLUS INCENTIVES

This leading international wholesale organization have a vacancy within their direct reservations team for a strong team leader to motivate and lead this team to even further success. Leading a team of 4 you will have a strong background in travel, have used a GDS system and have proven leadership skills. A great salary plus incentives will be offered plus ongoing career development.

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Cruise Consultant

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

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and travel sales then apply now! You will be working towards targets and 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. Long term career progression and a CBD location are some of the perks to this role.

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

Cruise Specialist - Travel Consultant

N Sydney - \$DOE + Super + Commission - Ref 454

Passionate about Cruise? We are looking for an expert to join an expanding online booking agency as a Senior Cruise Consultant. You will be generously rewarded for your hard work and integrated into a friendly likeminded team. Offer clients a personalised service and utilise your extensive product knowledge. If you're confident selling cruise holidays, ranging from luxury worldwide itineraries to short domestic itineraries as well as international travel, then apply now!

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

Snr. Leisure & Corporate Travel Consultant

NE Victoria - \$Competitive + Incentives- Ref 448

Thinking about relocating? Or maybe you're just bored of your old job? A dynamite Travel Consultant is required to bring passion and a client base to a dynamic, well established office in North East Victoria, selling a mix of Corporate & Leisure Travel. Ideally you will have the experience to be able to meet each client's individual demands using Amadeus & Travelog to book memorable worldwide itineraries. Create a bang and reignite your passion for travel again.

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

Reservations Team Leader

Adelaide - \$90K OTE + Super + Incentives- Ref 0394

Its time to make the move into your true love - Active Holidays! Can you lead a small team to meet and exceed targets? Can you lead by example and assist the team with the day-to-day running of the office, keeping abreast of what's new? Harness your team leading skills and combine with your love of sports, such as hiking, tracking and marathons. This is a hands-on role, so bring your wealth of experience to this well established office. Uncapped commission offered.

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

Senior Online Travel Consultant

Brisbane - \$40-50K + Super + Commission - Ref 2177C

An experienced travel industry professional who wants to step away from face-to-face sales and focus on high spend lucrative bookings is needed. If you have the sales skills, product knowledge and drive to succeed then you will flourish in this position. The custom is there waiting to be serviced by a suitably experienced candidate. Great earning potential and fantastic company benefits are offered to the successful applicant with this leading travel company.

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

Corporate Travel Consultants

Canberra - \$Excellent + Commission- Ref 449

Are you an experienced Corporate Travel Consultant feeling undervalued and bored in your current role? We have several new opportunities with some great Global TMC's in the nation's Capital. Join dynamic, fast paced and friendly teams in either sales focused, high volume & high commission roles or VIP boutique roles, which require less sales focused experience. Brilliant base salaries are offered + excellent earning schemes.

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

Senior Travel Consultant

Bayside Victoria - \$Negotiable + Super - Ref 452

Looking for a refreshing new role? Does working down by the seaside entice you? This leading agency in the Bayside area is looking for a Travel Consultant to join their small and busy team. You will have solid Amadeus skills, excellent people skills and ability to book complex itineraries to worldwide destinations. The ideal candidate will have a minimum 3 years experience in a retail agency and have a can-do attitude. Stop the CBD commute and work closer to home!

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

Corporate Travel Consultant

Perth - \$50-60k + Super + Benefits- Ref 0455

Our client is a boutique TMC looking for an experienced Corporate Multi Skilled Travel Consultant. You will offer outstanding fares and ticketing skills, fluid use of Amadeus, brilliant communication, both written & verbal, and be passionate about what you do! The perfect candidate will have at least 5 years experience and be a real team player. This is a busy boutique agency with an amazing reputation. Earn an excellent salary and be appreciated for your experience!

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

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