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First with the news

Thursday 20th Jun 2013

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New MH regional SVP

MALAYSIA Airlines has named Mr Lee Poh Kait as its Regional Senior Vice President of Australia, NZ and South West Pacific. He's been with the carrier since 2007 - more industry appointments on [page six](#).

ACCC fines rental car firm

BRISBANE-BASED Abel Rent a Car has been ordered to pay a \$30,000 fine after court action by the Australian Competition and Consumer Commission over misleading advertising.

The move followed a complaint from a consumer who had picked up a vehicle from the company and was forced to pay more than they had been quoted online.

The ACCC says it examined the Abel Rent a Car website, and found that although vehicles were advertised at a daily rate of \$35, this did not include additional mandatory charges including a \$5 per day "vehicle registration recovery fee" and a

7.5% "administration fee".

That meant the true cost was \$43.54 per day - almost 25% higher than advertised.

"Businesses must not mislead consumers with a headline price that contains hidden and additional charges," ACCC chairman Rod Sims said.

"Advertising should display a total minimum price that includes any tax, duty, fees or levies".

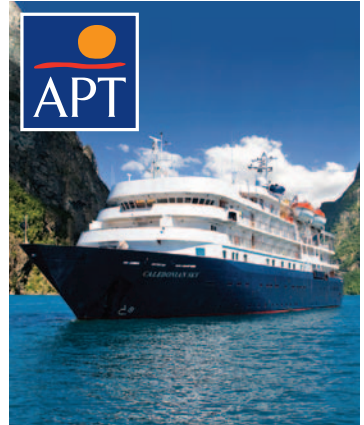
Sims said that the ACCC had previously put the rental car industry on notice to improve its level of compliance with the Australian Consumer Law.

"This penalty is a clear sign that the courts accept the seriousness of this conduct," Sims said.

In the judgement, the court stated that the disclosure of additional fees and charges on subsequent web pages during a booking "were not sufficient to negate the effect of misleading representations on the home page of a website".

ATEC renewals

ATEC has opened membership renewals for 13-14 - [CLICK HERE](#).



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EY boosts KUL flights

ETIHAD Airways has announced a doubling of frequencies between Abu Dhabi and Malaysia, with a second daily service on the route from 15 Jul.

The new flight will utilise an A330-200 aircraft leased from Indian carrier Jet Airways - while selected flights between 17 Sep and 26 Oct will also operate using a Virgin Australia aircraft.

EY ceo James Hogan said the new double daily schedule caters for growing travel demand between the countries as well as giving more convenient onward travel to Europe.

The existing Etihad-Malaysia Airlines codeshare deal will also be extended to the new flight.

Eight pages of news

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

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Clark to Cruise Holidays

FORMER Complete Cruise Solution director of sales, Don Clark, has been named as Cruise Holidays Australia's new Business Development Director.

Clark is well known across the industry, with his extensive career also including a stint as regional gm for British Airways, and he left Carnival Australia in a restructuring earlier this year (*TD* 13 Feb).

Cruise Holidays is the local division of North America's oldest

APT live from Peru

APT will next week feature in the first ever Australian breakfast TV show broadcast live from Machu Picchu, with Channel 7's *Sunrise* featuring a week-long destination feature in Peru.

Sydney correspondent Edwina Bartholomew will host the segments which will also feature an APT Amazon river cruise on the *Delfin II*.

The move is set to spur consumer interest in Peru, with agents encouraged to be prepared by boning up on APT's South America program - for more info, call 1300 278 278.

cruise specialist franchisor, and formally launched earlier this year through a partnership with Brisbane-based CruiseMart.

Cruise Holidays md Les Farrar said the appointment of Clark "clearly signals our intent to become the premier network of cruise specialists for both home based agents and affiliate stores in Australia".

Cruise Holidays offers a "leading edge technology and marketing platform" developed specifically for cruise specialists.

"We have a unique suite of systems to support and develop our agent's businesses, including consumer marketing done on their behalf," Farrar said.

