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# Travel Daily

First with the news

Thursday 21st March 2013

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## Agents missing insurance

ONE in four travel agents are missing the opportunity to close the sale on travel insurance policies for their clients, new research from SureSave suggests.

The travel insurance provider's newly appointed Executive gm Michael Callaghan (**TD Tue**) said the independent study showed 14% of agent's clients had booked their recommended policy online later, while 11% were not offered a policy in the first place.

He said the research indicated insurance companies needed to perform a better job to provide agents the support and tools to assist selling policies in-store.

SureSave and its rivals needed "to work harder at stopping the online leakage," Callaghan said.

"We recognise from the research that agents are potentially doing the hard work in selling-in the benefits of a particular brand in store yet the insurance sale is made online," he commented.

SureSave has taken "big steps" to address online sales leakage by positioning insurance prices on the internet higher than what is

offered to agent partners.

The firm has also put in place a program to pay commissions to agents who provided the lead.

In a positive sign for consultants, over 60% of agents were able to secure a travel insurance policy for clients, while about half of those taking a major holiday in the last 2 years had bought their travel insurance policy through an agent, the SureSave study found.

## Fraser for sport fans

FRASER Place Melbourne is offering deluxe studio apartments priced from \$160 per night, that includes brekkie for two and a free six-pack of beer or a bottle of wine, pitched at sports fans to enjoy post event - see **page 12**.

## Seven pages of news

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

- TMS Asia Pacific jobs
- AA Appointments jobs x2
- Travel Trade Recruitment
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## NSW pushing for India link

**DIRECT** links to India from Australia are a prospect "worth pursuing" according to NSW MP for Baulkham Hills, David Elliott.

The call came last night at the official launch of the Australia India Travel and Tourism Council (AITTC), for which Elliott was attending on behalf of NSW

### Magellan tally to 70

**MAGELLAN** Travel Group has elevated its member agent count to 70 after signing two well-established Victorian agencies, effective 01 Apr.

The newest MTG members incl the seven-year-old Emma Whiting Travel in Clifton Hill, which this year is branching into the niche area of Destination Weddings and Honeymoons.

South Yarra's World Wide Travel, founded in 1976 and recently sold to Simone Kaye, has also joined the growing Magellan network.

Both "will be excellent new members, consistent with our niche of high-end leisure and boutique corporate agents," MTG ceo Andrew Macfarlane said.

Premier Barry O'Farrell.

Elliott is also on the board of the Indian Ministerial Consultative Committee, which is co-chaired by Parramatta MP Geoff Lee.

In his speech, Elliott added that the possible stumbling block to more direct air links with India could be the efficiency of existing Asian carriers such as Singapore Airlines and Thai Airways.

The AITTC is an independent group aimed at fostering and developing bilateral relationships between Australia and India.

Also attending was Indian High Commissioner to Australia, Biren Nanda, who added that he hoped direct service to India would be established soon, but that "the aircraft to serve these flights is currently grounded," he said, referring to Air India's mooted Delhi-Sydney-Melbourne route, operated by 787 Dreamliners.

Establishing direct air links to India has been a project on the radar of Tourism Australia and the Federal Govt for several years, with Tourism Minister Martin Ferguson launched the India 2020 Strategic Plan last year (TD 15 Jun).

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## Virgin Colombo seats

**VIRGIN** Australia has requested an allocation of 400 seats per week on the Singapore-Colombo route from the Int'l Air Services Commission on a codeshare basis with partner Singapore Airlines.

VA has sought the allocation for a period of five years, which will be fully utilised before 26 Oct.

On Tue, Qantas applied for an allocation of 300 seats on Emirates codeshare flights on the same route (**TD** yesterday).

## Rail experts pitch

**RAIL** Plus has launched a search for 40 travel consultants to join its 2013 Global Rail Experts Program.

There's a multitude of great prizes up for grabs including flights for two to Canada with land arrangements for the dux of the 2013 program.

To enter, applicants must detail in 500 words or less why they want to become a "Rail Expert", submitting an entry by 28 Mar to [railexpert@railplus.com.au](mailto:railexpert@railplus.com.au).

Successful applicants need to complete one online module per week for 10 weeks, from 08 Apr, covering global rail products.

