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# Travel Daily

First with the news

Thursday 14th March 2013

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## VA anti QF/EK transTasman

**VIRGIN** Australia has urged the ACCC to exclude the Tasman from the planned coordination between Qantas & Emirates on the grounds "there are no or few material public benefits derived from the Alliance" to the market.

General Counsel and Company Secretary for VA Adam Thatcher told the competition regulator on Tue this week that should there be a competition issue on services from Australia to New Zealand, it must consider excluding the Tasman rather than imposing conditions.

Thatcher made the remarks in response to the Consultation Draft Condition for the QF/EK alliance (TD 05 Mar), which requires the carriers to maintain their pre-Alliance aggregated capacity on four overlapping Tasman routes.

He suggested if the ACCC does elect to impose conditions on QF/EK, the better choice was to

account for no growth factor.

"Capacity conditions, by their very nature, create a measure of inflexibility, and a measure of inefficiency," he told the watchdog.

Thatcher warned the ACCC that any conditions set out need to "minimise market distortions and costs to the public."

"Conditions which are structured in such a way as to distort airline incentives in relation to load factors & pricing, may result in outcomes contrary to the objectives of the capacity conditions," he stated.

### Seven pages of news

*Travel Daily* today has seven pages of news, including a page of photos from **French Travel Connection / Rail Plus** and full pages from: (*click*)

- TMS Asia Pacific jobs
- AA Appointments jobs
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## Skal Presidential tour

**THE** President of travel industry networking organisation Skal, Mok Singh, will arrive in Australia next week to meet with key Skal club members across Australia.

Singh will begin his tour with an address to the Sydney Skal club on 20 Mar, in which he will speak on the organisation's evolution.

He will also visit Melbourne and Townsville before spending three days in Launceston at the Skal Australia National Assembly.

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## The Star, The Event

**SYDNEY's** The Star casino and entertainment precinct has rolled out the final piece of an \$870m renovation and redevelopment in the form of its \$100m The Event function, meeting & event centre.

Attendees at a swanky launch party heard from The Star md Frederic Luvisutto before taking a tour of the new facility.

The new centre offers a number of available function spaces with multiple AV and lighting options.

## Swiss target youth market

**ON THE** back of a sizeable jump in visitation to Switzerland by Australian travellers, Switzerland Tourism is preparing to launch a range of marketing campaigns aimed at the youth travel market.

Switzerland Tourism Australia & NZ director Evelyn Lafone told **TD** the organisation had a number of marketing agreements aimed at younger travellers in the pipeline.

"We're going to be working with some youth [19-35 year-old] tour operators - we're just in the process of putting some plans together," Lafone said at a SWISS International Air Lines event.

During Jan, the number of overnight stays in Switzerland by Australians overall exploded by 21% - more than double that of previous years.

"We normally have increases on year-to-year, but we saw such a big increase [for the month] this time," Lafone commented.

"I would say probably 70% is the ski market & the rest are families going to the winter destinations for activities such as walking, snow-shoeing and for the whole alpine experience," Lafone said.

Travellers heading to Switzerland for the winter and ski seasons were cited for the impressive increase, along with more specialised marketing to the region about the country in general, Lafone added.

More Swiss news on **page seven**.

## XR shareholders

**SKYWEST** Airlines shareholders have voted in favour of a planned acquisition of 100% of the issued share capital of the carrier proposed by Virgin Australia.

VA welcomed the approval, but added the buy-out still remains subject to certain conditions and regulatory approvals, including a green light from the Foreign Investment Review Board and the High Court of Singapore.

## New Tongan carrier

**REAL** Tonga, a new domestic airline in Tonga, has commenced operations using an aircraft leased from Air Vanuatu following the closure of Tongan domestic airline Chathams Pacific (**TD** 15 Feb).

## Accor F1 room boom

**ACCOR** is reporting record room occupancies in Melbourne ahead of this weekend's F1 Grand Prix.

With 20 hotels in the city area of Melbourne, Accor Victorian regional gm Adrian Williams said the race was crucial for city hotels.

