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First with the news

Thursday 7th November 2013

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JTG to resolve 'impasses'

A SMALL number of Jetset Travelworld Group franchisees facing "location adjacency" issues will be asked to submit proposals stating why they should be allowed to adopt the group's new *helloworld* branding in preference to other nearby shops.

An update from JTG ceo Rob Gurney issued today has clarified how the company is working to solve these problems, believed to only affect a handful of outlets where stores in the same area want to adopt the fully branded *helloworld* model.

Gurney said there are a "very limited number of situations" where multiple business owners in a particular location have indicated a "clear preference for our fully branded model".

"To resolve potential impasses we will invite the interested

parties to submit a proposal," he said, with evaluation criteria to include the number of locations which an agent owns, trading history, compliance with their existing agreements and future plans regarding stores and growth.

"The process will be conducted expeditiously and transparently," Gurney said, and affected agents will be contacted by their brand head in the next 48 hours to confirm the next step.

TD understands that there are only about ten of these difficult situations across the country, with JTG having worked to resolve most issues by having agents adopt a different one of the branded, associate or affiliate models offered by *helloworld*.

Gurney told **TD** that agents who are unsuccessful in their bid to adopt the full brand will be given "every bit of assistance" to develop an alternative solution.

More from JTG on **page five**.

Another fabulous TD

TD has seven pages of news & photos today, plus full pages:

- AA Appointments jobs
- Travel Trade Recruitment
- Sabre Pacific
- Blue Lagoon Cruises

CASA clears JQ 787s

JETSTAR has been given the go ahead to commence commercial services using its brand new 787 *Dreamliner* aircraft by the Civil Aviation Safety Authority.

CASA director of aviation safety John McCormick congratulated JQ on the "excellent work" performed during the approval process.

JQ took delivery of its first 787 last month, while its second is due to commence test flights soon.

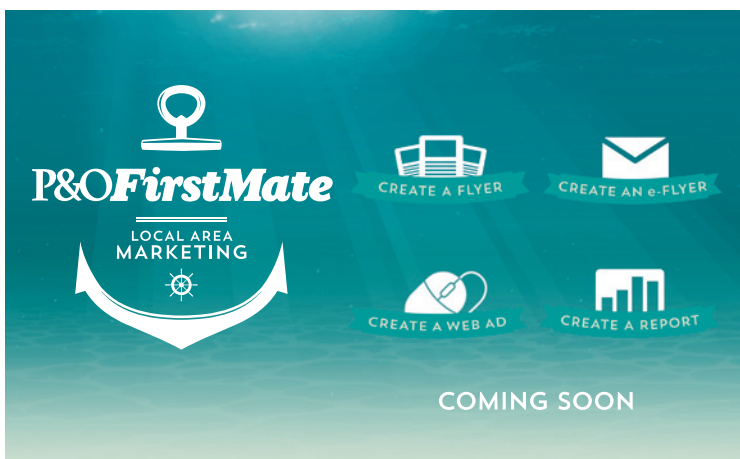
ATEC scouting for md

THE search for a replacement md at the Australian Tourism Export Council is continuing, with the organisation promoting the position in today's *Travel Daily*.

It follows Felicia Mariani's decision to stand down from the role earlier this year (**TD** 09 Sep).

Applicants are required to possess "extensive & successful experience in influencing leading political and business reps."

See the ad on **page 5** for details.



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Aussies sure to be sure

NEW arrivals data for Ireland shows a 22.5% year-on-year rise in the number of Australian and New Zealand arrivals to the country for the Jul to Sep period.

Overall long-haul markets are up 24.5% on last year's result.

Flight Centre NZ caution

THE New Zealand Commerce Commission has "cautioned" Flight Centre over the advertising of a five night holiday in Rarotonga which turned out to be four nights accommodation and then a 1.45am departure on the fifth night.

According to the *Dominion Post*, the NZCC wrote to Flight Centre saying that consumers would generally consider a night's stay to be from "dusk until dawn".

The letter warned of potential court action if the company continued to advertise the package as a five night holiday.