Partners include VIA Rail, the Canadian Tourism Commission, Travel British Columbia, Travel Alberta and Great Southern Rail.

## BA 777 comp winner

**CONGRATS** to William Coulston from World Travel Professionals who was the winner of **TD's** British Airways comp last week.

William has won Club World tickets for two from Sydney to London on BA's inaugural 777-300 flight BA16, debuting on 02 Apr.

## Carnival woes extend

**CARNIVAL** Cruise Lines has confirmed the ill-fated *Carnival Triumph* will not return to service until 03 Jun, with 10 additional voyages now being cancelled.

Guests booked on affected trips are being offered a full refund, reimbursement of transport costs plus a 25% discount on a future cruise of four- to five-days.

**MEANWHILE**, the dry-docked *Carnival Sunshine* will now be out of action until 05 May, forcing two European sailings to be cancelled.

## NZ trade awards off

**THE** New Zealand Travel Industry Awards have been cancelled for this year due to a lack of financial support from sponsors.

Event Director Adrian Caruso said he was "very disappointed" to axe the show for 2013, but was hopeful for its return in 2014.

"Due to a majority of sponsors already having pre-allocated sponsorship funds to the Australian based awards, they are now unable to commit to our New Zealand based awards," Caruso stated.

The NZ industry awards event made its debut in 2012.

The suspension of the 2013 NZTIA comes just weeks after the Australian Federation of Travel Agents confirmed it was adopting a number of new categories for NZ-based retail and corporate agencies (**TD** 27 Feb).

Sponsored by Air New Zealand, the AFTA NTIA categories include Best Travel Agency for both Single Location & Multi-store Locations.

## Window Seat

**ICONIC** children's doll Barbie will soon move into Melbourne's Langham Hotel for a brief period as part of a worldwide tour.

Throughout the Apr school holidays, the hotel will host two Barbie-themed high-tea events, with kids encouraged to bring their own Barbie dolls to partake in a variety of kids activities.

The high-teas will take place in the hotel's Aria Bar and costs \$30 per child - ph 1800 641 107.

**PORT** Stephens' famous Blues & Brews festival is on again this Easter, with a special hot-cross bun flavoured beer featured.

The ale has "strong cinnamon & nutmeg spice aromas, blended with breadly British malts".

The festival, on from 29 Mar to 01 Apr, will also include a giant Easter Egg hunt for children.

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AFTA National Travel Industry Awards 2013

**Best Tour Operator International - Travel Indochina**

**Best Sales Executive Industry Supplier - Narelle Welsh**



## \$3m Tasmania promo

**TOURISM** Tasmania has unveiled a new \$3m marketing campaign aimed at encouraging interstate visitors to stay longer in the state.

The 'Tasmania - Go Behind the Scenery' campaign focuses on the experiences beyond the beaches & great walks, and "getting people to dig a little deeper while they're visiting," Tourism Minister Scott Bacon said yesterday.

Campaign activity will run in Sydney and Melbourne from 24 Mar to 31 May in print, cinema & TV, with an online & social media component incorporated.

## Wyndham Mel CBD

**WYNDHAM** Hotel Group has announced its newest project, a brand new Melbourne CBD 531-apartment complex, currently under construction on the corner of William St & Little Bourke St.

Wyndham on William is slated to open by mid-2014 and will offer a mix of studio, one-, two- and three-bedroom apartments.

## Aqua into CLIA Austr

**LUXURY** river cruise operator Aqua Expeditions has joined the newly branded Cruise Lines Int'l Association Australasia.

Aqua operates two ships, *MV Aqua* and *MV Aria*, in the Amazon and will launch its new vessel, the *MV Aqua Mekong* in Asia in 2014.

## QR boost Iraq options

**QATAR** Airways will launch four weekly services between Doha and both Basra & Sulaymaniyah in the Republic of Iraq, effective 03 Jun and 20 Aug respectively.

Both routes will be operated by Airbus A320 aircraft.

## Hahn Air for tours

**E-TICKETING** platform Hahn Air Systems has added tour operators in Brussels and Bulgaria to its distribution channel for agents.

