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First with the news

Thursday 17th October 2013

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AYTE 2014 for Sydney

THE Australian Youth Tourism Exchange in 2014 will be held in Sydney from 20-22 May - the second time the international trade event has been hosted in the NSW capital since 2010.

The event is being coordinated by the Australian Tourism Export Council and Destination NSW.

Delegates will participate in a series of B2B workshops and conferences pitched at the youth/backpacker and adventure sector.

Scoot confirms PER route

ASIAN low-cost carrier AirAsia X has welcomed the announcement of new low-cost carrier services from Scoot to Perth (**TD** breaking news), saying the five weekly services will "stimulate travel".

As exclusively foreshadowed by **TD** on Tue, Scoot confirmed plans to debut 777-200 aircraft on the Singapore-Perth route from 19 Dec, ending long speculation of the addition of the WA capital.

AirAsia X ceo Azran Osman-Rani said Scoot would help "provide greater choice for travellers" flying to/from Asia.

Scoot ceo Campbell Wilson said Scoot's 13th destination and 3rd Australian city was "great news" for WA folk, providing unbeatable value airfares along with "empowerment of choice."

Launch fares for the Perth route

(operating initially on Mon, Thu, Fri, Sat and Sun) are priced from a low \$88 one-way.

Scoot's new services have been applauded by the industry, with Tourism Australia's Andrew McEvoy saying he was confident the airline's low-cost model would be a success for the West.

"With Singapore & SE Asia now representing one of Australia's strongest tourism growth markets, the decision by Scoot to choose Perth as their third and latest Australian port of call is a huge win for Western Australia, where direct air services are such a key driver of international tourism," McEvoy commented.

Felicia Mariani, head of the Australian Tourism Export Council also welcomed Scoot to Perth.

"These new services are a great step forward in supporting WA to fully realise its tourism potential," the outgoing ATEC boss said.

"Scoot will open the door from Asia, providing connectivity to a number of destinations."

The Singapore Airlines offshoot launched flights to Sydney and the Gold Coast in Jun last year.

6 Melbourne Mercures

ACCOR has taken over the management of the Sky Lounge Hotel in Melbourne, rebranding the property Mercure Melbourne Therry Street.

The 80 room property is located near the Queen Victoria Markets and Lygon Street, and becomes the sixth Mercure in Melbourne.

Mercure Melbourne Therry St boosts the number of Mercure branded hotels in Victoria to 11 and 39 throughout Australia.

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SA website revamp

THE South Australian govt has revealed a new southaustralia.com mobile booking platform enabling users to book accom & restaurants, get directions and recommend local places on social media using their smartphones.

Disney expands in Hawaii

DISNEY is expecting further growth from the Australian market for its Aulani resort in Hawaii, with the property set to launch a significant expansion this weekend.

The move sees the addition of more facilities to its Waikolohe Valley seven acre water play area, including a splash zone for smaller children, an infinity pool with a realistic grotto and more beachside dining facilities.

A Disney spokesperson told **TD** the growth is in response to "enthusiastic feedback" from guests in the two years since the property launched (**TD** 27 Sep 11).

Japan is the number one international source market for Aulani, but the strength of the Australian economy, expanded airlift to Hawaii and the strong appeal of the Aulani property is

certain to lift Aussie numbers.

Aulani is located about 40 minutes drive from Honolulu Airport, and the resort offers an "outer island experience" on Oahu which many associate with the bustling Waikiki.

Disney says the expanded facilities will enhance the experience of the many guests at Aulani who spend most of their vacation in the resort rather than venturing farther afield in Hawaii.

Exclusive photos from Aulani can be viewed on our website and at facebook.com/traveldaily.

Four Points project

FOUR Points by Sheraton Sydney, Darling Harbour today confirmed a further \$160m transformation project, with the addition of 230 rooms in a third tower (**TD** 19 Feb).

The hotel is already Australia's largest in terms of numbers of rooms, and will offer more than 900 once complete.

Other features will include 4,810 square metres of pillarless convention, exhibition and function space.