The move followed a complaint made by a family who paid \$6500 for the "five night" package but found their itinerary listed a 6pm checkout on the final day before the night flight.

After asking their Flight Centre consultant about the discrepancy the agent added an extra night to the accommodation booking, but did not adjust the flights.

The family stayed the additional night but then had no seats booked the next day, and had to pay NZ\$3700 for new tickets after they were unable to get in touch with Flight Centre.

Flight Centre apologised for the mix-up and refunded the \$3700, with gm Michael Friend saying the company had "taken all of the relevant steps and put processes in place to ensure that there is no confusion with advertised holiday packages going forward".

3rd FJ A330 delivered

FIJI Airways has taken delivery of its third and final brand new Airbus A330 aircraft yesterday.

The jets arrival marks more than two years of intensive planning to rebuild & return FJ to profitability, md and ceo Stefan Pichler said.

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6 more VA Bali flights

VIRGIN Australia has announced a boost in flight frequencies from Australian east coast hubs to Denpasar (Bali), effective 19 Dec, to support growing demand.

The new capacity comes in the form of three new services from Melbourne, two new flights out of Sydney and an extra weekly service departing Brisbane, all operated by B737-800 aircraft.

COO Judith Crompton said the move demonstrates VA's "commitment to adapting our schedule to meet demand."

Hertz appointment

HERTZ today announced the appointment of Dustin Fisher as its new Finance Business Partner for Australia and New Zealand.

Relocating to Melbourne from Los Angeles, Fisher was formerly Hertz US Western Region Controller, and will be responsible for providing financial support to drive business strategies.

More appointments on **page 6**.

Borat's Ritz-Carlton

RITZ-CARLTON has opened its first property in Kazakhstan, with the 145-room Ritz-Carlton Almaty sitting atop the 37-storey Esentai tower, one of the tallest buildings in Central Asia.

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Qantas to appoint Fiji GSA

QANTAS has made the “difficult decision” to close its office in Fiji and instead move to a General Sales Agent model in the South Pacific nation.

The carrier has for many years operated a retail travel centre in Suva, but says it is no longer viable to have its own dedicated presence in the country.

A spokesperson told **TD** that QF currently employs nine staff in Fiji - six in Suva and three in Nadi.

It’s more than twelve years since Qantas operated its own flights to Fiji, with the local sales office mainly selling QF codeshare tickets on Fiji Airways services.

“The majority of Qantas customers travelling on this route purchase tickets from Australia,” the carrier said.

Qantas said its normal practice, as with that of many other carriers, is to engage GSAs in offline ports to create a greater sales reach for bookings and generation of revenue.

QF said it will “work with potential GSAs to negotiate roles for any staff who have been affected by the review of its Fiji operations.”

Qantas currently codeshares on a number of Fiji Airways routes including services from Nadi to Apia, Auckland, Brisbane, Christchurch, Christmas Island, Honolulu, Los Angeles, Melbourne and Sydney.

Qantas owns 46% of Fiji Airways but no longer has any board representation after Fiji’s self-appointed government (which holds 51%) issued a Civil Aviation Decree which aimed to reduce QF’s “effective control” of the airline (**TD** 28 Mar 12).

Bimbadgen winners

CONGRATULATIONS to the winners of last week’s Bimbadgen competition in **Travel Daily** to celebrate the Melbourne Cup.

John Quertermous from Showbiz, Linda Brown from Harvey World Travel in Surfers Paradise, and Rachel Douglas of Nexus Point Travel will each receive a wine pack including two bottles of Sparkling Rose and two bottles of Sparkling Semillon, courtesy of Esca Bimbadgen.

TA industry briefings

TOURISM Australia has opened registrations for its nationwide functions to update the industry on its activity, latest market insights, business events marketing program and partnership opportunities.

Briefings are set to be held in Adelaide (on 08 Nov), Hobart (15 Nov), Brisbane (28 Nov), Cairns (29 Nov) and Sydney (03Dec).

Additional briefings will be held in Canberra, Melbourne, Darwin and Perth in Feb/Mar next year. To register, **CLICK HERE**.