Maxitours and Air Viva trips will be available to 91,000 travel agencies globally connected to major GDSs under the 'H1' code.

## More Aussies travelling at home

**A STRONG** quarter for domestic tourism in Dec has seen the year end on a high, according to the latest National Visitor Survey.

Released this morning, Tourism Research Australia's latest NVS report showed domestic day trips grew by 8% last year to \$174m, with expenditure spiking 11% to over \$18m, Tourism Minister Martin Ferguson said.

Overnight trips and nights rose 4% to 74.5m & 282m respectively, & spend was up 3.4% to \$50b.

Intrastate trips increased by 5% year-on-year, while the Dec quarter helped to improve the

number of interstate travel after a relatively flat year.

"Good growth in domestic tourism in 2012 is positive news for the tourism industry," he said.

Much of the growth came from the visiting friends and relatives sector, which was up 7%.

Tourism Australia md Andrew McEvoy said an "extremely strong" final quarter rounded off a good 12 months for domestic tourism, with trips, nights and spend all up as more Australians choose to holiday within Australia.

View the full NVS Dec quarter report at [www.bit.ly/NVSDec12](http://www.bit.ly/NVSDec12).

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## Lamps lit up for AITTC launch

**TRADE**, tourism & business links between Australian and Indian organisations will now be easier to cultivate following the launch last night of the Australia India Travel & Tourism Council (AITTC).

Several high profile business and tourism dignitaries attended the event, including Bollywood director Madhur Bahandarkar.

Initially forming late last year, (TD 08 Nov), AITTC is a voluntary organisation aiming to serve as an intermediary helping businesses to connect to the Indian market.

The group is also tasked with enhancing, influencing and maintaining bilateral relationships between Australia and India.

Founding board member Sandip Hor thanked Tourism Australia & Destination NSW for their support of the group, however said that the AITTC remains independent.

Last night's launch saw brief speeches made by a number of Indian business dignitaries who were instrumental in the setting up of the group, including India's High Commissioner to Australia.



Federal Tourism Minister Martin Ferguson, unable to attend the launch personally, sent a message praising AITTC's trade goals.

"Organisations such as the AITTC, which aim to promote travel and tourism between Australia and India, will play an important role in increasing the number of visitors," Ferguson said.

Sandip Hor is pictured above carrying out the 'lighting of the lamp' - a ritualistic Indian practice signifying good luck going forward for the new organisation.

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# Sunlover sparkles in SA



**MORE** than 60 agents from across Adelaide turned up to the Rockford Adelaide hotel recently for a dedicated roadshow hosted by Sunlover Holidays.

Aimed at promoting the range of domestic product available with the wholesaler, Sunlover brought 11 key suppliers to meet with agents to introduce their products & answer any questions.

By all accounts, the evening was a success, with many praising it as an informative evening full of exciting products to sell.

Sunlover Holidays NSW/SA business development manager Daniel Toby is **pictured** above with the attending suppliers, which included Michelle Behsman from Thala Beach; Regina White, Ocean Hotels and Tourism; Kate Wilkie, Dreamtime Resorts; Llewellyn Wyeth, Accor; Kristy-

Ann Berry, Delaware North; Brooke Gajewski, Britz Maui/THL; Kiyhan Bell, Daydream Island; Kristy Bailey, Eco Beach; Claire Sim, Great Southern Rail; Zoe Marsh, Oaks Hotel and Resorts & Alison Thomas, Virgin Australia.

## New Samoan 4-star

**SAMOA** Tourism Authority has confirmed the opening of the 16 room Aga Reef Resort on the south coast of Upolu this month.

The property features eight Ocean View Hotel rooms, four Waterfront villas, three Island Villas and one VIP Villa.

Rates include continental buffet breakfast and a complimentary 15 minute spa treatment.

Launch rates of 50% off are being offered in Mar, Apr & May - see [www.agareefresort.com](http://www.agareefresort.com).



## TWO RETAIL CONSULTANTS

Due to exceptional growth, MSC Cruises Sydney is looking for two senior reservation cruise consultants.

The successful candidates must have a minimum of 5 years' experience within the retail or wholesale industry, exceptional cruise knowledge plus airfare and ticketing experience. The ability to work in a fast paced team environment. Work well under pressure, meet deadlines and show excellent attention to detail.