The hotel has just unveiled a \$27 million renovation which included room upgrades and more bars and meeting spaces.

The new project is expected to be completed in 2015 and will help redress the shortages in exhibition space due to the pending closure of the SCEC.

New Disney staffer

LEE Siefken has been named as Travel Business Development Director for Disney Destinations International in Australia, moving from her former Disney role in franchise marketing.

More appointments on **page 6**.

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Laos Air plane down

SIX Australians are among 39 passengers and five crew that have perished in a Lao Airlines flight which crashed into the Mekong River yesterday.

Operating from Vientiane to Pakse, the ATR-72 turboprop is reported to have come down in "extreme" bad weather.

There were no survivors in the incident, with more than half of the people on the flight foreign nationals from France, Thailand South Korea, China, Taiwan, the US, Vietnam, Canada & Malaysia.

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MTA unveils new fee structure

MOBILE Travel Agents' new ceo Don Beattie has launched a new monthly fee structure and "reward/recognition" earnings-based incentive scheme.

Unveiled at the group's conference in Canberra last

weekend (see **page 7**), Beattie said there are five levels in the new structure: bronze, silver, gold, diamond and platinum.

Rewards options include additional support offerings, website maintenance and enhancement, the waiving of monthly fees, no-cost attendance at the annual conference, an annual client event, and additional all expenses paid events.

"This reward program reflects the culture of MTA which is focused on producing quality, experiential rewards in conjunction with financial gains," Beattie said.

He also confirmed that effective 01 Jan, a new across-the-board monthly fee of \$150 would be implemented, inclusive of fully supported member websites.

MTA agents without a website currently pay \$120 per month, while those with a site pay \$199.

Beattie said the "major and very positive step forward...will allow MTA members' customers to interact with them directly".

Intrepid fiscal records

ADVENTURE tour operator Intrepid Travel says travellers can be confident booking its services ahead of the impending closure of the Travel Compensation Fund.

The company added it delivered one of the most profitable years in its history, with 2014 seeing the firm reach its 25th birthday.

New hotels for Brissie

EXPRESSIONS of interest are being sought by the Queensland Newman Government for an integrated redevelopment of the city's government district, which could include the construction of new ultra-luxury hotels.

New retail, restaurant, theatre and entertainment zones could also be factored into the project, while Newman said a license for a casino will be included.

The city hopes to follow in the footsteps of Singapore, who it says was experiencing downturns in visitor numbers prior to the opening of new integrated tourist resort complexes in recent years.

Air Van hopper flights

AUSTRALIAN visitors to Vanuatu can now add a side-trip to one of the nation's outer islands to their itinerary for less than \$100 under a new Island Hopper fare released by Air Vanuatu.

The islands of Santo or Tanna can be accessed under the deal in conjunction with a return fare from Australia to Port Vila, valid for sales until 15 Nov for select travel dates in 2013 and 2014.

Greek booking swing

AGENT-ONLY wholesaler Excite Holidays has reported a 69% swing in Q3 bookings to Greece, with Santorini in particular posting an 85% year-on-year revival.

National sales manager Peter Douglas said it was pleasing to see Aussies returning to Greece.

AA ramps up DFW

AMERICAN Airlines will next year commence new non-stop services from its Dallas/Fort Worth hub to Hong Kong and Shanghai.

The carrier cites strong customer demand for the routes, adding it will help boost the presence of AA and proposed merger partner US Airways in the growing Asian business markets from Texas.



Window Seat

A RESTAURANT in Moscow has taken a unique approach to attracting new customers (and perhaps increase the chances of good table service) by only hiring identical twins to serve diners.

The owner of the Twin Stars restaurant, Alexei Khodorovsky said he hoped the idea would give his eatery a competitive advantage, but that finding enough identical twins with F&B experience was a challenge.

PARTING is such sweet sorrow.

Traffic congestion at an Italian railway station caused by snogging couples has all but disappeared after the council introduced a 'Park & Kiss' lane.

The lane at Padova station in the country's north allows travellers to stop for up to 15 minutes for their impassioned farewell smooching.

Padova Mayor Ivo Rossi said it was in the Italian nature for couples to express their passion.