He said the challenge at this stage is to "communicate this advantage to the trade," with the appointment of Clark a key part of spreading the message.

Clark said he was thrilled at the new opportunity, saying "Cruise Holidays is a hugely successful business in North America, and the challenge of helping to replicate this in Australia is one I'm really excited about".



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Huge week for ACT hotels

ACCOR hotels in Canberra this week have recorded their busiest period of business in more than two years, with the ACT experiencing a "perfect storm" of occupancy-boosting events.

As well as the normal busy-ness of a Parliamentary sitting, the British Lions were in town as part of their rugby tour, and there was also the Australian Local Government National Assembly.

Accor said that Novotel Canberra was up 6.3% while Mercure Canberra was filled with rugby union fans and conference attendees, showing a huge 26.9% improvement in performance.

The average nightly rate at both properties averaged \$330 - about \$190 higher than normal.

Group bookings accounted for a large proportion of the business - 58% of occupancy at Novotel Canberra and 65% at the Mercure - with Accor regional manager for NSW/ACT, Scott Boyes, saying the Lions tour in particular had a "huge knock-on effect for the tourism and hospitality industry.

"It goes to show that an event-based strategy is a real driver of tourism...and we at Accor are committed to supporting governments and event organisers to make it happen," Boyes said.

He said that the third test match between the Wallabies and the Lions at Sydney's ANZ stadium on 06 Jul was also seeing Accor's Pullman, Novotel and Ibis hotels at Sydney Olympic Park already nearing capacity.

Brazil searches soar

THE victory by Australia's Socceroos against Iraq this week, which saw the team qualify for the 2014 FIFA World Cup, has seen searches for flights to Brazil "skyrocket," according to flight comparison site Skyscanner.

The company said it saw a seven-fold increase yesterday, with spokesman Dave Boyte predicting that Brazil will become one of the top long-haul destinations next year.

More than 3 million World Cup tickets will go on sale on 20 Aug, with ticket information on the FIFA website from 01 Jul and the event on from 12 Jun-13 Jul 2014.

Ruapehu flexi passes

THE New Zealand North Island ski region of Mt Ruapehu is this season offering a new Flexi Pass ski product, which can be loaded with two, three, four or five days of lift access.

Valid at either Whakapapa or Turoa, the flexi passes are available at discounted prices until 30 Jun, after which they will be available at ticket windows for full price or discounted online.

See www.mtruapehu.com.



Window Seat

A JAPANESE rail company in Japan is offering the chance for a lucky couple to have a train enthusiast's dream wedding.

JR East is celebrating the 141st anniversary of the launch of Japan's railways with the competition which will see the winners tie the knot aboard the Yamanote line, in the presence of up to 120 wedding guests.

"We expect applications from couples who are somewhat attached to the Yamanote line, including those who live nearby.

"But they need not necessarily be rail fans," the company said.

The wedding party will have exclusive use of an 11-car train which will take an hour to traverse the 35km line, stopping at all 29 stations along the way.

THE renowned Parisian proclivity for rudeness has led to the creation of a new manual for French locals, aiming to teach them to be more welcoming.

Dubbed "Do you speak Touriste," the booklet includes greetings in eight languages plus cultural tips for various visiting nationalities.

Chinese are described as "fervent shoppers," and that "a simple smile and hello in their language will fully satisfy them".

Italians like to be shaken by the hand, while Britons prefer to be called by their first names, the manual says.

About 30,000 copies of the leaflet are being distributed to taxi drivers, waiters, hoteliers and tourism workers.

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Russia solo deal

RUSSIAN Travel Centre has just released a last minute solo traveller special for the 31 Aug departure of a Russian river cruise from St Petersburg to Moscow.

Single passengers on the 10 night voyage aboard *MS Russ* will pay \$1813 per person for sole occupancy of a twin share outside cabin, saving \$907.

The price includes all meals, comprehensive sightseeing, entertainment and port taxes - for details call 1300 668 844.

TripAdvisor purchase

TRIPADVISOR has acquired a business called GateGuru, described as "the leading mobile resource for flight and airport information around the world".

