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First with the news

Thursday 10th October 2013

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Counsellors protects

TRAVEL Counsellors is today promoting its new 100% consumer financial protection guarantee (TD 02 Oct), which covers suppliers, wholesaler and airline defaults - see the **last page**.

ACTE conference

THE Association of Corporate Travel Executives is urging the industry to save the dates of 05-06 Dec for its upcoming Education Conference in Sydney.

Jetstar 787s to drop fares

THE arrival of Jetstar's first of 14 787 Dreamliner aircraft paves the way for likely lower fares, says the carrier's local boss David Hall.

Speaking exclusively to trade media yesterday prior to the aircraft badged VH-VKA made its long awaited debut in Melbourne, Hall said he was thrilled to finally have the 787 on Australian turf.

It's been a long & often delayed arrival for the Dreamliner into the Qantas Group fleet, the Jetstar Australia/NZ ceo admitted.

Hall was part of the team that originally pitched for the JQ Int'l arm in Dec 2005, at which time the 787 was flagged as a vehicle to support the carrier's growth.

"That was us pioneering long-haul, low-fare travel, and now the dream is a reality. They are here and I'm really excited," he said.

Cost savings derived from the

787 - through fuel & engineering efficiencies and turbulence management systems - would be handed onto customers.

"I think you'll see the efficiency of the engineering, the lighter body aircraft burn less fuel - that will have a downward pressure on fares," he told **Travel Daily**.

"It's always our objective to be the lowest cost operator in all of our markets, and where there are efficiencies, we will certainly pass those onto the customers in the form of lower fares which will further stimulate travel, and get more people travelling," he added.

Hall said the 787 fleet would mean a 40% increase on Jetstar's current wide-body fleet once fully delivered by 2015, and "presumably open opportunities for other exciting destinations."

MEANWHILE, Jetstar has confirmed it will induct its first international commercial flights using the Dreamliner between Melbourne and Bali, commencing 18 Dec, with fares priced from \$399 one-way (TD breaking news).

More Jetstar 787 coverage and photos on **page six**.

Seven pages of news

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

- AA Appointments jobs
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India visas on arrival

INDIA has announced proposed reforms to its visa process, with plans to enable foreign nationals from 40 countries to obtain visas on arrival in the country.

The new visa regime needs to win Indian cabinet approval, but if passed, will enable nationals from countries including Australia to have a tourist visa issued once on the ground in India.

If successful, the change will cut down on the often lengthy time taken to process visa applications.

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Wotif targets cross selling

WOTIF.COM has already seen some success from a "cross sell" strategy which targets sales of other travel products to its existing base of almost three million subscribers.

An analyst presentation this week saw the OTA cite encouraging early results from growth in flights, with new email systems rolled out last month to continue the cross-sell activity.

The other major development for Wotif is the beta launch of its dynamic packaging product,

which is set for a full release in the next few weeks.

Dynamic packaging will also be heavily promoted to the Wotif subscriber database.

Other progress has seen marketing plans for the company's Asia operations finalised and likely to commence next month.

The presentation highlighted the massive growth in mobile, with mobile devices and apps delivering 36% of traffic and 17% of room nights for Wotif.com.

New TC Cruise Club

TRAVELLERS Choice has today unveiled a "new-look" cruise club which offers fully packaged product developed for the group by Jetset Travelworld Wholesale's The Cruise Team division.

Travellers Choice ceo Christian Hunter said the "complex and sophisticated" products will meet consumer needs while providing members with a "competitive edge," combining all elements of a cruise holiday into one attractive all-inclusive deal.

More info in *Cruise Weekly*.

SilkAir into Velocity

SINGAPORE Airlines' regional offshoot SilkAir has today joined Virgin Australia's loyalty scheme Velocity Frequent Flyer as its newest partner.

Effective from today, Velocity members will be able to earn and burn points on SilkAir flights in South East Asia, India and China.

Velocity Gold & Premium members will be able to use their Elite Benefits on the MI network, such as priority check-in and boarding, plus complimentary lounge access.



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CLICK HERE for further details

Virgin Aus Dreamtime deal

TOURISM Australia has announced Virgin Australia as the Platinum Sponsor for its int'l business event Dreamtime, being held in Melbourne on 09-13 Dec. The deal "is the latest example of the growing partnership

between Tourism Australia and Virgin Australia," the group said. Under the latest agreement, VA will provide international flights for overseas buyers and domestic travel for attendees.