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Magellan conference kicks off



VIRGIN Australia and Etihad Airways sponsored the launch event for the 2013 Magellan Travel Group Conference held last night at Noosa Heads' Makepeace Island on the Sunshine Coast.

Over 100 member delegates and 90 suppliers gathered for a cocktail event to mark the start of the Annual Conference, which will be followed by two days of conferencing at Outrigger Little Hastings Street Resort & Spa.

Magellan chief executive officer

Andrew Macfarlane said the niche nature of the retail group "means we can really focus on issues of common interest and have a lot of participation and interaction."

Sir Richard Branson's island was made available exclusively for the Magellan party.

Pictured are Dennis Bunnik, Bunnik Tours; Andrew Macfarlane; Julie Avery, Brighton Travelworld; Jayson Westbury, AFTA; Andrew Jones, AJ Travel and Keiran Cromie, Brighton Travelworld.

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IR: "adapt to change"

INTERNATIONAL Rail is urging agents to adapt to "revolutionary changes" to the method used to book and price train travel in Europe and the rest of the world.

MD Jonathan Hume said the changes could mean some popular rail passes now no longer offer the best value.

"Rail fares are becoming like air fares, with agents now able to access advance purchase fares and discounted fares that are a fraction of what they cost just a couple of years ago," he said.

About 4 in 5 of the most popular high-speed trains in Europe must be reserved in advance, and over 70% of fares must be e-ticketed.

"Fares are now more transparent so Australian agents can book the best on-line fares through a specialist rail wholesaler meaning agents can offer fares similar to those clients see on-line themselves," he said.

TripAdvisor hotel tool

TRIPADVISOR has unveiled its new TripConnect self-service platform that lets Business Listings subscribers participate in Hotel Price Comparison, aimed at driving direct bookings from the website to the property.

Independent hotels and B&Bs can use TripConnect to bid for favourable position in the Hotel Price Comparison ranking, enabling consumers to opt to check availability and book stays at their own rates.

Burma travel advice

DFAT yesterday issued a revised travel advisory for Myanmar (Burma) in the wake of a series of explosions in the nation (**TD** yest).

Exercise a high degree of caution as "further attacks could occur at any time," the government warns.

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Today's issue of *TD* is coming to you from Aulani, a Disney Resort & Spa on the Hawaiian island of Oahu.

DISNEY is this week conducting a major event at Aulani, its Hawaii resort property, to launch a significant expansion of the facilities in response to "enthusiastic guest feedback".

The resort opened just over two years ago and is located on 21 acres of oceanfront land in Ko Olina, adjacent to a crystal clear lagoon and white sand beach.

Aulani, a Disney Resort & Spa has been created as a "family paradise with a touch of magic," and is a unique Hawaii experience replete with Disney touches.

Disney characters roam the resort, and adults and children alike can enjoy a fantastic tube-floating watercourse along with waterslides, a snorkelling lagoon and much more.

There are also Hawaiian-themed restaurants and the huge Lanikai, a Disney Spa with 15 treatment rooms.

Melb campaign a hit

TOURISM Victoria chief exec Leigh Harry says the Remote Control Tourist initiative (*TD* Wed) has so far proven popular "truly global", with take-up from audiences around the world high. "The campaign has resonated with its target audience," Harry said, with people from 158 countries and 3,888 cities having visited the website.

In the first five days, YouTube videos on the Remote Control Tourist promo have been viewed 150,000 times and 1,537 images have been posted on Instagram.

New Cali reopening

LE PARADIS d'Ouvea on the island of Ouvea in New Caledonia has relaunched following a multi month renovation.

The 34 bungalow property is located a 45min flight from Noumea and features a collection of garden, lagoon and exclusive spa bungalows, plus a 70-guest conference room.

Open doors for agents in Broome



BROOME'S Cable Beach Club Resort & Spa, in partnership with Qantas, hosted this group of eight WA Jetset Travelworld Network travel agents on a three-day escape last week.

Before jetting off to Broome, the group enjoyed a welcome brekkie in the Qantas Club Lounge Perth.