GateGuru offers detailed maps and insights on stores, amenities, restaurants and gate locations at airports, combining user-generated content with official information from airports.

See www.gateguruapp.com.

UA links awards to passenger spending

UNITED Airlines has added new spending criteria for upper levels of its MileagePlus frequent flyer program, which come with a range of incentives such as upgrades and priority check-in.

From Jan 2014, UA passengers must spend at least US\$10,000 and travel 100,000 miles or 120 segments to gain the top status of Premier 1K, with the move targeting "mileage runs" by some customers who buy cheaper fares for long-distance flights to boost their accounts faster.

Delta Air Lines made a similar change to its loyalty program earlier this year.

First 737 MAX sooner

BOEING has announced that the first delivery of its new 737 MAX aircraft to launch customer Southwest Airlines will be a quarter earlier than planned.

The aircraft is still some way off, with the launch now scheduled for the third quarter of 2017.

Boeing spokesperson Scott Fancher said that the acceleration was due to "disciplined development" which has seen it "retire key technology risks".

The 737 MAX offers improved fuel efficiency and new engines.

They've been to Ellen back



Mercator mobile app

A NEW loyalty smartphone app developed by Emirate-owned airline IT firm Mercator has been adopted for the first time by Club Premier Aeromexico, which will enable over 3 million members of the Mexican loyalty scheme to accrue and redeem points via mobile devices at any place and any time.

The app includes in-built geo-location facilities to highlight nearby program partners.

Mercator's new app is available for free download on both the Apple iTunes and Google Play Android stores.

THIS lucky group of travel consultants from across the JTG networks were recently hosted to a live taping of the Ellen show in Los Angeles.

Flying on the flagship QF A380 aircraft and hosted at the Langham Pasadena, they also experienced the VIP Universal Studios tour, took in LA's tourist sites and did lots of shopping!

Pictured at the taping are, from left: Jenny Gill, HWT New Farm Qld; Vitina Mazzarino, Global International Travel Vic; Rick Pirone, Jetset Glynde SA; Debbie Durrell, Jetset Belmont WA; and Samantha McGrath, Travelscene Taren Point NSW.

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EtihaD celebrates First Class Quest

IT WILL probably be pretty hard to wipe the smile off the face of EtihaD chief commercial officer Peter Baumgartner, who's pictured at right receiving a swathe of Best First Class gongs in this week's Skytrax World Airlines Awards from guest presenter Richard Quest of CNN during the Paris Air Show.

EtihaD took home a clean sweep of Best First Class as well as Best First Class Seats and Best First Class catering, with Baumgartner saying "it is a huge accomplishment to take home the top honours in every First Class category again, underlining our leading premium product proposition.

"We believe that world class hospitality should not be limited



to hotels and restaurants, so we are elevating the travel experience by bringing the best of hospitality to every touch point in the journey," he said.

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Thursday 20th Jun 2013

New Wilpena accom

WILPENA Pound resort in South Australia's beautiful Flinders Ranges is set to open new luxury safari tent accommodation.

Fifteen en-suited tents will offer a new 'glamping' experience, in an exclusive area away from the main campground and resort.

They're set to open by Sep this year, and will feature king beds with luxurious linen and bedding, a gas fire heater and a ceiling fan, while bathrooms will include a vanity, shower, toilet and luggage store.

The tents will be serviced daily, and some will be configured with extra bedding to sleep four.

Pricing starts at \$340 per couple per night in low season (Nov-Mar) and \$390 in high season, on a dinner, bed and breakfast basis - see www.wilpenapound.com.au.

CZ reduces London

CHINA Southern Airlines will operate its Guangzhou-London Heathrow route five times per week effective from 27 Oct, according to GDS displays, with the flight frequency apparently reduced from the previously planned daily operation.

AA Marriott tie-up

MARRIOTT and American Airlines have announced a new agreement which will see Marriott Rewards awarding AAdvantage miles to joint members of both programs on qualifying stays at more than 3,700 hotels worldwide.