"There is no doubt with global economic uncertainty that events such as the Melbourne Grand Prix help to maintain business confidence and support further investment in the sector".

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## BA 777 tix up for grabs

**TWO** Business Class tickets on the inaugural British Airways B777 flight from Sydney to London are this week on offer to a lucky *Travel Daily* reader.

Terms and conditions for the competition can be found **HERE**.  
For your chance at securing the seats, tell us in 25 words or less why you would like to be onboard.  
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## Getaway Grammy

**NORWEGIAN** Cruise Line has inked a deal with The Recording Academy which will see the first 'Grammy Experience' at sea, aboard the *Norwegian Getaway*.

The partnership will see *Getaway* feature a collection of artefacts chosen & curated by the Grammy Museum in Los Angeles, on show to guests on Deck 8.

A Grammy-themed cruise is also plotted for the fall of 2014.

The 4,000-pax ship is currently under construction in Germany at the Meyer Werft yard, expected to be delivered in Feb next year.

## Travelport/AA litigation resolved

**THE** two-year long legal battle between Travelport and American Airlines over antitrust violations has been settled, with the technology giant signing a new distribution deal with the oneworld co-founding carrier.

In Oct 2011, AA claimed, among other matters, that Travelport had "conspired" to "preserve their monopoly power over American's ability to distribute its products

through their subscribers.

The ceasefire will now see Travelport again sell all American Airlines' product and ancillaries as part of a new long-term deal, following an integration period.

Terms of the settlement were not disclosed, pending approval by American's bankruptcy judge.

**MEANWHILE**, the long-running litigation appears to have affected Travelport's bottom line, with the technology firm releasing its full year results for 2012 showing a US\$17m operating income loss.

The company cited the loss of a Master Services Agreement with United Airlines as contributing to the net revenue decline.

Overall net revenue recorded a slight 2% fall to just over \$2b, while reported highlights of the year included a jump in bookable hotels & 35 new air partnerships.

## CHC QF/EK concerns

**CHRISTCHURCH** Int'l Airport has expressed concerns to the ACCC about the proposed partnership between Qantas and Emirates, saying it could "further restrict Australia's already limited connectivity with the South Island".

In a submission, the airport referred to a possibility Qantas may withdraw its red-tail service from Sydney to Christchurch.

CHC said if approved, the QF/EK partnership would effectively result in the two carriers, along with Air New Zealand and Virgin Australia, controlling 100% of seats on the route in a duopoly.

## CX losses mounting

**CATHAY** Pacific has reported a massive drop in profit for the full year in 2012, with an 83.3% fall to HK\$916m (AU\$114.5m).

The carrier posted a profit of over HK\$5b last year, with high fuel prices, pressure on yields and a weak cargo market as having contributed to the poor result.

Passenger revenues and overall turnover were both up 3.5% and 1% respectively, while capacity also increased 2.6%, with 29m passengers carried by both Cathay and subsidiary carrier Dragonair.

## Sabre leisure Extras

**SABRE** Pacific has this morning announced the availability of its Air Extras ancillary booking solution on its leisure online booking platform Sabre Explore.

## Window Seat

**A CHINESE** airline could have cracked on a new revenue stream that could send airline ancillary incomes through the roof.

According to Bloomberg, the Shanghai-based Spring Airlines is set to start selling cars, along with perfumes, cosmetics and jewellery directly to passengers while onboard flights, along with all normal menu items.

Training in automobile queries will be given to flight crew, who will also be able to discount vehicles to particular passengers, who will be able to study car catalogues while in the air.

It is unclear how the airline will accommodate requests for a test-drive prior to purchase.

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## Fare alerts next for Skyscanner

**SKYSCANNER**, the search engine that says it can find the cheapest flights anywhere in the world, has notched up growth in the Asia Pacific area of over 400 percent in the past twelve months.