Qld, QF promo begins

THE \$12 million marketing partnership between Qantas and the Queensland government (**TD** 12 Jul) has kicked off with a major international promotion targeting visitors from the UK, USA and Hong Kong.

Currently these three source markets comprise 20% of all international arrivals to Qld.

“The aim of this activity is to build on this momentum as we enter the key international holiday booking season in the northern hemisphere, keeping Queensland top of mind amongst potential visitors,” said Qld tourism minister Jann Stuckey.

The UK promotion includes a partnership with Flight Centre, alongside Destination NSW to promote the ‘Best of Australia’ while the US campaign will highlight QF’s expansion of LAX-BNE services to daily next month.



Window Seat

TWO students in New Zealand have been announced as the winner of a competition run by AJ Hackett Bungy, after they promised to get matching tattoos promoting the adventure tour operator.

Toni Love and Joshua Hemara will fly to Queenstown from Auckland this weekend, after AJ Hackett co-founder Henry van Asch selected their entry as the winner in a competition to celebrate the firm’s 25th anniversary.

Entrants had to write a short essay showing what they are willing to do to win a Queenstown getaway - and Love blew the judges away by promising the couple would get AJ Hackett Bungy tattoos.

According to the company, “the exact size and location of the tattoos is still up for negotiation, but the pair is true to their word and will be tattooed this Friday” before they leave for their prize trip.

AND while we’re on the subject of competitions, the UK operation of Lastminute.com is advertising for a so-called “spontaneity champion” who will “immerse themselves in a year-long quest to live life spontaneously”.

The successful applicant will receive up to £50,000 worth of travel and experiences, and although details are sketchy it looks like social media will be used to decide on the “missions”.

You don’t have to quit your day job, with examples cited including flying to an exotic long-haul destination for the weekend or playing “hotel roulette” in London.

Along the way the winner will “help inspire the nation to live more spontaneously by sharing your adventures through social media.”

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TM's bring smiles to kids dials



HOME-BASED travel agent network TravelManagers brought unbridled joy to the faces of 36 underprivileged Sydney children yesterday at a special community event that formed part of the company's annual conference.

Nearly 160 Personal Travel Managers and representatives from 39 partner suppliers joined in building 36 brand new bikes for kids in families going through the toughest of times.

Initially unsure what the bikes being built were for, barely a dry eye could be found in the house once the time came to hand over the bikes to struggling families.

The event was conducted in conjunction with the YWCA's Bikes for Tykes program, with the kids all from Rosemeadow Public

School in south-west Sydney.

The YWCA charity works to bring some pleasure to the lives of children struggling with confidence and their school work due to problems in their homes.

Personal Travel Manager Renee Williams said the gesture was a watershed moment for many.

"Giving to these children who don't have as much really touches your heart and it makes you proud to be part of this company".

TravelManagers general manager Michael Gazal echoed Williams' sentiments, saying the impact of being able to give the kids their first bike would be a moment they would never forget.

For a special photo gallery from the event, see **TD** on Facebook at www.facebook.com/traveldaily.

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Cruise division success

TRAVELMANAGERS general manager Michael Gazal says the company's recently-launched CruiseManagers division has been a resounding success in its first six months of operation.

The division boasts membership of 41 Personal Cruise Managers who have exceeded strict sales and accreditation criteria to join, and has generated \$2.1m in sales through its partnership with cruising wholesaler Cruisecco.

"We've doubled our expectation," Gazal told **TD**.

"To hit \$2.1 million in our first six months, we would like to think we can continue to match that at least moving forward," he added.

TravelManagers Australia chairman Barry Mayo said he was very pleased with how quickly the CruiseManagers arm has taken off.

"We think CruiseManagers has been a really good step forward for us and we want more and more of our Personal Travel Managers to qualify," he said.

More from the TravelManagers conference on **page seven**.

Travel Daily

on location aboard

Voyager of the Seas

Today's issue of **TD** is coming to you from TravelManagers first dual land and sea conference aboard **Voyager of the Seas**.