Customers can also choose to convert Marriott Rewards points to AAdvantage miles.

The move covers 14 Marriott brands including JW Marriott, Marriott Hotels, Renaissance and Courtyard by Marriott.

WIN \$80 VISA GIFT VOUCHER



Every day this week **Travel Daily** is giving one lucky reader the chance to win \$80 VISA gift voucher, courtesy of **ChinaTours.com**.

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

chinatours@traveldaily.com.au.

What river is the longest in China and third longest waterway in the World?

Hint! Visit www.ChinaTours.com.

Congratulations to yesterday's lucky winner, **Leanne Mensink** from **Seniors Holiday Travel**.



Banff film festival

MOUNT Buller in the Victorian Alps will host the Banff Mountain Film Festival for the fifth year running on Sat 29 Jun, featuring a collection of films inspired by mountain culture such as skiing, snowboarding, ice climbing, mountain biking and even BASE jumping.

See www.banffaustralia.com.au.

SITA lifts Miami

GLOBAL aviation IT provider SITA has announced a new seven year deal with Miami International Airport, with the deal set to see the company's common-use SITA Airport Connect passenger processing platform deployed across the entire airport to service its 40 million plus annual passengers.

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Centennial Park cottage opportunity

TWO 19th century cottages in Sydney's Centennial Park are set to offer a new boutique accommodation option, with Centennial Parklands this month soliciting Expressions of Interest in the properties from experienced hotel operators.

"We will be seeking an operator that has the vision to integrate themselves with the ethos and context of Centennial Park," said spokesman Guy McDonald, with the properties including the Rangers Cottage, a brick building purpose-built as a family home, and the four bedroom Superintendent's Residence.

"As the site of the Federation of Australia, and one of the world's leading public parks, we believe this will be an ideal venture for an operator interested in adding to the life and culture of the park, and providing a service that befits this much-loved setting," he said.

The Request for Proposals process commenced this week - **CLICK HERE** for details.

ET to SIN in Sep

ETHIOPIAN Airlines has revamped the launch of its flights into Asia, with new services from Addis Ababa to Singapore now via Bangkok set to debut on 03 Sep.

GDS displays show the cancellation of previously planned flights to Manila via Hong Kong and to Ho Chi Minh City via Bangkok, with the current HKG and BKK routes unaffected.

SYD, MEL traffic up

INTERNATIONAL passenger numbers at Melbourne Airport grew a healthy 9% last month, with figures released this morning showing a total of 542,000 int'l pax during the month of May.

Sydney Airport international traffic also grew, up 5.9% year-on-year to 921,000.

According to an ASX release this morning, ceo Kerrie Mather said Asian nationalities led the performance, "reaffirming the continued importance of the Sydney market and the success of our ongoing Asian focused initiatives."

SYD's total pax numbers rose 2.8% to 2.906m, with domestic up 1.6% to 1.98m for the month.

Melbourne domestic grew 2% to 1.794m, with total MEL traffic up 3.2% to 2.337 million passengers for the month.



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.

Excite Holidays has named **KJ Slater** as one of its Business Development Managers for Vic. His career includes roles with STA Travel and G Adventures, as well as most recently with Creative Holidays.

Emirates local head **Barry Brown** has been promoted to the role of Divisional Senior Vice President Commercial Operations East with the carrier, giving him responsibility for Gulf, Middle East, West Asia & Indian Ocean, Far East and Australasia. He will report to **Thierry Antinori** who is now EK Executive Vice President and Chief Commercial Officer.

Naomi Miller has been appointed as Marketing & Communications Manager for **Sabre Pacific**, leading the company's strategies in this area across Australia, New Zealand and the Pacific.

Frasers Hospitality has named **Louise Osborne** as its new Director of Sales for Victoria/ACT. She'll be based at Frasers Place Melbourne and will represent the group's three properties in Australia including the flagship Fraser Suites Sydney and the new Fraser Suites Perth.