Broome turned on a spectacular sunset while the group enjoyed a welcome cocktail function on the Resort's Okari Deck overlooking iconic Cable Beach.

Guests were then treated to

a hosted dinner at the Resort's signature Club Restaurant.

The escape was complete with some poolside relaxation at Cable Beach Club's adults-only Ocean Pool and a visit to Matso's Broome Brewery.

Pictured on the reception boardwalk of Cable Beach Club Resort & Spa from left are Dianne Preston, JTN state manager WA; Cindy Jackson, Travelworld Armadale; Anthea Farrar, Jetset Travel Applecross; Judy Martin, Travelworld South Perth; Kathy Veech, Direct Travel & Cruise; Bec Williams, Cable Beach Club bdm WA/NT; Jane Royce, Qantas Industry Account Manager; Luke Chittock, Travelworld Floreat; Marie Borrelli, Qantas Business Development; Luke Mule, Jetset Travel Morley; Steve Bargiev, Jetset Travel Bassendean and Tim Bolton, RAC.

JAL ok for AY, BA deal

JAPAN Airlines has been given a green light for anti-trust immunity to a joint business between Japan Airlines, Finnair and British Airways

Expected to be launched next spring, the deal with Finnair will enhance customer benefits by providing better links between the EU and Japan, with additional flight choices and enhanced frequent flyer benefits.

JAL said in addition, the joint business agreement allows the three carriers to cooperate on growing their presence within, to and from the market.

Hertz ups Primus fleet

THE Green Collection Toyota Prius Hybrid has been added to the Hertz's collection, from city and airports in Melbourne, Sydney, Brisbane and Canberra.

The move aims to deliver smart mobility & sustainable solutions.

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Please note: Telephone and postal applications will not be entertained.

Applications close Sunday 27th October 2013

Only candidates that meet the minimum requirements will be considered and contacted.

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Tassie RACQ promo

TASVACATIONS, in partnership with Tourism Tasmania and RACQ, has kicked off a \$100k campaign targeting "the huge untapped" market in Brisbane, the Sunshine Coast & Gold Coast.

The promotion is being pushed out to 1.2 million RACQ members in Queensland, and involves print, digital and radio advertising.

New Warbirds tour

GRAND Pacific Touring has added an extra 2014 13-day South Island Getaway tour in New Zealand which includes the action of the annual Warbirds Over Wanaka International Airshow.

Departing on 11 Apr, the trip includes an exclusive 3-day Gold Pass to the show.

For bookings, call 1800 622 768.

Aquarium debuts

TORONTO is home to Canada's largest indoor aquarium - the 135,000sqf Ripley's Aquarium of Canada - featuring over 16,000 marine animals and 450 species.



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.

The **Wotif Group** has today announced three new appointments to its marketing and communications team. Among the recruits are former Virgin Australia, Destination NSW & Tourism Australia executive **Michael Betteridge** who commenced as general manager of marketing. He's joined by **Kim Stockham** as head of public relations based in Sydney and **David Hill**, who has been promoted to the post of general manager internal communications and engagement, based in Brisbane.

Andrew McEvoy, the md of **Tourism Australia**, has this week confirmed his departure from the tourism authority after a four-year tenure. McEvoy has accepted a position as managing director for **Fairfax Events**, commencing in Jan 2014. TA chairman Geoff Dixon says an "extensive search" for a replacement to fill McEvoy's post has already commenced.

After 14 years with The Travel Corporation, **Creative Holidays** managing director **Paul McGrath** has announced his departure from the firm and travel industry, taking on a new role as global head of marketing & brand for Australian listed property group, **Lend Lease**.

Travel insurance provider **SureSave** has hired **Talbot Henry** as the firm's new National Sales Director, recruited to drive overall sales.

Trafalgar is moving to capitalise on growth from the groups business, yesterday naming **Paul Groves-Berry** to the newly created position of national groups manager, effective immediately.

Etu Moana Boutique Beach Villas in the Cook Islands has announced the appointment of **Tim & Lucile Meyer** as the resort's general managers.