DAY one of the home-based agent network's annual conference took place at the Sofitel Wentworth Sydney Hotel, with a number of informative sessions and keynote speakers.

After the official welcomes, the delegation of 159 Personal Travel Managers were left in awe as Janine Shepherd regaled her tale of overcoming unbelievable odds to not only achieve, but thrive.

The group learned tips and techniques being used to success by fellow PTMs in their own businesses, and a series of presentations and updates from preferred partner suppliers.

Formal proceedings for the day ended with a humanitarian exercise, where the group built 36 bikes which were then given to children from underprivileged families, bringing many of the PTM delegation to tears.

Today, the conference moves out to sea, with the group set to board Royal Caribbean Int'l mega-liner, **Voyager of the Seas**.

Photo: Hamilton Lund

Love Every Second of the Qantas Sydney Sale



Visit qantas.com/agents or speak to your Qantas Account Manager.



*Sale ends 23:59 (AEDT) 11 November 2013, unless sold out prior. Selected departure dates apply. Visit qantas.com for full conditions. Qantas Airways Limited ABN 16 009 661 901.

TK boosts Canada

TURKISH Airlines will expand flights between Istanbul and Canada from 29 Mar 2014, with a new thrice weekly Montreal flight plus a sixth weekly Toronto service.

helloworld uniform consultation

TRAVEL consultants will be engaged as part of the decision process for the development of uniforms under JTG's new *helloworld* brand.

According to an update from JTG ceo Rob Gurney issued today, the company plans to assemble an advisory board of agents to select and test a range of designs for the new uniform.

"Uniforms are a core part of our new *helloworld* brand identity, and we know how important they are to you, given you wear them every day!" he said.

The formal uniform launch is

scheduled for early 2014, and in the interim JTG will be providing launch agents with a shirt or top and a *helloworld* badge to replace existing branded clothing.

Further uniform options will be advised at next week's JTG Corporate and Owner-Manager conferences in Melbourne.

helloworld refreshing

AS many as seventy existing JTG franchisee stores will be refreshed with the new *helloworld* branding in the lead-up to the formal consumer launch of the brand, set to take place in the next few weeks.

Full details of the launch have not been revealed at this stage but ceo Rob Gurney has confirmed it will take place before the end of the year.

He told **TD** that 15-20 stores around the country are currently undergoing works each week.

As well as the 100 confirmed *helloworld* sign-ups, Gurney said agreements for an additional 150 stores are under negotiation.

AA drops JFK-IAH

AMERICAN Airlines will cease flights between New York JFK and Houston from 08 Jan 2014.

Currently AA operates a daily 737-800 aircraft on the route, which only commenced operation in Apr this year.



THIS group of Concorde Agency Network agents were recently hosted on a joint familiarisation with Etihad Airways to Paris.

Participants were the top performers of an incentive to win a place on the reward trip.

The group travelled in uber style, enjoying Etihad Airways' full flat beds and restaurant-style meals in Pearl Business Class, arriving into Paris refreshed and ready to explore The City of Lights.

There were copious amounts of trip highlights, among them

being the 'Bonheur' cabaret show at The Lido, a dinner cruise overlooking the lights of Paris and a day of fun at Disneyland Paris.

Pictured at Etihad Airways' Abu Dhabi Airport's Diamond First and Pearl Business class Lounges from left are: Kelly Hill, Etihad Airways; Wafik Gobran, Twin Wings Travel; Kim Huyhn, Your Holidays; Debbie Chandler, Emerald Travel; Gordana Nielson, Safeway Travel; Maia Anissa, Tadros Travel and Nick Pearson, Concorde Agency Network.

Huge JTG conference response

NEXT week's Jetset Travelworld Group owner-managers conference will be the firm's biggest ever, for the first time combining agents from across the Jetset, Travelworld, Harvey World Travel, Travelscene and affiliate brands which will all be replaced by *helloworld*.

CEO Rob Gurney says that more than 900 agents will be in attendance for the OMC, while the associated Corporate Conference has also seen a strong response with 150 delegates.