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Thursday 21st Mar 2013

## Australia trumps NZ

A SURVEY conducted by travel search site Skyscanner on whether Australia or New Zealand had a greater appeal to different types of travellers has found slightly in favour of Australia.

The poll of 1,200 travellers voted Australia superior to our trans-Tasman neighbours in seven out of 12 categories.

Australia's wine regions ousted its NZ counterparts, along with city breaks, service quality and sightseeing while NZ was voted favourite in nature, wildlife, self-drive holidays and romance.

New Zealand convincingly won the winter sports category, while Australia clearly dominated the division on beach destinations.

## Disney minimum age

**DISNEY** will from this weekend introduce a ban on children aged 14yrs and under entering its parks without another person of the "same age or older", it says.

The ban will apply at Disneyland Anaheim and its California Adventure Park, as well as at Walt Disney World parks in Orlando.

A spokesperson for Disney, Suzi Brown, said no incident or event triggered the policy change, but was merely to provide consistent admission ages across all parks.

## Club Med campaign

**CLUB** Med has launched a new global sales campaign centered on the "happiness" philosophy.

The campaign will consist of a series of advertisements inviting Aussie travellers to imagine their perfect holiday under the tagline of "And what's your idea of happiness?", and will also include magazine advertising as well as a heavy social media presence.

## WIN FLIGHTS WITHIN EUROPE

This week, **Travel Daily** is giving one lucky reader the chance to win 2 x economy return tickets from Brussels to any European port on the Brussels Airlines network (operated by SN), courtesy of **Brussels Airlines** and **Aviation Online**.

Brussels Airlines is proudly represented in Australia, New Zealand & South West Pacific by Aviation Online: 1300 781 747; [www.aviationonline.com.au](http://www.aviationonline.com.au).

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**Tell us in 25 words or less why you should win 2 x economy return tickets from Brussels to any European port**

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## Next TG A380 to LHR

**THAI** Airways will deploy its 5th and 6th Airbus A380 aircraft on services between Bangkok and London Heathrow upon delivery of the jets later this year.

Currently, the A380's are on schedule for delivery in Oct & Nov.

## MU signs Travelport

**CHINA** Eastern Airlines and Travelport have agreed to terms on a multi-year content sharing agreement for Galileo, Worldspan and Apollo connected agents.

The GDS pact for access to fares, availability and inventories also applies to China Eastern's offshoot carrier Shanghai Airlines.

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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).

**APT** has recruited **Ryan Montgomery** and **Aaron Christian** as its new NSW/ACT State Manager & NSW/ACT Business Development Manager respectively. Both bring considerable industry experience to their new roles, including recent positions with AAT Kings. Montgomery and Christian will be tasked with promoting the APT & Travelmarvel brands.

Travel insurance firm **SureSave** has appointed **Michael Callaghan** to the position of Executive General Manager, to be based in the Sydney office.

**Silverneedle Hospitality** has brought in **Sean Flynn** as its new Executive Vice President. Flynn will lead all aspects of Brand Management for the Asia-Pacific region, which currently consists of 65 hotels over five brands.

The **Australian Federation of Travel Agents** has named **Gary O'Riordan** as its new General Manager - Accreditation. O'Riordan is well known in the industry and brings many years service with ATEC to his new role.

After a decade with Qantas Holidays, **Linda Hussey** moves into a new role as Area Sales General Manager for the **Globus** family of brands. Hussey will oversee the Western Australia market in her new position.

**Independent Travel Group** has announced new appointments in **Kim Tomlinson** as Network Manager Independent Travel Qld/Nth NSW, alongside **Vito Romeo**, who fills the same role in the Vic/Tas markets. Additionally, **Jonathan Nelson** has been promoted to National Sales Manager for the group, tasked with the brand's growth nationwide.

**Andrew Brodie** will take control of the now combined Aviation Business Development and Terminal Retail & Commercial departments at Brisbane Airport Corporation, taking over for the retiring **Cam Macphee**. Working under Brodie will be **Toby Innes** in the role of Head of Terminal Retail & Commercial. The merged department will be take effect in Aug.