Marcus Keenan has joined Swiss-Belhotel as the group's new general manager for the recently acquired **Swiss-Belresort Coronet Peak** in NZ.

Fiji's **Bounty Island Resort** in the Mamanuca Group of Islands has recruited Italian national **Elisa Fusi** as its new resort manager.

Wendy Wu Tours has appointed **Paul Dymond** as its new business development manager for New Zealand. His career includes 10-years with Flight Centre, most recently as team manager at Mairangi Bay. His past travel & tourism experience includes hotel management in the UK.

The 4-star **le Paradis d'Ouvea** in New Caledonia has appointed **Boris Sevestre** as its new general manager. He has worked with a number of hotel properties over the past 4 years in New Caledonia.

Cosmos delivers the goods

JODY Robinson from Tewantin Travel is one happy travel agent, and no wonder why - she was the lucky winner of *TD's* Sep month long comp.

She is pictured receiving her prize certificate for a trip to India on *Cosmos'* seven-day Golden Triangle for two including return airfares, from *Cosmos* regional sales manager for Queensland, Greg Morris.



Chimu for Antarctica

CHIMU Adventures is tipping its new Antarctica program to be the 'go to' brochure for travel agents, covering departures from Ushuaia, Hobart and Bluff.

Available now through TIFS, itineraries venture to the Falkland Islands, South Georgia, the Southern Shetland Islands, the Antarctica Peninsula, mainland Antarctica and East Antarctica.

More at chimoadventures.com.

SEC @ Glebe Is works

FOUR cranes have been moved into position to manoeuvre the roof and frame of the largest hall of the temporary Sydney Exhibition Centre @ Glebe Island.

The 25,000sqm site will be built over the next six weeks, to be ready for its first event in Feb.

Bolt Bus to California

NORTH America's popular Bolt Bus is introducing new services in California from the end of Oct.

The Bolt Bus, which currently operates in the USA's Pacific Northwest (Seattle, Vancouver, Bellingham, Albany, Eugene and Portland) will offer connections between three major cities - Los Angeles, Oakland and San Jose.

Premium on-board services include reserved seats, free wi-fi, leather seats, extra legroom and power outlets - see boltbus.com.

OPERA HOUSE ANNIVERSARY CONCERT TICKETS



This week *TD* is giving 3 lucky winners the chance to receive a double pass to the exclusive **Sydney Opera House** 40th anniversary concert on October 27, courtesy of **Etihad Airways**.

Etihad Airways is a major partner of Sydney Opera House and this year is delighted to be part of its 40th anniversary celebrations. By connecting Sydney Opera House to its vast global network, the Abu Dhabi-based airline is proud to bring international artists and overseas visitors to experience the magic of the World Heritage-listed performing arts venue.

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MTA Conference hailed a major success

MTA – Mobile Travel Agents' first ever national conference held outside Queensland has been hailed a major success, with close on 180 MTA delegates making the journey to Canberra.

The main venue for the 'MTA – more than expected' event was the Hyatt Hotel Canberra while the official opening ceremony and cocktail party took place in the National Gallery of Australia.

The highlight of the event was a Gala Dinner held in the Anzac Hall of the Australian War Memorial, sponsored by Virgin Australia.

Keynote speakers included AFTA CEO Jayson Westbury, MTA Brand Ambassador Jessica Watson and ABC TV *The Gruen Transfer* regular, Dan Gregory who also emceed proceedings.

Networking Strategist Robyn Henderson and the founder and creative director of award winning digital and communications agency Guerrilla, Eden Shirley, also presented.

The conference schedule also included dedicated 'Cruise Café' and 'Market Place' sessions where delegates were able to meet and network with a large number of cruise specialists as well as airline and wholesale representatives.

Industry suppliers supporting the MTA conference

included Carnival Cruise Lines, Creative Holidays, Etihad Airways, Exotissimo Travel, Holland America Line, Insight Vacations, Lindblad Expeditions, Royal Caribbean International, Sabre Pacific, Seabourn Cruise Line, Silversea Cruises, Territory Discoveries, Trafalgar, Trails of Indochina, Uniworld and Virgin Australia.