The Melbourne conference will feature a mock-up of a new fully-branded *helloworld* store, with a range of high profile speakers including Qantas ceo Alan Joyce.

Eurail discounts

INTERNATIONAL Rail is offering 20% discounts on some Eurail passes purchased by 31 Dec.

The deal is valid on the Global Flexi Pass, the Global Consecutive Pass and the Select Pass in both first and second class, with the passes valid for travel to 31 Mar.

New Las Vegas arena

MGM Resorts and AEG have revealed details of a new 20,000 seat sports and entertainment venue which will be located near the New York-New York resort.

The US\$350m project will commence construction in Apr next year with a projected opening date in early 2016.



Managing Director - Sydney

The Board of ATEC is seeking an outstanding person to lead the organisation, provide member value and make a significant contribution toward the further development of this important industry.

To fulfil this role this person will have a record of outstanding leadership and communication skills, strong business and management ability, exceptional strategic planning and implementation capabilities and the ability to articulate a clear industry vision and direction. Extensive and successful experience in influencing leading political and business representatives is considered essential, as is a strong understanding of the tourism industry. Participation in the tourism industry at a senior executive level will be regarded favourably.

Further information on the role may be obtained from gemma.sinnett@atec.net.au or you can contact Gemma on 02 8262 5500.

Applications to be directed to chairman@atec.net.com
Applications close COB 26 November 2013.

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Rail promo expiry

AGENTS have until COB Fri (08 Nov) to book product through Rail Plus to be in with a chance to win a holiday valued at \$5,000 - details at www.railplus.com.au.

Tourism Aus, Accor alliance

HOTEL heavyweight Accor has formed a strategic partnership with Tourism Australia to lure more Indonesian travellers to Australia over the summer.

Targeting Adelaide, Melbourne, Sydney, the Gold Coast & Perth, the campaign will be promoted via online channels and leverages Tourism Australia's 'There's Nothing Like Australia' theme.

Accor Pacific coo Simon McGrath said that while much attention has been focused on the growing China market, the burgeoning Indonesian market must not be ignored.

"As the numbers of Indonesian travellers continue to rise, combined with the increase of internet usage and digital media proliferation, Indonesia is truly a leading web market in the region," McGrath commented.

TA managing director Andrew McEvoy said the joint campaign was timed to coincide with the traditional busy travel period for Indonesians.

"Whilst it still has some way to go to realise its full potential, Indonesia is making rapid progress and is very much on our radar," added McEvoy.

Meet our special new friend



THIS lucky group of Travel Counsellors recently returned from a Fiji Airways/ATS Pacific educational after winning an incentive through making bookings via Travel Counsellors' Phenix in-house dynamic booking engine.

The top performers enjoyed five nights in Fiji, with lots of action including a jet safari on the Sigatoka river and exploring the

amazing Fijian caves.

There was also lots of time to relax and experience some of the country's cultural and luxury accommodation offerings, not to mention the balmy climate.

Pictured above with a funky Fijian dancer are, from left: Heidi Winkley, Anabela Costa, Samantha Slattery, Vera Stojcevski, Suzanne Watson and Michaela Roberts.

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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, send us an email at appointments@traveldaily.com.au.

Carlson Wagonlit Travel has announced a series of senior appointments for its **Energy, Resources & Marine** division which will be headed up by **Monisa Cline** who moves from her former role as vice president, sales & alliances for Hawaiian Airlines. Those reporting to her will include **John Vawter** with responsibility for Americas; **Tony Berry** heading up CWT Energy, Resources & Marine in EMEA; Singapore-based **Dushyant Choudhary** looking after the division in Asia-Pacific; and **Philippe Gryc** as director of global marketing and products.

Frederic Brohez has been named as the new general manager of the 140-room **InterContinental Sydney Double Bay** which will open early next year. He moves from InterContinental Le Vendome Beirut.

Belinda Ward has been named as the Duchess of Delegation (managing director) of **G Adventures** for Australia/NZ, commencing in the role from 01 Nov. Ward was previously director of sales for the adventure travel firm, a position she held for the past two years. Moving into the post of national sales manager will be Matt Drummond, who has been with the firm for five years, most recently as global purpose specialist.