The figure was announced at a function yesterday

in Sydney by the Singapore-based company which started just 10 years ago.

"We've had about 10m visits to our sites across the region, and that includes apps & mobiles just in the last month alone," said Skyscanner director for Asia Pac.

Ewan Gray believes it shows an appetite for his product within the various markets he operates, and he is especially surprised by the huge growth in mobiles, particularly in markets like Australia where 70 percent of his traffic comes from.

"We're an independent source of flight information, where you can get the best airline deal - were not tied into any GDS system," he says.

"Because we have so much data, we can actually look at more than 1,000 airlines and let people know where it's cheaper to fly."

Looking ahead, Skyscanner is developing more functionality for its mobile and smartphone products and soon it hopes to



offer "fare alerts," so if you're a regular flyer between Melbourne and Sydney, your phone will automatically send you a notification when prices change.

Gray is also looking to expand products to more areas, such as hotels & cars to get the best deals.

He also reiterated that the firm had Business Class and Premium Economy Class search availability "in site," a development previously mooted a year ago (**TD** 16 Mar 12).

Gray is **pictured** (left) with Dave Boyte, market development manager, Skyscanner AU/NZ.

## Princess UK up comm.

**PRINCESS** Cruises in the UK has reacted to travel agent requests, confirming it will double basic commission on bookings for 2014 to 10 percent.

The boost for UK agents is an aboutface to a decision made two years ago when the firm slashed commission in half, to prevent agency discounting.

## Jetstar live web chat

**JETSTAR** pax can have any flight or booking questions resolved via a new web-based 'live chat' service introduced in Australia and New Zealand yesterday.

The Jetstar.com platform now allows online users to interact with customer service agents via an instant message interface.

It follows the launch of a live chat option rolled out in 2011 for Jetstar customers booking holiday packages, and its expansion last Jul to aid internet users who had issues completing online bookings.

"We know our customers value their time & our live chat service is all about resolving queries on the spot," said Jetstar Group chief commercial officer David Koczkar.

"This new platform helps us deliver a hassle-free experience and is another initiative we have implemented as part of our focus on continually improving the Jetstar customer experience," Koczkar added.

Live chat is under consideration for roll out in other markets.

**MEANWHILE**, Jetstar ceo Jayne Hrdlicka has confirmed further delays are expected for the group's Jetstar Hong Kong offshoot.

Hrdlicka yesterday said a switch of governments in Hong Kong & China was preventing Jetstar HK's launch, planned for mid-2013 .

"We are very confident of being able to fly by the end of 2013."

Last month, Qantas ceo Alan Joyce hinted the new JQ division may have a delayed take-off due to Asian regulators (**TD** 22 Feb).

## Self check-in evolution

**AMADEUS** is estimating that by 2016, around 15% of passengers checking-in for flights will be processed automatically.

Already in trial by carriers hosted on Altea Departure Control, the automated check-in function sends eligible passengers an email or SMS about 24 hours prior to their flight, with their boarding pass.

Should the travel plans of auto checked-in pax change, they can modify or cancel the booking through mobile or web channels, "ensuring fewer no-shows for the airline," Amadeus IT Group - Head of Airline IT, Departure Control, David Larvin said on his blog.

"If passengers don't need to make a change, check-in is complete," he wrote.

"For airlines, this means reduced staffing costs, but more importantly displays great innovation and excellent customer service," Larvin said.

Other advantages of using the system include airlines having customers' contact details so they can be re-used for other purposes, such as disruption notifications, he added.

**oneworld** carrier Finnair is one of the airlines trialling the service, with Kari Pauro, manager Customer Service applications saying the system is working well, and customers "just love the easy, 'nothing-to-do' solution."

"After arriving at the airport, the customer just goes to bag drop or directly to the gate."



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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](mailto:appointments@traveldaily.com.au).