The announcement comes 11 months since Qantas scrapped its long standing partnership with TA due to indifferences (TD 28 Nov).

Tourism Australia md Andrew McEvoy referred to airline pacts as "vitaly important" to promoting Australia as a destination internationally.

"Ninety-nine per cent of visitors to Australia arrive by air and so Tourism Australia works closely with airlines both overseas and domestically to fill the seats that are currently available through powerful marketing and distribution," McEvoy said.

Virgin Australia chief comm. officer Judith Crompton said the carrier would take advantage of its alliance partnerships to enable a seamless travel experience from over 400 int'l destinations.

"This new sponsorship builds on the strong partnership between Tourism Australia and Virgin Australia and we look forward to continuing to work together to promote Australia to the world."

MEANWHILE, registrations for Tourism Australia's Directions 2013 conference are still open.

Spaces are limited to just 300, so early bookings are advised.

Directions is being held on Tue 29 Oct at Parliament House - see tourism.australia.com/directions.

ATAS workshops

INDUSTRY members wanting to participate in the upcoming Transition Workshops covering the changes to the travel regulatory regime in Australia can now register for the events which will take place around the country from 11 Nov.

CLICK HERE to see venue and date details and to sign up.

Skyward pts on footy

EMIRATES Skywards is now allowing members to burn their accrued miles on tickets to football matches played by Emirates sponsored teams.

Seating is offered to members for matches involving AC Milan, Arsenal, Hamburger SV, New York Cosmos, Olympiacos, Paris Saint-Germain and Real Madrid.

Miles required vary by game and club, with general admission tickets starting at 2,000 miles, capped at a maximum of two.

Premium tier members can gain access to VIP seating.

Details at www.emirates.com.

Networking night

THE next Platinum Networking Night has been confirmed as taking place on 28 Nov at the Sofitel Sydney Wentworth Hotel.

Targeting senior industry staff, Travelpoint has signed on as a major sponsor along with Qantas and Breakaway TravelClub.

There are still opportunities for other companies to sponsor the event - for details contact Helene Taylor on helene@tmsap.com.




Window Seat

AIR New Zealand has today launched its latest inflight safety video, and continuing its tradition of comedic innovation this time it features iconic US actor Betty White and a cast of golden oldies.

Dubbed "Safety Old School Style," it's the first time Air NZ has filmed a safety video outside of NZ.

It's set in the fictitious "Second Win Retirement Resort," with cameo appearances from Gavin "Captain Stubing" McLeod of The Love Boat.

Air NZ's safety videos have collectively clocked up more than 25 million online views - to see this one  click on the TDTV logo or go to traveldaily.com.au/videos.

GATHERING roadkill is one of the latest suggestions to boost Tasmanian tourism, with a former state MP suggesting that dead animals should be used as fertiliser rather than just pushed to the side of the road by maintenance crews.

Allison Ritchie says that it's "very unsightly, particularly when roadkill lies unattended for extended periods and it does detract from the way we present our state to tourists".

She urged the state to adopt "roadkill composting" permits offered in some US states.

GUESS ROY'S HEIGHT!!!

Travel Daily has teamed up with **BookaBed** this week and is giving one lucky reader the chance to win a \$100 Woolworths voucher.

BookaBed is one of Europe's largest trade only accommodation wholesalers and is now in Australia, headed by Roy McCullagh (pictured to the right).



All you need to do to win, is be the first person to

GUESS ROY'S HEIGHT

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Norwegian names

NORWEGIAN Cruise Lines has confirmed the names of its next two vessels will be *Norwegian Escape* and *Norwegian Bliss*.

The 163,000-tonne ships will be around 10% bigger than the latest NCL sister-vessels, *Norwegian Breakaway* & *Norwegian Getaway*.

Escape and *Bliss* received the highest number of votes as part of a social media naming competition run on Facebook.

They are slated to launch in the US autumn of 2015 and spring of 2017, *USA Today* reports.

AI 777-200LRs to EY

ETIHAD Airways has signed a Letter of Intent to purchase five Boeing 777-200LR aircraft that have long been up for sale by Air India (*TD* 25 Oct 12).

The Abu Dhabi-based carrier inked the deal in India this week, and subject to approvals, plans to re-fit each of the aircraft in a three-class cabin configuration.