RCL Cruises Limited has appointed **Rosie Risetto-Spiers** as its new Marketing Manager, moving to the cruise line after 10 years with Air New Zealand, most recently as retail marketing manager for Australia. The company has also named **Tessa Anderssen**, ex Toga Hotels, as its new Public Relations Manager.

Flight Centre's **Corporate Traveller** has welcomed **Astrid Richardson** as its new General Manager Qld, NSW and ACT, while **Vivian Gard** will head up operations in Vic, WA, SA and Tas.

Lucy Zupan has been appointed as Digital Marketing Coordinator for **Travellers Choice**, moving from e-commerce operator Realstores.

Wotif Group has named **Olivier Dombey** as its new Executive General Manager in Asia. He joins the company from his most recent role as Chief Information Officer at Hoteltravel.com, based in Phuket.

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All-inclusive on the Indian Ocean



AN EXPERIENCE in Mauritius was the reward for this group of nine top sellers of Club Med and Air Mauritius product from JTG.

Over the course of six nights, the group kicked back & enjoyed two of the Club Med resorts on the Indian Ocean island paradise.

The stays at La Pointe aux Canonnières and La Plantation d'Albion were near impossible to separate in terms of favourites for the group, with their every beck, whim and command catered for.

Also on the agenda was a fun day of discovery out on the water

to Ilot Benitiers, where the group were able to spend time walking with some of the lion population.

The highlight of this particular day was getting a chance to meet five new baby lion cubs who were born ten weeks ago at the Safari Adventures - Casela Wildlife Park.

Pictured above enjoying a beautiful day of sailing from left around the bow of their vessel is Tanya Kirby, Travel Practice; Reece Koolos, Mentone Travel; Marc Letourneau, Club Med; Charlene Buzza, Globenet Travel; Jelena Romic, Travelworld South Perth; Brad Schell, Jetset Joodnalup; Brooke Rogers, Harvey World Travel Rutherford; Natalie Daw, Harvey World Travel Camberwell and Karen Bowen from Jetset Tours Rose Bay.

Not pictured - Linda van Kempen from Orba Travel Brokers.

Katie Lahey plaudits

CARNIVAL Australia chair Katie Lahey has been appointed as a Member of the Order of Australia in the 2013 Queen's Birthday Honours List for her services to business and commerce.

CEO Ann Sherry said the honour was a well-deserved recognition of Katie's business contribution.

Back up at attractions

FOUR Sunshine Coast tourist attractions have released special deals valid only to participants of the region's upcoming Tough Mudder endurance marathon.

To be eligible, participants must also "back-up" the following weekend and enter an event in the Sunshine Coast Marathon and Community Run Festival also.

To unwind after two weekends of gruelling competition, Aussie World is offering 50% off a single entry, with Underwater World putting up a two-for-the-price-of-one deal, Australia Zoo offering free entry for one person in a group of four, and The Big Kart Track offering 15 minutes for free to people who turn up with their Tough Mudder orange headband.

STA holiday pay-off

AUSSIE holiday-makers can now lock in their travel plans and pay for them off over time under a new 'Lay-By' program launched by STA Travel.

The launch of the new program comes on the back of research released by the company showing Australians were the least likely to go into debt to fund their holidays, based on a study of 10,000 bookings which also included US and UK customers.

Visit Malaysia year

AUSTRALIA has been selected as the launch destination for the Visit Malaysia Year 2014 promotion to the travel industry.

The campaign aims to see 28m tourists from around the world visit Malaysia next year, with a local goal of 620,000 Australians - an increase of 25% on 2012.

Malaysia's Tourism Minister said Australia was a key source market for the country, with 2013 arrival figures already up 6% on last year.

Contiki up departures

YOUTH tour operator Contiki has added additional capacity on 2013 departure dates of its Latin America itinerary range due to strong demand.

Up to three extra departures of eight itineraries ranging from 8-25 days will operate between Aug-Nov for tours encompassing Argentina, Brazil and Peru.

Details at www.contiki.com.au.

Royal Opera patrons

AUSTRALIA'S own royal export HRH Crown Princess Mary and HRH Crown Prince Frederik have been named as official patrons of the Sydney Opera House's 40th birthday celebrations in Oct.