Four Seasons Hotel Sydney has welcomed **Rudolf van Dijk** as its new general manager, relocating to Australia from his previous role as gm of the Four Seasons Hotel Hangzhou in China. He replaces **Vincent Hoogewijs** who has become gm of **Four Seasons Hotel Bangkok**.

Marieke Chataigner has been appointed as Director of Business Development for **Hilton Hotels & Resorts South Pacific**. Moving from her former role as director of sales & marketing for Sofitel French Polynesia, she will have responsibility for Hilton Auckland, Hilton Lake Taupo, Hilton Queenstown and the Kawarau Hotel managed by Hilton.

Niue Island Tourism has appointed **Jo Kennedy** to the New Zealand based role of Marketing Manager. The organisation has also announced the departure of its Tourism Development Manager, Hayden Porter, who finishes up this month after three and a half years. Niue Island Tourism will continue to be represented by Richard Skewes' Precise Travel Marketing in Australia and Hogan & Associates as its NZ gsa.

Stein Kruse has been appointed as ceo of Carnival Corporation's **Holland America Group**. The move expands his existing role beyond Holland America and Seabourn to also incorporate Princess Cruises and the company's Alaska land operations. Kruse will also replace Micky Arison as chairman of the board of MANCO, the UK-based entity which oversees Carnival Australia's operations.

SeaDream Yacht Club has confirmed the departure of its ceo Pamela Conover, who has resigned effective 04 Dec. Conover, who's only been in the role since the beginning of this year, was formerly ceo of Seabourn and Cunard. SeaDream said the move follows the "consolidation of the organisation and decision making in Norway," with owner and chairman Atle Brynstad once again resuming the ceo role.

Jupiters Hotel & Casino on the Gold Coast has appointed **Renee Murphy** as its new Director of Sales Hospitality. Her extensive industry experience includes her most recent role as Director of Sales Conference & Events at QT Hotels & Resorts on the Gold Coast.

Aviation technology specialist **SITA** is gearing up for growth in China with the appointment of **May Zhou** as Vice President and General Manager of SITA China, a promotion from her former role as commercial director of SITA and chief operating officer of InfoSky, Sita's JV with TravelSky in China.

Gail Westphal has been appointed to the board of **Tourism Marketing South Africa**, a private sector initiative which aims to promote the destination via a 1% voluntary levy collected from tourists which is passed onto South African Tourism. Westphal is gm of sales and marketing for Gooderson Leisure Hospitality Group.

NZ NTIA going off

THE inaugural Travel Agents Association of New Zealand's National Travel Industry Awards, which will take place on 30 Aug 2014 in Auckland, is already seeing strong industry support.

More than half of the 21 award categories have been sponsored, while the entertainment and beverage sponsorships have also been snapped up.

The event is being modelled on the highly successful Australian NTIA's judging and online polling procedure, which last year for the first time included four categories from NZ.

Ryanair profit alert

IRISH low-cost carrier Ryanair yesterday issued a profit warning, saying that its full year results will be impacted by consistently low airfares across the board.

The carrier is now predicting that its full year profit will be between €500m and €520m, down as much as 20% on previous forecasts.

The news saw Ryanair's share price plummet 13%, wiping about €1.1 billion off its value.

Ryanair also announced the introduction of allocated seating on all flights from 01 Feb as part of its service revamp (TD 28 Oct).

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Brandman moving

THE Brandman Agency has new phone and address details after moving to new offices in Sydney.

The PR company is now operating from Barrack House, Level 5, 16-20 Barrack St, Sydney 2000 and can be reached on the new number, (02) 9299 6448.

EK boss opens Oberoi

EMIRATES Group chairman and ceo His Highness Sheikh Ahmed bin Saeed Al Maktoum officially opened The Oberoi, Dubai at a special ceremony overnight.

The property began welcoming guests five month ago (TD 16 Jun).