The 777-200LRs are planned to support EY's newly announced Los Angeles service, which is expected to debut from 01 Jun 2014 (*TD* Tue).



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Okinawa entices Aussie visitors



OKINAWA Tourism officials are in Sydney in a bid to entice more Australians to visit what they call 'Japan's Secret Paradise.'

Yesterday, they held a 3-hr travel agents seminar at the Four Points by Sheraton at Darling Harbour and described the island as an emerging new tourist destination.

Traditional music was played and guests were even treated to Okinawa's favourite beer, Orion which churns out 72-million litres annually.

Over 240,000 Australians visited Japan last year, but only 2,000 went to Okinawa, just a three-hour flight from Tokyo.

"It's relatively unknown in Australia, but Okinawa is unique and quite different to the rest of Japan," said Kazuya Oshiro, coordinator for the Okinawa Convention & Visitors Bureau.

He told *Travel Daily* that each village has its own distinct culture and the people are known for their hospitality and kindness.

They're also said to have the highest life expectancy in the world, many living to 100 years old, put down to stress-free living, diet and exercise.

TCF non-fee payers

THE Travel Compensation Fund has advised of the non-voluntary termination of GA Travel and Fit 4 Travel in Queensland following the non-payment of fees.

Okinawa is Japan's southern-most prefecture.

It boasts natural beauty, a sub-tropical climate similar to Cairns, untouched beaches, and is a mecca for scuba divers who flock there for the incredible waters.

"Tourists are searching for somewhere new to explore, and we will continue to increase our awareness to grow the numbers," added Oshiro.

Pictured at the event enjoying an Okinawan Orion beer from left are Maiko Zenki, director Japan National Tourism Organisation; Kazuya Oshiro and Norie Sugisaki, Japan Airlines.

QF Group share drops

THE Qantas Group (Qantas, Jetstar & Jetstar Asia) has seen its share of international air capacity into Australia erode further in Jul, dropping 1.3 percentage points to 24.6%, new gov't data reveals.

Emirates overtook Singapore Airlines and Virgin Australia to be the 2nd largest carrier during the month, with a 9.4% stake, but trailing Qantas on 16.9%.

International scheduled traffic in Jul increased 7.7% to 2.8 million passengers compared to the corresponding month in 2012.

Total seats available rose by the same margin to 3.645 million.

The Sydney-Singapore route was the busiest with 130,861 pax, then Sydney-Auckland (116,726).

Travel Daily on location in Canada

Today's issue of *TD* is coming to you from Victoria, British Columbia, courtesy of APT.

THE last day of the APT family began with a breakfast visit to the stunning Butchart Gardens, truly one of the city's highlights.

The expansive attraction is a haven of horticultural beauty, magnificently maintained by a full time staff of 50 gardeners.

Guests of the park may roam along pathways leading through zones including the Japanese Garden, the Sunken Garden and several more. At the rear, adults revert to their childlike forms, given an opportunity to ride a traditional carousel.

Upon returning to the hotel, the final APT *Freedom Of Choice* sightseeing excursion of the trip saw the group divided among a float-plane experience and a whale-watching adventure aboard a fleet of zodiac vessels.

TD selected the former & took off for the skies over the city to view mountain ranges and isolated stretches of coastline.

Undoubtedly, Canada left all participants with a lifetime of memories, stories, souvenirs and an insatiable desire to visit again, along with a passion to promote the destination to their clients.

Photos from the trip will be posted soon in *Travel Daily*.

Water park for Oman

A DEAL has been struck to open a new \$110 million indoor water park in 2016 at Al Sawadi beach, near Muscat in Oman, to be called Majarat Oman.

Silver Galapagos sails

THE 100-guest *Silver Galapagos* (formerly *Galapagos Explorer II*) expedition ship has embarked on its first-ever voyage under its new branding and owner.

Vessel enhancements carried out prior to her sailing included new upholstery, carpeting, curtains and wall treatments.

Suite bathrooms were fitted with new walk-in showers, vanity, mirrors, shelving and wood flooring, while new flat screen TVs, mattresses and bed linen were introduced in living spaces.

Silversea's newest acquisition operates seven-day round-trip voyages from Baltra Island.

BW elite status match

MEMBERS of Best Western's loyalty program has launched a 'Status Match..No Catch' upgrade whereby it will allow guests with elite status on other hotel programs to an equivalent tier with Best Western Rewards.