RIGHT: AFTA CEO Jayson Westbury with the MTA girls at the Sabre Pacific-hosted cocktail party in the National Gallery of Australia Sculpture Garden, from left: Margaret Lange, Kate Vasilou, Samantha Bartels and Tamara Henderson.

RIGHT: Presenter and event MC, ABC TV *'The Gruen Transfer'* regular, Dan Gregory, in action at the MTA conference.



LEFT: MTA Managing Director Karen Merricks presented the 'MTA - the business, the future' address to conference delegates at the opening venue, the National Gallery of Australia.



LEFT: The Watson sisters Emily (on left), MTA Brand Ambassador Jessica (centre) with MTA's Sandy Sirianni at the cocktail party.



RIGHT: MTA conference presenter and networking strategist, Robyn Henderson (centre) with MTA consultants Leanne Flanagan-Smith (on left) and Jenny Magee swapping notes and business cards at the Sabre Pacific-hosted cocktail party.



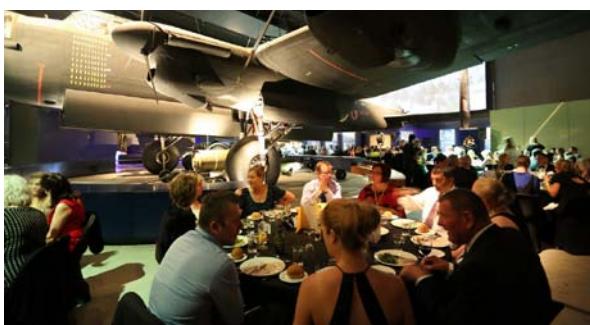
ABOVE: Virgin Australia's Neil Robertson in action on the airline's information desk at the conference. A key MTA business partner, Virgin Australia was a major sponsor of the event, laying on a spectacular final night Gala Dinner in the Anzac Hall of the Australian War Memorial (below).



ABOVE: The 'more than expected' MTA conference theme and logo.

ABOVE RIGHT: Etihad Airways National Account Manager, Marcos Best (centre) chatting with MTA's Tanya Cookman (on left) and Allison Hoyland.

RIGHT: MTA team members Sarah Forbes & Shannon Greaney with Sabre Pacific's Accounts Manager, Skye Collie.



Thursday 17th Oct 2013

Aurora all-in-one brox

AURORA Expeditions has rolled out its latest 2014/15 Expeditions brochure, offering a greater range of adventures than ever before.

Itineraries travel through the Antarctic and European Arctic, Alaska's Inside Passage, the rainforest tribes in Ecuador's Amazon Basin, the Galapagos, Kimberley Coast, Great Barrier Reef, Cape York and more.

Perisher Superpipe

DEVELOPMENT of a new world class "Superpipe" has been proposed at Perisher Ski Resort in the Snowy Mountains of NSW.

The 22-foot halfpipe will be located in Centre Vale with access via Lawson and Leichhardt T-bars, and opened to international athletes, as well as general skiing and the boarding public.

CEO Peter Brulisauer said the project has been "a long time in planning and is nice to see this dream start to become a reality."

Submission to the NSW Dept of Planning and Infrastructure for the Superpipe will be submitted later this week.

AW roadshow a roaring success



CROWDS of over 200 travel agents in Sydney and 130 in Melbourne have participated in Adventure World's 2014 Africa & Arabia roadshow events so far this week.

Presentations spanned destinations including guests from South Africa, Botswana, Kenya, Zimbabwe & Zambia in Africa and Abu Dhabi in the UAE.

The show heads onto Brisbane tonight and Perth on 23 Oct.

A group of agents and Adventure World representative are **pictured** above from the Sydney event.

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.

Q.5: What are the unique names of each of our 3 cabin classes when flying Etihad to Dublin?

Q.12: En route to Dublin and other European destinations from Australia, how many hours of on-demand entertainment do Etihad offer in all cabins?

Click here for more info and terms & conditions

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EXPERIENCED TRAVEL CONSULTANT

Experienced travel consultant is required for a small growing boutique travel business specialising in Morocco, and based in the Blue Mountains.