Moving back to Australia after a stint in Jakarta, **David Perry** has been named as the new Chief Executive Officer of Melbourne's **Windsor Hotel**.

**Nicole Skjaerbaek** has joined **Tourism Portfolio** in the role of Business Development Manager - Leisure, based in the Sydney office.

**Best Western International** has added two new members of its team in **Steve Richards**, who is the new General Manager Sales & Marketing. Also, **Barry Fleischmann** has joined the firm's Brand Development Team following his most recent post in the US with Choice Hotels Int'l.

Boutique property brand **Design Hotels** has announced a management restructure which will see **Arno Schwalie** take on the role of Vice President and Chief Commercial Officer, while **Sascha Wolff** will oversee investor relations and legal matters as head of Finance & Administration.

**Alexandra Ridgway** has been recruited as the new Director of Sales and Marketing for the **Sofitel Fiji Resort and Spa**. Ridgway holds previous experience with Accor and joins from her role with Fraser Suites, Sydney.

Representing a wide variety of resorts across the South Pacific, **Andrea Stowers** has joined the **World Resorts of Distinction** hotel management firm as its new Business Development Manager for New Zealand.

Finding fame for the culinary skills as finalists on the Masterchef TV show, **Rhys Badcock** and **Nathan Brindle** have joined Kimberley Quest Pearl Sea Coastal Cruises as the new chefs for their 2013 cruising season.



**ABOVE:** MTA consultants Ann McKinnon, Bettian Gain and Jonica Gilbert invited a group of valued clients to join them on a charity golf day at Carbrook Golf Club last week to raise funds for the Daniel Morcombe Foundation. The 'Drive for Daniel Golf Day'

saw close to 150 industry peers, with more than \$11,500 raised to support the 'Red Truck' program which promotes the 'Stranger Danger' message to school kids. Gilbert (centre) is pictured with clients & foundation co-founder Denise Morcombe (2nd from right).

## Exclusively Toberua

**Fiji's** Toberua Island Resort is making itself available for charter use for groups of up to 30 guests, priced from \$6,000 per night.

There are 15 recently refurbished Premium, Deluxe and Tropical bures available, and resort guests celebrating a wedding will have a Loomalagi Wedding included free.

Island transfers from Nausori Airport are also included, and kids can stay free of charge.

To take advantage of the offer - available between 01 Apr-30 Jun and 01 Nov-31 Mar - guests need to book a minimum of five nights.

The resort has a capacity of 45, with extra guests above 30 charged at the rate of \$100/night.

## Delaware SSH deal

**DELAWARE** North's Australia Operations has inked a catering deal with the soon to open Singapore Sports Hub venue.

Under the multi-million dollar deal, Delaware North will provide catering, food and beverage services for the 77,000 seat stadium complex.

## Cable Beach stay pay

**BROOME'S** iconic Cable Beach Club Resort & Spa has launched a Stay 5/Pay 4 deal for travel from 01 Apr to 31 May 2013.

The offer is available across Studio, Bungalow, Villas and Suite accommodation types & includes return Broome Airport transfers.

Call 1800 199 099 for bookings.

## Europcar low-cost

**CAR** rental firm Europcar has unveiled a new low-cost offshoot in Europe dubbed InterRent.

The new brand debuts with 44 depots scattered around France, Germany, Spain and the UK, mostly based near airports and railways stations.

Vehicle options include mini, economy, compact and mini-van, with the budget friendly model pitched at leisure customers.

Rentals are performed in three steps - select a date and place of rental; vehicle category and any options needed and payment.

Included in the cost is 24 hour on-road assistance and third-party liability insurance.

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CAT 27: **CRAIG OWENS** - BEST SALES EXECUTIVE - INDUSTRY SUPPLIER



**NATIONAL TRAVEL INDUSTRY AWARDS**



# France beckons Insight crew

**THE** second group on The Travel Corporation's mega-famil to Europe was hosted by Insight

Vacations, who whisked them off for several days of French fun.

Enjoying the life aboard luxury Insight coaches, the agents stayed in premium hotels during visits to Paris and the mountains of Dijon and Lucerne in Switzerland.