To avail the offer, guests simply need to present their current card or statement with another hotel loyalty program at check-in.

Best Western Rewards has three status tiers - Gold (0-14 nights stays per year), Platinum (15-29) and Diamond (30+).

Viceroy NYC opening

VICEROY Hotel Group has opened its first branded property in Manhattan, located at West 57th Street, New York.

The hotel features 240 luxury rooms spread across 29 floors, offering views of Central Park.

Special weekend rates at Viceroy New York are priced from US\$459 per night - more details at www.bit.ly/viceroyNYC.

All aboard Insight Gold program

HIGH speed rail services in Europe and a beefed up range of 'Signature' hotels have been introduced into the latest Insight Gold Luxury program.

Hitting agent shelves this week, the 2014 program features double the number of itineraries originally developed when Insight Gold was first made available to book in 2010.

It promises the highest in quality lodging, services and experiences, says Insight Vacations managing director Joost Timmer.

Building on Insight's existing product, the emphasis of the Gold program is to provide unique experiences as part of a truly authentic journey.

Itineraries are designed to give guests peace of mind - being all-inclusive, providing all baggage handling and utilising tour directors who are at the peak of their game, Timmer told *TD*.

'Signature' experiences have been boosted in 2014, with more intimate fine-dining restaurants built in at venues that typically can't cater for larger tour groups.

Being smaller allows Insight to offer groups the chance to visit local markets with chefs, select produce and take it back to a venue to prepare, cook and enjoy.

Itineraries include stays in 5-star boutique accom, chateaux, manors, palaces, lodges & castles, along with some of TripAdvisor's best rated properties.

"They are iconic, elegant, centrally located and unique - there's nothing mainstream about them," he said.



A larger number of 'Signature' hotels which are "iconic to Insight" have also been added.

Insight's Gold Luxury is available in Europe, the eastern Med and North/South America & Hawaii.

Fifteen itineraries are on offer in the program, with some minor fine-tuning and tweaks resulting in a more complete itinerary.

Timmer said lots of free time and minimum two night stops in most locations made for a more relaxed pace.

The TGV has been introduced on the 12-day Esprit de France itinerary between Avignon and Lyon to maximize travelling time.

Timmer told *Travel Daily* the program has had steady traction within the trade, and already there has been repeat clientele wanting to sample the experience in other parts of the world.

With tours priced at 50-60% dearer than a standard Insight Vacations tour, there's added incentive for agents to push the program, Timmer suggested.

See www.insightvacations.com.

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Marriott's Fairfield into APAC

MARRIOTT International has expanded its portfolio in Asia today with the opening of the first Fairfield by Marriott Hotel in Bengaluru, India.

Currently Marriott only operates eight of its almost twenty brands in the Asia-Pacific region, with Fairfield considered a growth engine for the company's expansion in the region, with 12 hotels already signed in India and more in Indonesia and Nepal.

The Fairfield brand, introduced in 1987, is Marriott's offering for "affordability, quality and innovation" in the moderate segment of the market.

"As we see millions more people entering the middle classes across India and Asia, the Fairfield product represents excellent value for transient travellers as

the entry price point into the Marriott Portfolio," said Marriott International coo in Asia, Don Cleary at the opening.

There are more than 700 Fairfield by Marriott properties across the USA, Canada, Mexico and now India.

See www.ffbengaluru.com.

Egypt camera plan

SECURITY cameras may be installed at key tourist sites in Egypt, as a way of stopping the targeting of visitors by militants.

According to a spokesman for the country's Interior ministry, the security plan will "maintain stability in these areas".

There's been a surge in attacks on police and soldiers since the latest coup in Jul.

Bounty Is reopens

FIJI'S Bounty Island resort has recommenced operation this month, after being badly affected by Tropical Cyclone Evans in late Dec last year.

Jetstar's 787 arrives at new home



JETSTAR expects regulatory approval for its *Dreamliner* aircraft to take up to one month with CASA, ceo Australia/NZ David Hall says.

The 'game-changing' jet will be deployed on the Melbourne-Gold Coast route from 13 Nov (**TD** Tue), operating as JQ432/435.

According to agent GDS, JQ will then operate the *Dreamliner* on JQ444/447 on a mostly daily basis between 15 Nov and 16 Dec.

The Melbourne-Cairns flight JQ944 will also be operated using the aircraft on 16 Dec.