The Royal couple will travel to Australia for a number of events which will include a recreation of the concert that officially opened the venue in 1973, as a ticketed event on the House forecourt.

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COSMOS

CX five daily to LHR

CATHAY Pacific will shortly launch its fifth daily (not weekly) flight between Hong Kong and London Heathrow (**TD** yesterday), bringing frequencies to 35/week.

Potter packs in Manly's front row



SERVING as the Platinum sponsor at the inaugural Manly Sea Eagles Diabetes Ball, The Africa Safari Co brought its A-Game on a mission to raise funds for children affected by Type 1 Diabetes.

Taking place at the Crystal Palace at Sydney's Luna Park, attendees happily mingled and dug deep for the cause.

CZ direct to Moscow

DAILY direct services between Guangzhou & the Russian capital of Moscow with China Southern Airlines have launched, upping frequencies from three weekly.

The now-daily operation is operated by Airbus A330 aircraft.

Swissotel expansion

SWISSOTEL Hotels and Resorts will open a new property in the Azerbaijan city of Baku in 2015.

The company said the new hotel will be situated in the cultural heart of the city in a 160m tower.

Inside will be 149 rooms, 45 furnished apartments, an all-day restaurant & top floor bar offering views of the city.

The Africa Safari Co donated a safari holiday worth \$17,500 to be put up for raffle in order to help with the fundraising effort, with CEO Susie Potter **pictured** above with team players Brett Stewart and David Williams.

EK Irish sale fares

RETURN seats from Australia to Dublin are on sale with Emirates until 28 Jun, with valid travel dates from 04 Oct - 30 Nov.

Fares start from \$1,884 inclusive of taxes from Perth & Melbourne or \$1,902 from Sydney.

Info at www.emirates.com/au.

LCC terminal delayed

DESIGN changes and setbacks relating to construction have again pushed back the opening date of a new low-cost carrier airport in Malaysia until next May - nearly a year further back.

Original plans were for the new AU\$1.3b airport, named KLIA2, to be finished last year.

The new airport will offer capacity for 45 million passengers annually, making it the largest low-cost carrier airport globally.

Book up to Rio now

TEMPO Holidays has launched an exclusive accommodation deal to Rio de Janeiro, with an eight night stay at the Atlantic Copacabana Hotel.

Priced from \$4,791ppts, the deal is valid for a stay beginning on the 11th & 19th of Jun 2014.

Phone 1300 362 844 for details.

Skal Asia president

MARCO Giovanni Battistotti from Penang has been elected as President of Skal International Asia at the recent 42nd Skal Asia Congress in Sri Lanka.

FR to cross Atlantic?

BUDGET European carrier Ryanair could potentially start Transatlantic operations if it is able to boost its fleet to required levels and secure access to North American ports, chief executive Michael O'Leary has said.

"This will be a unique opportunity to bust open the trans-Atlantic services," he said, adding that Transatlantic fares could start at US\$10 or 10 euros.

O'Leary added any viable operation would need to operate with a considerably large fleet of between 30-50 aircraft.

WIN A SCENIC TOURS EUROPE RIVER CRUISE



Throughout June, **Travel Daily** is giving readers the chance to win an all-inclusive luxury river cruise for two valued at over \$20,000, courtesy of **Scenic Tours** and **Swiss International Air Lines**.



The prize includes two return economy class fares (ex major capital city) on Swiss International Air Lines and a Category E cabin on the 15 Days Jewels of Europe River Cruise (Amsterdam to Budapest) valid for travel in March, October or November 2014.

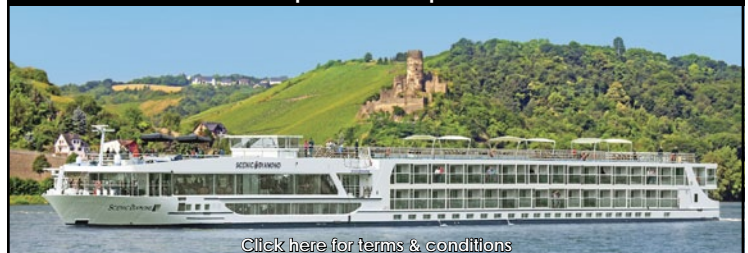


Every day **Travel Daily** will ask a different question - just read the issue and email us your answer. There will be 19 questions in total, which will also be posted on our website.