**BELOW:** The group hastily gathered on top of Mt Pilatus for a freezing group photo.



The agents were taken for an exploration of Rue des Forges in Notre-Dame to see the mansions and ancient churches of the city.



**ABOVE:** Wine tasting at Dr Wine in Dijon is Ray Hands, Insight Vacations; Tara Maguire, Travel House Christies Beach; Jacklin Wright, HWT Maitland; Gary Jung, Insight Vacations Tour Director; Raewyn Reilly, HWT Buderim and Julie Clancy from Travelworld Port Macquarie.

**RIGHT:** Tracey Mills, Harvey World Camperdown; Owen Torpy, Yarra Valley Travel & Erin Staunton from Phil Hoffman Travel.



**ABOVE:** Mary Debrincat, Macarthur Travel and Cruise Centre and Carolyn Rogers from Jetset Waurn Ponds.



**BELOW:** The group posed together for a photo at the Lucerne's famous Lion monument.

# Manila casino opens

**A BRAND** new integrated hotel and casino development has opened in Manila Bay, Philippines.

The first phased opening of the Solaire Resort & Casino complex consisted of a 500-room hotel and 18,500sqm gaming section.

# Latin Lux appeal

**ORGANISERS** for the second annual Luxpereinice travel show have reported a "good response" from buyers in Mexico, Brazil and Argentina for the Sep show.

# Japan Facebook fans

**THE** 'Visit Japan Down Under' Facebook page, run by the JNTO has had more than 20,000 fans sharing their love of Japan.

# HAL up IP verandahs

**HOLLAND** America Line has announced it will deploy seven ships on Alaska's Inside Passage (IP) for the 2014 season.

HAL will shift the 1,916-pax *ms Oosterdam* to the popular Glacier Discovery itinerary, and coupled *ms Statendam* on the voyage will see verandah and guest capacity boosted in the Gulf of Alaska.

New for 2014 are seven- and 14-day cruises to both Hubbard Glacier and Tracy Arm fjord aboard *ms Amsterdam*.

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Just answer the daily question on Singapore in TD's newsletter for the month of March (20 questions in total). The prize will go to the reader with the most number of correct entries and the most creative caption for the last question.

Email your answer to: [singaporecomp@traveldaily.com.au](mailto:singaporecomp@traveldaily.com.au)

**Q.15: Did you know that there are 10 celebrity chef restaurants in Singapore? Name any one of them.**



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PO Box 1010, Epping, NSW 1710  
Phone: 1300 799 220 Fax: 1300 799 221

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**Publisher/Managing Editor:** Bruce Piper  
**Editor:** Guy Dundas  
**Assistant Editor:** Matt Lennon  
**Contributors:** Chantel Housler, Jenny Piper and Barry Matheson  
Email: [info@traveldaily.com.au](mailto:info@traveldaily.com.au)

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**CORPORATE ACCOUNT MANAGER  
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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 growing global brand who celebrates and rewards success and offers long term career development

### WHOLESALE TEAM LEADERS - YOUR NEXT STEP

**TRAVEL OPERATIONS SUPERVISOR  
SYDNEY – SALARY PACKAGE \$50-\$65K**

This great new role is within a leading organization undergoing exciting growth within this specialized department. You will be reporting to the operations manager supervising a team of up to 25. You will ideally come from a wholesale background and have used Calypso. This is a chance to move your career forward with endless opportunities within this organization.

### HOT INDUSTRY SALES IN NSW

**BDM – WELL KNOWN TRAVEL PRODUCT  
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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.

### MANAGE THIS UNIQUE CLIENT BASE

**ACCOUNT MANAGER -ACADEMIC  
SYD - SALARY PACKAGE \$90K PLUS INCENTIVES**

Our client a leading corporate travel management company has an opening in their account management team. You will have a port folio of clientele that is slightly different than your normal corporate client base. Ideally you will have experience managing clients from the academic space in account management or operations. Great salary and career development on offer.