The aircraft is **pictured** above at yesterday's welcoming ceremony outside Hangar 141 at Melbourne Tullamarine Airport, while crew prepare for its arrival (inset).

MEANWHILE, Club Jetstar members will have a chance to celebrate the 787s arrival with access to a promotional fare of \$7.87 on Tue 15 Oct, but valid on A320/321 and A330 aircraft only.



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.

Cam Wallace will take on the role of Chief Sales and Commercial Officer for **Air New Zealand** effective from 01 Jan 2014. He will take the place of Norm Thompson, who retires at the end of the year.

Allianz Global Assistance has announced the appointment of **Jean-Marc Queau** as its new Director of Risk and Reinsurance. He joined the company in Jan last year as Director of the Actuarial Department.

Asia Escape Holidays has appointed **Brian Jackway** to the position of Sales Executive South Australia. As well as having extensive experience of Asia, Jackway's former industry roles include positions with Harvey World Travel and Flight Centre.

Crown Resorts has appointed international restaurateurs **Neil Perry** and **Guillaume Brahim** as Culinary Directors for the next three years. In their new roles they will combine their expertise to influence all menus across Crown Hotels and Events and Conferencing.

Tourism New Zealand has appointed **Helen Bambry** as its new Sydney-based Business Events manager for Australia, moving across to TNZ from Millennium Hotels & Resorts. **Cristina McLauchlan** has also been named as TNZ's Singapore-based Business Events Manager for South and South-East Asia.

Dusit Thank Bangkok has named **Rao Muhammad Israr-Ulhaq** as its new Director of Revenue Management.

Scott Wallace has been appointed as Key Account Sales Manager - Leisure for **Europcar**. His career includes extensive experience in the US for Qantas Vacations and Newmans Vacations, as well as with the Maui and Britz brands operated by Tourism Holdings Limited.

Kyoto Convention Bureau has welcomed **James Widgren** as its new International Marketing Manager.

Steve Farrelly has been named as National Sales Manager Australia and New Zealand for **Rocky Mountaineer**. He moves from his most recent role as Insight Vacations State Sales Manager, and is also a winner of the Best Sales Executive category at the National Travel Industry Awards.

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Implementation Manager

- Position can be based in Sydney, Brisbane or Melbourne;
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- Previous experience with running client implementations projects in the Travel industry required;
- Great opportunity to play a pivotal role for our business! [Click here to read more and apply](#)

BCD travel

Contact Jordan McNamara
07 30363529

Jordan.McNamara@bcdtravel.com.au

[Click here for details](#)

Rotorua adds wi-fi

NEW Zealand's Rotorua Airport is now offering free wireless internet access for travellers, available in both the domestic and international terminals.



All dressed up with nowhere to go

USUALLY what happens on the road stays on the road, but in this case it looks like someone had a camera handy.

This very friendly group of Travelscene American Express travel agents were recently hosted by Qantas and Langham Hotels on an educational to Hong Kong and China.

They seem to have gotten very comfortable with one another as they braved Typhoon Usagi and visited both Langham properties in Hong Kong and Shenzhen.

Pictured above from left are Joanne Hynes, GTS; Gina Robertson, The Travel Authority;

Maria Pantazis, Qantas Airways; Sarah Hackett, DBT; Susanna Evo, Reho Travel; Tim Owens, Travel Together; Chris Ellis, TSAX Corporate; Erin Hardy, Atlantic Pacific; Gemma Agnew, World Travel Professionals; Erin O'Neil, Sanford Travel; and Kanchan Deshmukh, Gilpin Travel.

Ritz Carlton Chengdu

RITZ-CARLTON says the opening of the new Ritz-Carlton Chengdu "marks the official arrival of luxury hospitality in South Western China".

The 353-room property is the ninth Ritz-Carlton in China and the 19th in the Asia-Pacific region.

Ezi-Rent adds Corollas

EZI-RENT Car Hire in New Zealand has introduced Toyota Corolla 1.8L 5-door hatchbacks to its Group B vehicle category.

Listed as part of Ezi-Rent's Premium Category Range, the vehicles are ready to book now for the summer season - visit www.ezirentcarhire.co.nz.

VA trade bargains

BREAKAWAY Travelclub has fares to Fiji priced from \$249 or to Bali, Phuket & the South Pacific priced from \$249 plus taxes, when ticketed before 28 Oct.