The AOT Group has promoted **Michael Broom** to the role of National Sales Manager Wholesale. In his new role, Broom will oversee the relationship between the company and the trade on behalf of Sunlover Holidays and Air New Zealand Holidays.

Assuming a newly created role, **Wayne Borland** has taken on the duties of Regional Business Manager Asia-Pacific South for **Etihad Airways**. Borland will remain based in Sydney in his new position.

**Corporate Travel Management** has promoted **Laura Ruffles** to the new position of CEO Australia & New Zealand. Ruffles assumes her new role at the same time as the company embarks on expansion plans overseas.

Following its recent Annual General Meeting, the **Tourism Industry Council NSW** has welcomed **Hugh Clarke, Kathy Collins, Mark Norek** and **Brian Longbottom** on to its Board of Council Members.

Eleven new people have been recruited by **Carnival Australia** as the line builds individual sales representation teams for its P&O Cruises Australia and Princess Cruises brands. Hitting the road promoting P&O around Australia is **Jessica Plunkett, Angus Mackay, Dylan Hearne, Andrew Thwaites** and **Kylie Clancy**. Shoring up interest for Princess will be **Cherie Bowman, Rachael Tyrell, Peter Darby, Helen Mezen, Sally-Anne Matthews** and **Emma Pequin**.

**Mike Ma** has been appointed to a three-year posting as the General Manager for **China Southern Airlines** in the New Zealand market.

Ahead of the second **Luxperience** high-end travel experience roadshow, the company has brought six new agents into its worldwide team of agents to help recruit new quality exhibitors. The new members are **Ruben de la Fuente, Daryl Hudson, Sandra Leach, Petra Schickling & Cathy Mead**, working in the Americas, UK, Europe and the Middle East.

## Japan back on track

**MORE** than 206,000 Australians visited Japan in 2012, an increase of 27% year-on-year, showing the country's tourism industry is back to full strength following the 2011 earthquake and tsunami.

The Japan National Tourism Organisation said the concluded winter season was the best ever, with 31,700 Australians visiting the country in Jan alone (+42.6%).

## Qantas Italy seat cull

**QANTAS** has applied to the Int'l Air Services Commission for a 50% reduction in allocated seat capacity for codeshare services to Italy with Emirates, reducing a previous requested codeshare on Cathay Pacific flights to Italy.

## More Chinese coming

**AUSTRALIA** has been ranked as the most popular international destination by mainland Chinese Travelzoo subscribers, according to a survey conducted by the firm.

Citing a strong currency and a growing appetite for frequent travel despite economic concerns, the poll found Chinese travellers would take 6.9 leisure trips per year, including quick getaways and longer holidays.

The poll found Chinese travellers to be the second highest travel spenders behind Australians.

"Travelzoo's mainland Chinese subscribers ranking Australia as their favourite destination is a positive sign for inbound tourism," Travelzoo Australia md Paul Marshall said.

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## Sanford's Silver Anniversary



**OVER** 100 agent colleagues, key partners and suppliers gathered at Sydney's Museum of Contemporary Art to celebrate the 25th birthday of eastern suburbs travel institution Sanford International Travel.

In a gesture of "do what you do best", the theme of the evening was travel, which saw the function room elaborately decorated with many artefacts & props depicting scenes from around the world.

Attendees entered the room through an archway designed as a mock-up airport security screener, with a mini Big Ben clocktower on the left and a realistic French patisserie scene on the right, complete with tables and chairs.

Waiters wearing pilot caps served canapés to party guests, with other decorations including an old-style British phone booth.

New York City was represented also in the form of an American flag, a miniature Statue of Liberty and a fake fire hydrant, while across the room, a Chinese food stall complete with colourful umbrellas added to the settings.

Company director Linda Brettell said the company would not be what it is today without the generous support of its suppliers, clients & its loyal team members.

Brettell said that the company had grown by an astonishing 70% over the last two years alone, despite the global financial crisis.