### 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.

### 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.

### SALES ROLES EAST AND WEST COAST

**CORPORATE BDM X 3  
BNE, 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 b 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

### 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.

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## NATIONAL TRAVEL INDUSTRY AWARDS



**TRAVEL TRADE  
RECRUITMENT**

[WWW.TRAVELTRADEJOBS.COM.AU](http://WWW.TRAVELTRADEJOBS.COM.AU)

Travel Trade Recruitment is delighted to have been nominated in category 26 for 'Best Agency Support Service' at this years AFTA National Travel Industry Awards for Excellence, and we now need your vote to help us make it to the finals!

[Click here](#) if you work for an Australian Travel Agent and would like to vote for Travel Trade Recruitment or any of your other favorite travel suppliers in the Best Supplier categories.



VOTE TRAVEL TRADE RECRUITMENT IN CATEGORY 26:  
**'BEST AGENCY SUPPORT SERVICE'**

### **Out of Hours Online Travel Consultant**

**Brisbane - \$50K + Super + Uncapped OTE - Ref 376x**

Step away from face-to-face sales and find the ultimate work life balance with this out of hour's role. If you have commitments during the day then the usual shifts between 5pm-5am could work perfectly for you. I am looking for an experienced travel industry professional as your main areas of responsibility will include assisting with online bookings, changes, cancellations and selling additional travel products. A generous base salary & uncapped OTE are offered.

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

### **Specialist Travel Consultant (Africa)**

**Sydney - \$DOE + Super + Bonus - Ref 477**

Africa Experts, we need you! Do you dream of African Safari's and love putting together Africa itineraries? Join our dynamic team as an African Specialist Travel Consultant, selling everything from midnight safaris in Kenya to African drumming sessions in Cape Town! Work in lovely modern offices with a strong, focused sales team in this niche role selling luxury African adventures! A fantastic bonus system will keep your pockets lined with realistic targets!

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

### **Senior Travel Consultant**

**South West Melbourne - \$DOE + Super - Ref 1211**

Experienced Travel Consultant with a loyal customer following is required to bring their passion to a well-established, niche office in the South Western suburbs of Melbourne. Ideally you will have the experience to handle the demands of discerning client and book worldwide leisure & corporate itineraries. A strong knowledge of all major destinations in the world and beyond is essential. Take charge and turn your life around with this exciting new role on offer.

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

### **Cruise Consultant**

**Brisbane - \$40-50K + Super + Comm - Ref 405A**

Want to become a cruise expert and specialise in this niche travel product? If you have a passion for cruising and for travel sales, then apply now! You will be working towards targets and earning an uncapped commission in return 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 available.

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

### **Senior Travel Consultant**

**Bayside Victoria - \$DOE + Super - Ref 484**

Do strive under pressure? Can you handle phones ringing and client walk-ins? A Senior Travel Consultant, who loves a fast paced environment, is needed to handle worldwide packages using Amadeus CRS, whilst providing outstanding customer service skills to loyal & repeat clients. Ideally you will have a minimum 3 years experience working in a busy retail agency. If you are a real go-getter, self-motivated and have passion, come work for this leading agency!

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

### **Team Leader**

**South Perth - \$55-60K + Super + Incentives - Ref 0466**

Are you an experienced Travel Team Leader or are you looking to make the move into being a supervisor? We are in need of experienced Travel Leaders. This is a hands-on role so lead by example making your targets and assisting your team to meet, achieve and exceed theirs. Coach your team to become the best that they can be. Liaise directly with management and be the go to person for this busy branch. This is a fantastic company to work for!

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

*Start your job search at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)*



Recently refurbished, Fraser Place Melbourne offers chic and stylish accommodation in the hub of Melbourne's entertainment quarter with easy access to sporting venues via nearby public transport, including the free City Circle tram.

This boutique property comprising 112 modern studio apartments has plenty to offer business and leisure travellers alike with a breakfast café, gymnasium, sky terrace and internet lounge. Each apartment is equipped with all the modern conveniences to make for an incredibly comfortable long or short stay.

## SPORTS FEVER AT FRASER PLACE MELBOURNE

Sports fans everywhere, visit Melbourne and stay at Fraser Place.

Kick back in a deluxe studio apartment before, and after your favourite game, with a complimentary 6 pack of beer or bottle of wine. Plus, you won't miss a second of the action with free in-room Wi-Fi! The package also includes daily buffet breakfast for two.

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\*Conditions apply.

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