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 all-inclusive luxury.

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

Q.13: What is the name of our casual all day dining venue on board the Scenic 'Space-Ships'?



[Click here for terms & conditions](#)

SWISS **SCENIC TOURS**
The Ultimate Luxury Experience

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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TOP NEW JOB OF THE DAY

NATIONAL STRATEGIC SALES MANAGER SYDNEY – EXEC SALARY PKGE

This is a key role for a high profile sales professional with excellent team management skills. It is essential that you are experienced in creating pipelines, high level negotiations, client relationship management and strategic planning. This rare opportunity with a global organisation is available now for a seasoned professional looking for wider horizons and aiming for greater success.

COVER THE COUNTRY AND LEAD A TEAM NATIONAL INDUSTRY SALES MANAGER MEBLOURNE– TOP SALARY PACKAGE

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, and manage key high level relationships, this leading travel company has an exciting opportunity for you within their Australian business. The NSM will be commercially savvy, highly motivated and have proven record of identifying and winning new business. This high profile national role requires experience in a similar role.

REACH THE PEAK OF ACCOUNT MANAGEMENT CORPORATE CLIENT RELATIONSHIP MGR SYD & MELB – SALARY PACKAGE TO \$85K+

With roles in Sydney and Melbourne, this award winning TMC. is a perfect match for an ambitious corporate travel Account Manager moving up. This position is offering a great salary package and a seniority that will elevate your career profile. Managing an impressive portfolio, this role will involve strategic development, service delivery, and managing relationships with key suppliers.

CREATE ENTICING INCENTIVE PROGRAMS PROGRAM DIRECTOR / ACCOUNT MANAGER X 2 SYDNEY - SALARY PKGES TO \$90K+

As an enthusiastic, creative and energetic individual you will have the ability to develop incentive programs which achieve business objectives for your clients. You'll have experience in concept design and delivery of pitches, as well as strong relationship skills with both your clients and your team. Proven experience in a leadership role is required. Events Pro and CRS experience will be highly valued.

SMOOTH OPERATOR CORPORATE OPERATIONS MANAGER MELBOURNE – GENEROUS SALARY PACKAGE

Are you a talented corporate travel manager looking to work for an organization that puts their staff first? Want to mentor a team that is looking for a leader? Then we have the role for you. This award winning corporate TMC is looking for an experienced operations manager to take the reigns of the Melbourne office. Excellent staff benefits and career advancement is just a start of what you will enjoy.

ARE YOU THE MISSING LINK? BUSINESS SOLUTIONS MANAGER SYDNEY – IMPRESSIVE SALARY PACKAGE

Would you like a unique role that combines all of your experience in operations & sales with your skills in I.T. & travel systems? If you have both front-end and back-end experience in GDS you can identify functionality problems and offer solutions to your clients, linking your sales and operations teams to deliver exceptional service to your clients and improve their business processes.

HAVE 5 STAR NEGOTIATION SKILLS? INDUSTRY PRODUCT/SALES MGR PERTH – EXCELLENT SALARY PACKAGE

Are you well connected and have strong commercial relationships with major hotel chains? Have you worked across various mediums in B2B, have strong product knowledge and are target driven? If so, you may be the perfect match for this new role. Essentially you will come from selling and relationship driven background. You will need proven negotiation and excellent communication skills.

DRIVE YOUR CAREER FORWARD INDUSTRY SALES & ACCOUNT MANAGER MELBOURNE– SALARY PACKAGE TO \$100K

Stay in travel but change your product. This newly created role is available now for an experienced Industry Sales Executive who wants to learn new skills including dealing with the corporate market. Training will be provided. Not many positions offer this variety of account management and sales, plus training, plus a top salary package & car allowance. Join a great team and enjoy the rewards.