PHG w/ Etihad Guest

MEMBERS of Etihad Airways' frequent flyer program will be able to earn miles for stays at 650 Preferred Hotel Group properties worldwide under a new alliance.

Effective immediately, Etihad Guest members will accrue 500 Miles for eligible stays at most PHG hotels, and double miles at more than 120 properties.

Blue Lagoon giveaway

TRAVEL agents completing an interactive tour of Blue Lagoon Cruises new Fijian itineraries have the chance to win a seven-night cruise of the Yasawa Islands for two, including airfares.

Earlier this year the company announced radical changes to its product offering (TD 17 May), and the 10 minute video highlights the changes - for full details, [CLICK HERE](#) or see [page 11](#).

WIN A HOLIDAY TO JORDAN



This month *Travel Daily* is giving readers the chance to win a holiday to Jordan, courtesy of **Jordan Tourism Board, Greece and Mediterranean Travel Centre and Royal Jordanian Airlines.**

The prize includes:

- Two Economy Class return airfares from Royal Jordanian port in Australia to Amman
- Seven day tour of Jordan, including Jerash, Dead Sea and Petra
- 6 nights accommodation
- Air conditioned transportation, entrance fees and meals.

Each day *Travel Daily* will ask a Jordan-related question – just read the issue and email us your answer. There will be 21 questions in total. 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 incredible Jordan holiday.

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

[Click here for terms & conditions of the competition.](#)

Q.5: A oneworld alliance member, Royal Jordanian have fares from Australia to their network with which oneworld airline partners?



JANINE Shepherd is walking proof that no amount of adversity is insurmountable if the desire to succeed is there.

At the 2013 TravelManagers conference in Sydney, Shepherd was the first keynote speaker, regaling an enthralled audience with her tale of overcoming odds.

Staring death and permanent paraplegia in the face after being hit by a truck during a bike ride in the Blue Mountains, Shepherd clawed back to not only walk again, but fly planes & have kids.

She is pictured above with TravelManagers gm Michael Gazal & House of Travel ceo Joe Araullo.

HomeAway NZ buy

WEB-BASED vacation rental booking platform HomeAway has secured a majority stake in New Zealand based holiday rental site Bookabach Limited.

The deal, which includes Aussie site Bookastay, adds more than 8,000 properties in New Zealand, Australia and the Pacific Islands.

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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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

TRAVEL INDUSTRY TRAINING MANAGER SYDNEY - SALARY PACKAGE \$\$

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

DON'T LET THIS ONE SLIP BY

CLIENT RELATIONSHIP MANAGER PERTH - SALARY PACKAGE UP TO \$90K

As Client Relationship Manager you will be responsible for managing a portfolio of high profile clients. Key objectives include growing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with managers at all levels up to executives.

LOVE A GREAT EVENT?

CORPORATE EVENTS 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!

THE PEAK OF ACCOUNT MANAGEMENT

NATIONAL CORPORATE CONSULTANCY MGR SYD & BNE - SALARY PACKAGE UP TO \$150K+

Our client, one of the largest travel organizations within the Australian market has a rare vacancy for a Travel Consultancy Manager to progress the business ensuring an even stronger position within the market place moving forward. If you have proven client relationship experience combined with strong management, analytical and strategic thinking skills and the ability to proactively provide future planning and project management services apply now!

CONTRACTING GURU WANTED!

CONTRACTING/PRODUCT MANAGER SYDNEY – GENEROUS SALARY \$\$

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Contracting/Product Manager. You will be well organised and have the ability to source for new and unique products to your competitors while being able to develop brochures that stand out from the rest. With your talents you will have a creative flare and an eye for detail.

SHARP OPERATOR WANTED

CORPORATE CALL CENTRE MANAGER SYDNEY – GENEROUS SALARY \$\$

This award winning Corporate travel management company is looking for an experienced Call Centre Manager with travel experience to oversee their key operations. Key responsibilities will include human resources planning, increasing efficiencies and staff productivity, as well as profitable growth and financial accountability. Essentially you will come from a strong travel management background with leadership and people management skills.