Dates vary based on destination - see www.travelclub.com.au.

P&OEdge debuts

P&O Cruises has launched its latest adventure product aboard *Pacific Jewel* to resounding success, the cruise line said today.

'P&OEdge' features 20 activities such as high rope swings, slack lines, laser tags, Segway obstacle courses, flying fox lines & more, and was put through its paces on a 10-night Pacific Island cruise.

CX 4th daily to LAX

CATHAY Pacific Airways will add a fourth daily service between Hong Kong and Los Angeles from 01 Jun and crank up capacity to 10 weekly to Chicago, effective 02 Aug, the carrier has announced.

CEO John Slosar said the expanded connectivity comes on the back of "consistently strong" business and leisure growth from the North American market.

The new morning flight to Los Angeles - CX892 - departs at 9:30am and will provide pax the option of an early morning arrival at 7:55am, Slosar said.

Service on the new frequency will be operated using a four-class Boeing 777-300ER aircraft.

WIN A TRIP FOR TWO TO IRELAND

Throughout October, **Travel Daily** is giving readers the chance to win a fabulous holiday to Ireland, courtesy of **Tourism Ireland, Etihad Airways, Avis, Ashling Hotel- Dublin, Manor House Hotels & Irish Country Hotels** and the **Beech Hill Hotel - Derry-Londonderry**.

The prize includes:

- Return economy airfares for 2 people to Dublin flying Etihad Airways;
- 9 nights' accommodation (twin share) including breakfast daily;
- 7 days Avis standard car hire in Ireland (pickup & return to Dublin).

Every day **Travel Daily** will ask a different Ireland-related question - just read the issue and email us your answer. There will be 22 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to Ireland.

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

Plus, two runner ups will receive an 'Ireland goodie pack', including Lonely Planet Ireland guide, Lonely Planet Dublin guide, Lonely Planet Irish Language & Culture guide, Lyndey Milan DVD, neck pillow and post-it notes.



Click here for more info and terms & conditions

Q.7: How many pick up locations does Avis offer your clients when they travel to Ireland (Republic) and Northern Ireland?

Jump into Ireland
ireland.com

AVIS

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AIRWAYS

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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OPERATE THE WILD WILD WEST!

CORPORATE OPERATIONS MANAGER PERTH – GENEROUS SALARY PACKAGE

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

ARE YOU OPERATIONAL?

CORPORATE TRAVEL – TEAM LEADER SYDNEY – SALARY PACKAGE \$80K+

Be at the forefront when this company expands even further. Overseeing a team of consultants you will have the ability to lead and coach your team while responding to client escalations and assisting the senior management team with the decisions that will affect the future growth of the company. Don't miss out on this outstanding opportunity to be part of an exciting phase of growth.

INDUSTRY ACCOUNT MANAGER WANTED!

INDUSTRY ACCOUNT MANAGER SYDNEY – GENEROUS SALARY PACKAGE

Get the equation that's right for you! With superb products and a well known brand, this industry leader is looking for an account manager who has the ability to deliver and exceed expectations. With a professional brand name behind you and strong relationship building skills you will have the ability to influence others and increase sales for this company while managing your time effectively in this sensational role

PLAY WITH GLOBAL PRODUCT

REGIONAL HEAD OF PRODUCT SYDNEY - SALARY PACKAGE UP TO \$100K+

Looking for a challenging new destination to market? This industry leader requires the skills of an adaptable Head of Product. You will be well organised and have the ability to managing a team sourcing 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.

ANALYSE THIS!

TECHNICAL SYSTEMS ANALYST SYDNEY – SALARY PACKAGE UP TO \$85K

Our client a leading corporate travel company is looking for a talented Technical Systems Analyst to join their management team. You will be responsible for executing an implementation of new systems and upgrades new and existing clients. Determining new solutions that will provide value to existing clients along with being Primary escalation point to support technical queries from existing customers.

ARE YOU DIGITAL?

DIGITAL MARKETING MANAGER SYDNEY - SALARY PACKAGE UP TO \$110K

Rarely does this industry body recruit within their marketing department however, due to recent success they are looking for a forward thinking professional with extensive industry experience along with strong digital marketing experience. You will ultimately be responsible for managing trade and dealing directly with consumers along with dealing with PR and digital agencies.

EXCITED BY RELATIONSHIPS?