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IN TRAVEL
RECRUITMENT?**

**A Career in Travel Recruitment
Sydney - \$82K OTE - Ref 101SJ1**

Fantastic opportunity to work for one of the Australia's leading travel industry recruitment specialists. Having worked hard to establish our business in both Australia and the UK, we are now looking to add to our team of consultants based in SYDNEY with the addition of either a experienced Recruitment Consultant or Trainee Recruitment Consultant, who have previously worked within the travel industry.

This is an excellent opportunity for someone with lots of drive and determination to develop their sales and customer service skills working for a well established company. The ideal candidate will be bright, articulate, computer literate, and have a minimum of 2 years work experience within the travel industry, preferably in a sales orientated role.

Enjoy a working environment where no 2 days are the same, as well as excellent salary package, uncapped commission, merit based rewards and great career opportunities! Previous experience working within the recruitment industry will be rewarded with a higher basic salary, generous quarterly bonuses and other financial rewards incentives.

If you enjoy the challenges of business development and want to utilise your travel industry knowledge, please contact Sarah Johnson on 02 9113 7272 or click [APPLY](#)

Cruise Travel Consultant (Temp)

Brisbane - \$Excellent Hourly Rate - Ref 645NC1

This is a fantastic role that will need 5-6 hours per day for one week, starting the beginning of July, and you get to work from home! Bring your exceptional customer service skills to the role. Fantastic knowledge of cruises and Polar booking system are preferred. Assist agents and direct customer bookings, whilst handling enquiries and liaising with the owners direct. A fantastic temp role that will not be around for long. Apply today!

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

Medical Corporate Consultant

Sydney CBD - \$65-75K + Super - Ref 365BP3

SOS! We are searching for an experienced Medical Corporate Travel Consultant to work standard office hours, Monday to Friday, in a central CBD location. This is a detailed and exciting role that requires someone who has experience booking medical travel and is fare savvy! This agency has a fantastic industry reputation and you will be rewarded with an extremely competitive salary package if successful. Please get in touch today as this unique role will fill quickly!

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

Wholesale Reservation Consultant

Melbourne-\$40K + Super + Comm - Ref 500DB1

Looking for direct travel sales? If you are an experienced Reservations Travel Consultant with some worldwide travels and selling experience this could be the right move for you. This fantastic travel company are seeking an experienced Reservations Consultant to join their busy and dynamic team. You'll be a team player, have tailor-made experience and ability to work under pressure. You ideally will have great sales ability and a passion for the industry. Don't delay apply today!

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

Senior Retail Travel Consultant

Newcastle - \$Competitive + Comm - Ref 640LB1

A great opportunity to work for an award winning agency in Newcastle. This role will suit a Consultant with a couple of years experience, excellent product knowledge, strong skills in all aspects of travel consulting, and whose great team player. If you thrive on face-to-face sales, are a multi-tasking genius and adept at painting the picture of fantastic getaways for clients, then we want to hear from you! Uncapped commission and a solid base wage offered.

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

Experienced Travel Consultant

SE Melbourne - \$DOE - Ref 657PC

Are you an experienced Travel Consultant? We are looking for an all-rounder who capable of handling the challenges of VIP travel, groups & honeymooners. No more commuting into the CBD! Work within a great team & busy office. You would take pride in providing your clients with exceptional travel advice and be able to create elaborate itineraries. The ideal Travel Consultant will have 2-3 years experience and be proficient in using a GDS (Sabre is preferred).

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

Travel Consultant (Contract)

Perth - \$42-47.5K + Super + Incentive - Ref 642NC1

A fantastic opportunity to work on a 6 month contract, with the possibility of extension. Fantastic product knowledge, brilliant customer service and strong GDS skills (Galileo or Sabre) are needed to succeed in this role. This house hold name are offering an exceptional salary and commission to a sales focused Travel Consultant who can work as part of a team! This is a well-known agency name in the Perth area - its time to work for the best!

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