Brettell and her team, **pictured** above, consisted of Georgina Byrt,

Kevin Headings, Rachel Dunn, Rosina Reiter, Dominique Bell, Erin O'Neill, Jarrod Ritchie, Jossie Aguilan and Osnat Manouff, while Karen Stock and Jill Zukerman are not pictured.

## 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 the Sunshine Coast.

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*In 50 words or less, tell us which of our 'Summer Getaway' packages you would book and why?*



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# Another French travel masterpiece

**IN CELEBRATION** of the 2013 Alliance Francaise French Film Festival, French Travel Connection and Rail Plus treated travel agents in Sydney and Melbourne to an exclusive viewing this week of the newest French film 'Renoir'.

Directed by Gilles Bourdos, the film depicts the last years of the great French impressionist painter Pierre-Auguste Renoir, and is set at his beautiful retreat at Cagnes-sur-Mer in the Provence-Alpes-Côte d'Azur region in south-eastern France.

French Travel Connection is a national sponsor of the annual film festival, which is now in its 24th year.

Enjoy this selection of photos from the industry screenings.



Kocijan, Katie Heppell, Kirsty Blows, Rhonda Cashmore and Megan Butterworth.



**LEFT:** Rail Plus' Ingrid Kocijan and Kirsty Blows.

**ABOVE:** FTC's sales and product manager Coralie Pierre, managing director Brad McDonnell and specialist France consultant Roland Maertens.

**BELOW RIGHT:** The Rail Plus team: Chantal Agius, Ingrid



**ABOVE:** FTC Specialist France Consultant Jamie Scott with Jane Tatham and Sandra Pelekanakis from Wentworth Travel, at the Palace Verona cinemas in Paddington, NSW.



**BELOW LEFT:** Brad McDonnell with Rail Plus NSW ACT sales executive Matt Symonds.

**RIGHT:** Rail Plus' Aruna Liyanage & Nicholas Coutts.



**ABOVE:** FTC marketing and operations manager Camille Muller and Rail Europe marketing assistant Linda Sebihi.



**LEFT:** FTC specialist France consultants Constance Prudhomme and Alexandra Fayan.

**RIGHT:** FTC business development manager Camilla MacInnes with Jamie Scott.



# SWISS on steep upward climb



LESS than two months from the start of direct flights to Singapore from Zurich, providing another link to Switzerland for Australian travellers, SWISS Airlines is riding a wave of success down under.

Advance bookings through the newest of the carrier's "seamless" transit connection cities to its long-haul hub of Zurich are looking "extremely strong", the carrier's vice president of sales & marketing Arved von zur Muehlen told TD at a media lunch briefing yesterday.

"In summertime, the bookings for Singapore are the highest on our intercontinental network...we are surprised," he said.

"The Swiss customers in Singapore are extremely happy and were very pushy that we start this service, and the corporate segment in Switzerland has picked up on this flight very nicely," von zur Muehlen added.

The long haul market is the most

profitable of all business sectors.

Also in attendance at the lunch was the outgoing consul-general of Switzerland Markus Meli and his replacement Ernst Steinmann, as well as Swiss Tourism Asia-Pacific director Evelyn Lafone.

Last year, the carrier saw what it described as a healthy profit margin, and is seeing growth in all market segments, managing to oversell many of them, and closing the year with an average network wide load factor of 83%.

Von zur Muehlen cited strong currencies, high oil prices and the Japanese tsunami of 2011 as the region's biggest recent challenges.

"In difficult times, Swiss managed to get a positive result," he said.

SWISS said the multi-partner approach to serving the Australian market continues to work well, and the carrier paid tribute to a loyal local market, which it said was a rarity for an offline carrier.

Arved von zur Muehlen is pictured above right alongside Asia-Pacific head of sales Aditya Khullar and SWISS Manager Australia Anil Rodericks.

## MAS capacity growth

DELIVERY of new Boeing 737's, Airbus A330's and two more A380 superjumbos will enable Malaysia Airlines to increase its capacity on services to Paris & subcontinental routes as well as increasing flights to Brisbane to daily (TD Fri).