NATIONAL ACCOUNT MANAGER MELBOURNE – SALARY PACKAGE OTE \$100K+

We're looking for a talented Account Manager to join this prestigious corporate client. The perfect individual will bring previous experience in a similar role with a focus on retention & growth strategies. But what sets you apart is your creativity and innovative approach to account management. If you're not afraid to look outside the square & work in a pro-active, commercially astute team you'll thrive.

IT EXPERT WANTED!

IT MANAGER SYDNEY – GENEROUS SALARY PACKAGE

If you're an energetic I.T. guru with experience in supporting both on-site & remote operating systems (desktop, telephony, routers, etc) then this is the opportunity for you. You'll be professional and friendly with great negotiation & communication skills capable of making recommendations to the business. You'll be savvy in managing business software applications, change processes and managing IT project developments.

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Working in partnership with the Australian Travel Industry

Leisure Travel Team Leader

Gold Coast - \$Competitive + Bonus - Ref 828PS1

Are you an experienced Team Leader with strong GDS skills and excellent destination knowledge of North America? Do you motivate and drive your team to go above and beyond their targets? One of Australia's fastest growing travel companies is expanding. You will be working in a medium sized call centre environment with a 7 day shift rota managing a team of 6 Consultants. If you want a competitive base, phenomenal bonus structure and can start ASAP, apply now!

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

Groups Travel Consultant

Sydney - \$45K + Super - Ref 830DB1

Great new Groups Travel Consultant position! Do you have experience in booking group travel? Would you like to work for an events company? This leading MICE organiser is looking for a strong Corporate Travel Consultant to come in and hit the group running for six months. This is a dynamic position where you will be working on domestic and international group travel bookings. An exciting position with a great company, an opportunity not to be missed!

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

Retail Groups Travel Consultant

Melbourne - \$Competitive + Super - Ref 706DB1

Do you love leisure travel? Do you have experience in booking groups? This global organisation is looking for someone to join their team and earn uncapped commission. If you are looking for a fantastic career in travel and have travel experience then please read on! Within this dynamic team no two days will be the same. You will be using your groups booking experience to book travel worldwide. Don't miss out apply today! An opportunity not to be missed!!

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

Cruise Travel Consultant

Adelaide - \$35-40K + Super + Commission - Ref 0593

A fantastic opportunity has arisen to join a market leading Cruise Company as a Senior Cruise Consultant. Are you a seasoned sail away specialist? Have experience selling not only cruises but air travel too? If you understand the terms boat drill, join the Cruise Director on the Lido Deck for the Midnight Buffet and how to find your Muster Station, this role is for you! You would be the go to person for this fantastic cruise role, make this department your own!

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

Sports Consultant

Brisbane - \$DOE - Ref 822PS1

Looking for a role selling a product you are truly passionate about? Do you love Spring Racing Carnival, follow the F1 results and scream the house down watching League on TV? This niche independent agency specialise in sports tours and packages and is expanding their small team. If you have one years travel experience using a GDS and are sports mad, then this could be your opportunity to get your foot in the door of a well established company. Sound like you?

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

Safari Specialist Travel Consultant

Sydney - \$Competitive + Super - Ref 251KF1

Want to develop your niche experience within the travel industry?

Want to specialise in a product and book travel that you have experienced first hand? All whilst working Mon-Fri? This prestigious safari company that are currently looking for an experienced consultant to join there existing team. You will be building tailor-made safaris, booking budget to high end accommodation and delivering a personalised service. What are you waiting for!

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

Cruise Travel Consultant

Melbourne - \$Competitive + Super - Ref 798DB2

Exciting new Cruise Travel Consultant position! Do have great sales skills and know your cruises? If so, this could be what you're looking for! This dynamic online travel company are going from strength to strength, with offices across APAC they are continually growing. They are looking for a Cruise Consultant to join there team. If you love sales, are passionate about cruises and want to be part of an exciting company then read on! Don't delay, apply today!

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

Corporate Travel Consultant

Perth - \$50-60K + Super - Ref 0832NC1

Have you got strong GDS experience teamed with ticketing? Do you cover all aspects of business travel? Corporate Travel Consultant needed to work for a lovely boutique TMC. You MUST be a confident self sufficient agent and really know your stuff for this fantastic role working within a great team on a mix of accounts. Do you have a solid work history and make the corporate move? This is a one year contract role - gain valuable experience and use your skills!

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



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