USE YOUR POWERFUL INFLUENCING SKILLS

CORPORATE BDM – SME MARKET SYDNEY – SALARY PACKAGE OTE \$100K+

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

HUNT DOWN YOUR NEXT GREAT ROLE

INDUSTRY BDM – PREMIUM PRODUCT SYDNEY - SALARY PACKAGE \$\$\$

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

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Working in partnership with the Australian Travel Industry

Adventure Travel Consultant

Brisbane - \$33-44K + Super + Bonus - Ref 064PS1

Are you eager to progress your travel career in the exciting world of adventure travel? If you have a passion for the great outdoors, extreme sports and adventure travel, then this well established specialist activity travel company could be for you! You will be working in a friendly team, based in a prime Brisbane location. We are looking for a Specialist Travel Consultant with a genuine passion for activity & adventure travel.

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

Cruise Consultant

Sydney - \$40-50K + Commission + Super - Ref 671SJ2

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

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

Corporate Travel Consultant

Melbourne - \$Competitive - Ref 855DB1

Are you an experienced Corporate Travel Consultant looking for a new challenge? If so, this leading Travel Management Company is looking to grow their teams. If you want to work in a dynamic, exciting company and have a great opportunity to progress your career, then this is the place to be! As a Travel Manager you will be servicing mid/large corporate accounts looking after their international and domestic travel, working with SLA's.

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

Sous Chef

Adelaide - \$Excellent Hourly Rate - Ref 4055NC1

We are searching for candidates who can work a variety of shifts through the Christmas and New Year period in a variety of venues. If you have experience of working within a busy kitchen, love the fast paced environment and have an excellent eye for detail, we have some excellent temp roles for you! Our clients are looking for excellent chefs with excellent experience. If you thrive on your feet and love enhancing your diners experience, what are you waiting for?

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

Ticketing Consultant

Brisbane - \$45-65K + Super + Commission - Ref 833PS1

If you are a Travel Consultant with ticketing skills then this is the role you may have been waiting for! You will need solid CRS skills and the ability to work under pressure in order to join the sought after world of back office travel. We need an excellent Consultant who has attention to detail and high accuracy. Be part of a busy team and work to team targets. To be eligible for the ticketing positions, it is imperative you have amazing fares knowledge and travel background.

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

Travel Team Leader

Sydney - \$80K + Super - Ref 843SJ1

Use your extensive travel industry managerial and business development experience to help grow and develop a fantastic Asia travel product. This is an independent tour company who offer unique and exciting tours predominately to Asia. They are looking for a Travel Manager to help grow and increase their product and market share in the Australian Travel Industry. A fantastic salary is offered with real autonomy and job satisfaction in a rare leadership role.

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

Wholesale Travel Consultant (S. America)

Melbourne - \$Competitive - Ref 8547KF1

Are you eager to progress your travel career? Do you love wholesale travel? This is an excellent opportunity to join a leading travel wholesaler and develop & utilise your knowledge & passion in selling South America. Work within a friendly team, based in a prime Melbourne location. We are searching for a Specialist Travel Consultant with a genuine passion for South American travel to tie in with on going expansion in the market.

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

Travel Consultant

Darwin - \$Base + Commission - Ref 3079NC1

Are you a proactive Travel Consultant looking for a new and challenging role within the travel industry? Do you want to develop your skills and knowledge to the next level as a Travel Consultant, whilst earning bonuses at the same time? An excellent opportunity has arisen with this successful and established leisure travel agency based in Darwin, for a motivated, positive and experienced Consultant to join their team. This fantastic agency needs you!

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



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TERMS AND CONDITIONS: Submitted competition entry must be received by 8pm, 21 Nov 2013. Prize draw will be conducted on 29 Nov 2013 and winners will be notified by email and/or phone. Two return economy flights to Fiji are ex MEL/SYD/BNE. The 7 night cruise includes all meals, twin/double cabin on Orchid deck, scheduled cruise activities & entertainment. Prize travel must be completed by 31 Mar 2014. Travel dates are subject to availability. For full terms and conditions visit bluelagooncruises.com/competition-au

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