## High USM occupancy

HOTEL occupancies in the Thai holiday island of Koh Samui hit a 68% average for the full year in 2012, according to a new industry report from C9 Hotelworks.

The report found more direct int'l air routes, increased flight frequencies by Bangkok Airways and growing numbers of Aussie tourist, among other markets as key catalysts to the boom.

## New tours by UTracks

WALKING tour company Utracks will this month launch six new itineraries in Europe including a six-day Sea to Cappadocia tour in Turkey, a six-day cycle journey along the Alsatian Wine Road in France, as well as new active tour product in Italy & Western Ireland.

Thursday 14th Mar 2013

## Euro rail pass savings

INTERNATIONAL Rail has cut the prices of its multi-country Eurail Pass as well as point-to-point fares in Germany, Austria and Italy in a new promotion.

Deals include a second ticket for half price with the first full fare paying passenger, with offers valid for travel until 30 Jun.

Up to five free travel days are on offer for Eurail passes of 15, 21 or a month duration, while 20% discounts are on sale for German five & six-day tkts before 31 May.

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**Q.10: True or False: The S.E.A. Aquarium at Resorts World Sentosa's Marine Life Park is the largest aquarium tank in the world.**

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## HOT ROLES OF THE WEEK

### Business Development Manager

- ✓ Auckland location
- ✓ Have on wholesale on road experience.
- ✓ Excellent salary/conditions/Bonus for the right candidate
- ✓ Preferably a sound knowledge of China, as a destination.
- ✓ Good time management skills

Contact Marie Anderson on 02 9231 644  
or email [marie@tmsap.com](mailto:marie@tmsap.com)

### Senior Travel Consultant

- ✓ Sydney (Upper North shore Area)
- ✓ Minimum of 3years experience preferred
- ✓ Salary \$60K & excellent working conditions
- ✓ Cruise experience would be welcomed
- ✓ Sabre/Travelog systems proficient

Contact Marie Anderson on 02 9231 644  
or email [marie@tmsap.com](mailto:marie@tmsap.com)

### Team Leader / Operations Manager, CANBERRA & BRISBANE

- ✓ Newly created role
- ✓ Growing corporate travel company
- ✓ Manage day to day operations, team of 12
- ✓ Coach, develop and lead the team
- ✓ Mixture of Government and Corporate clients

Contact Ainslie Hunt on 02 9231 6444  
or email [ainslie@tmsap.com](mailto:ainslie@tmsap.com)

### Financial Accountant, Sydney

- ✓ Growing travel wholesaler inner city
- ✓ Strategic role reporting to CEO
- ✓ Opportunity for promotion to CFO
- ✓ Casual and fun working environment
- ✓ Require min. 3 years experience with qualifications

Contact Sally Frape on 02 9231 644  
or email [sally@tmsap.com](mailto:sally@tmsap.com)

### Junior/Support Consultant – Brisbane

- ✓ Good admin skills needed
- ✓ Leading to potential consulting role
- ✓ At least 12 months travel experience needed
- ✓ Attention to detail a must

Contact Stuart Phipps on 02 9231 6444  
or email [stuart@tmsap.com](mailto:stuart@tmsap.com)

### Experienced Travel Temps Required – Brisbane CBD

- ✓ Must have Galileo, Sabre or Amadeus
- ✓ Must have 2yrs travel consulting experience
- ✓ Paying up to \$25 per hour plus super
- ✓ Mon – Friday hours

Contact Sally Frape on 02 9231 644  
or email [sally@tmsap.com](mailto:sally@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