We are looking for someone with leisure consulting skills in the high end leisure sector. We create complete and unique travel experiences for our clients worldwide and also organise events such as birthdays and weddings.

Experience in Apple computer, MYOB, social Media is essential. A knowledge of Morocco and French would also be very helpful.

Please send your enquiry and CV to carol.prior@hotmail.com

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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

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.

ARE YOU TECHNICAL?

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

ANALYSE THIS GREAT CAREER MOVE REVENUE ANALYST - ONLINE

MELBOURNE – GENEROUS SALARY PACKAGE

This key role in an expanding business will be responsible for online analysis within the technology department. Your role will be to ensure this product sits in a competitive position within the market while ensuring effective balance to the margins and yield requirements for the business. Your excellent numerical and analytical skills will be required here with previous experience in a similar role. Travel experience essential.

OPPORTUNITY NOT TO BE MISSED!!

SUPPLIER RELATIONS MANAGER SYDNEY - SALARY PACKAGE UP TO \$85K

Experienced supplier relations managers get excited. Here is your chance to diversify the product you're currently working with and join a successful organization that has many great brands under its roof. You'll have experience in product research, supplier relations. Contracting and negotiation. You must be a team player, have great attention to detail, and enjoy a fun, fast-paced environment.

GO 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 REGIONAL?

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.

OPERATIONAL AND RELATIONSHIP DRIVEN? CORPORATE TRAVEL PROJECT MANAGER – APAC SYDNEY- SALARY PACKAGE \$100K+

The Operation / Project Manager is responsible for running and delivering operational projects on a global scale with the objective of 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 people at all levels up to Executives

STRONG LEADER WANTED

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.

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Working in partnership with the Australian Travel Industry

Air Product Manager

Gold Coast - Up To \$80K - Ref 834PS1

Do you have 5+ years airline contracting experience on both domestic & international routes with fare loading and revenue management experience? This award winning travel company are recruiting and offering a rare job opportunity based on the Gold Coast. If you have strong commercial contracting and senior relationship management skills this could be your chance to secure a locally based position with significant scope and opportunity

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

Cruise Consultant

Sydney - \$40-50K + Commission - Ref 808SJ4

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 within a sales and service focused environment. You will 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 perks to this role.

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

Corporate Travel Consultant

Melbourne - \$30-40K - Ref 824DB

Are you looking for your next travel move? Are you a super strong Retail Consultant looking to get into the corporate world? Or already a Corporate Consultant looking for a new move? This fantastic global company are looking for Corporate Consultants to join their team. This global company offer great career paths with potential to broaden your horizons overseas. A great company which offers you more than just job! Don't delay, apply today!

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

Cruise Travel Consultant

Adelaide - \$35-40K + Super + Incentives - Ref 3053NC5

Do you have experience in selling cruises? Are you a dedicated Cruise Travel Consultant and experience in offering tailor-made world-wide holidays? This is a successful, well established travel company that is in need of a Cruise Specialist for its dedicated and busy cruise team. Are you a cruise accredited travel consultant? We need a candidate with exceptional sales focus, exceeding targets will have you earning extra \$\$\$.

Bring your team player attitude and the team. For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)

Ticketing Consultant

Brisbane - \$Excellent - Ref 833PS1

Use your flair for fares and knowledge of airline contracts to a Ticketing Consultant for this well established travel company. If you are a Travel Consultant with strong ticketing skills then this is the role you have been waiting for! You'll need to have solid GDS skills with the ability to work under pressure working to a 7 day rota. In return the winning candidate will be rewarded with an above average salary package with a myriad of benefits and travel incentives.

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

Accommodation Sales & BDM

Sydney - Package Up To \$55K - Ref 954KF1

A unique opportunity has arisen for a sales focused Reservation Consultant to move into a niche product and strive forward in sales and business development. This property management company in the North Shore of Sydney offer you the chance to take on a new challenge. Handle reservations for clients, developing new business contacts and have the chance to be out of the office meeting & greeting customers.

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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