### DON'T LET THIS ONE SAIL ON BY

**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.

### HOT 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 familis, car allowance & bonuses await the perfect person.

### JOIN A LEADER IN WHOLESALE TRAVEL

**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.

### ACCOUNT MANAGEMENT WA

**CORPORATE ACCOUNT MANAGER  
PER– 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.

### YOUR LIFE IN EVENTS ONLY GETS BETTER HERE

**EVENT DIRECTOR  
SYDNEY – SALARY PACKAGE OTE \$90K++**

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

### REACH NEW HEIGHTS AS A BDM

**CORPORATE BDM X 2  
MEL AND PER – 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 corporate clients. Apply for this role and watch your future career soar

### OPERATIONS ROLE IN WA

**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.

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*Working in partnership with the Australian Travel Industry*

### **Wholesale Travel Consultant**

**Brisbane - \$40K + Uncapped OTE - Ref 406Q**

A leading travel provider has a vacancy for a Wholesale Travel Consultant to join their fun and friendly team in Brisbane CBD. This company is extremely reputable, well established and offer a secure and stable working environment. You will be dealing with travel enquiries from the trade and using your extensive travel experience and sales abilities to secure bookings. In return a solid base salary, uncapped commission structure and fantastic perks are on offer.

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

### **Retail Travel Consultant**

**Sydney - \$Negotiable + Super - Ref 465**

Looking for your next travel career move? If you are an experienced Travel Consultant, with high repeat client base and reaches monthly sales targets, then look no further than this successful agency is located in Sydney's Western Suburbs. The ideal candidate will be able to hit the ground running by hopefully having some existing loyal clients who will follow you. Must have GDS knowledge (pref Galileo), and a minimum 2-3 years experience as a Retail Consultant.

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

### **South American Travel Specialist**

**Melbourne CBD - \$DOE + Super + Bonus - Ref 462**

A South American Travel Consultant specialist is needed with extensive experience of selling South America & beyond. Do you enjoy working within a small dedicated team? Bring your passion and knowledge of the destination to share and allow others to experience what South America can bring. Ideally you would have 2-3 years experience as a Travel Consultant using Amadeus or similar. This role is Monday to Friday. Love South America, been there done that? Then call now!

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

### **International Travel Consultant**

**Adelaide - \$DOE + Super + Commission - Ref 5369**

It's time to make the move, use your worldwide knowledge and join a winning travel team. I'm in need of an experienced Travel Consultant with at least 2 years experience, who loves what they do! If you are passionate about travel, love sales and know your product - this is the role for you! With uncapped commission to earn, make the move and work for this leading Travel Agency in Adelaide CBD! Book flights, transfers, hotels, tours cruise - the world is your oyster.

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

### **Senior Travel Consultant**

**Townsville - \$Competitive + Uncapped OTE - Ref 1761Q**

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

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

### **Luxury Travel Consultant**

**Canberra - \$Negotiable + Super - Ref 419**

Are you a successful Travel Agent who wants to develop their career? Are you craving more independence and to move away from a face-to-face selling? Work at your own pace within this luxury boutique agency, selling luxury travel and finally be paid for all your hard work! The successful candidate will have worked in the industry for a minimum 3 years and have the ability to manage & build your own client base. This rare job opportunity will be popular so send your CV today.

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

### **Business Development Manager**

**Melbourne - \$DOE + Super + Bonus - Ref 468**

Do you love Indochina? Have you seen the beauty of Halong Bay or the bustling markets of Bangkok? If you love all things Asia and have great relationship building skills I want to hear from you. This boutique Travel Company is seeking a real go-getter, someone with drive and integrity. This role is out on the road and home based for admin work. If you enjoy training travel agents, love developing long term relationships and generating business, this is the one for you.

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

### **African Travel Consultant**

**Perth - \$DOE + Super + Incentives - Ref 3030**

A rare opportunity for a Travel Consultant that has sold Africa extensively and has travelled this amazing continent has arisen. Offer safari, tours, hotels and cruise to your clients. Bring your destination knowledge, teamed with a drive for sales and customer service to this great role. You will be offered amazing famils and training to help you this fantastic position! This is a specialist team who need a passionate travel consultant with at least 1 years experience.

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

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