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Monday 2nd September 2013

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Win a car with Sabre

SABRE Pacific has launched a major new incentive where agents can win a Fiat 500 Pop by making the most combined car and hotel bookings between 01 Sep and 31 Dec this year.

There are also 8 iPad minis up for grabs - see **page 12** for details.

AI seek rapid Aus growth

AIR India could be operating daily standalone services to both Sydney and Melbourne in as little as six months, the carrier's chairman and managing director Rohit Nandan has confirmed.

The ambitious forecast from the AI boss came at a special gala dinner held on Fri night following the airline's return to Sydney and Melbourne last week (**TD Fri**).

Nandan was among a host of Air India senior management who had flown into Sydney on the inaugural Boeing 787 *Dreamliner* service to Australia.

According to Nandan, demand for direct services has remained persistent since AI withdrew from the market in 1997, but the carrier was unable to resume anytime earlier as it "lacked the proper equipment."

"This is a great moment for the Maharaja to return to Australia," Nandan added.

Air India Australia manager Ravi Bodade told **Travel Daily** forward bookings were very encouraging.

"That's what makes us feel very enthusiastic about this flight and its success," he said.

In support of the new services, Bodade said AI had already signed interline agreements with Qantas for domestic services in Australia and with Air New Zealand for trans-Tasman flights from SYD & MEL to ports in New Zealand.

"We would like to take this further and would like to develop these partnerships more," he said, adding that the agreement with QF covers "most of the ports in Australia."

When questioned by **TD**, Bodade closed the door on a resumption of services to Perth anytime soon.

"At the moment no," he stated.

More from Air India on **pg 3 & 4**.

Happy Cruise Day!

ROYAL Caribbean, Celebrity Cruises and Azamara Club Cruises are offering up to US\$300 onboard credit on a selection of almost 1,300 local and international voyages as part of deals available in National Cruise Week, which kicks off today.

CLIA's National Cruise Week is the largest consumer promotion in the cruise industry, with RCCL also reminding agents that "every day of every cruise is a celebration," via a **front full page** in today's issue of **Travel Daily**.

Garuda incentive

TRAVEL agents are being invited to experience Garuda Indonesia via a major new incentive with Consolidated Travel.

Tickets to DPS or JKT are up for grabs for the four top agents - along with three friends each, plus there are daily voucher prizes for each return business and economy class tickets.

See **page 11** for details.

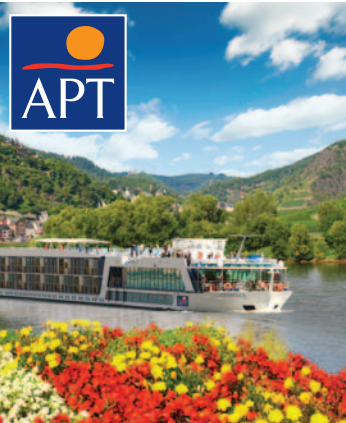
Win a trip to India!

THIS month, **TD** has teamed up with Cosmos to give away a trip for two to India to explore the stunning Golden Triangle - for full details on the comp, see **page 9**.

What an issue!

Travel Daily today has nine pages of news & photos, a front full page for **Royal Caribbean International** plus full pages from: (**click**)

- AA Appointments
- Consolidated/Garuda
- Sabre Pacific
- Travel Trade Recruitment



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VASQ RTW and Circle Pacific fares include a complimentary side trip to any Singapore Airlines or SilkAir Asian destination

Take note of today's fact and answer this Friday's Question of the Week for your chance to WIN. Prizes include Business Class Round the World tickets and more! [Click here for more information.](#)

HAL cancels Israel

HOLLAND America Line has announced the cancellation of all cruise calls in Israel until further notice due to the developing crisis in Syria.

MS Noordam was due to call into Haifa and Ashdod this week, with passengers on board told that new ports would replace the Israeli visits: Bodrum and Antalya in Turkey and Napflion, Greece.

The ship's captain apologised for any inconvenience but stressed that the safety of those on board was paramount.

Israel shore excursions would be refunded, he said, and the cruise line also offering a 15% discount on future cruises to affected pax.

DL to add 737-900ERs

DELTA Air Lines is adding B737-900ER aircraft to its operational fleet from 03 Nov, with the new jet to debut on the Atlanta-San Francisco route, equipped with 20 First and 160 Economy seats.

Speakman: be an adviser

TRAVEL agents must adopt the role of 'travel adviser' and build strong relationships with their clients, according to Travel Counsellors founder and ceo David Speakman.

Speakman, who is currently in Australia to attend a series of state-based conferences with the group's members, appeared last week in an exclusive online webinar where **TD** editor Bruce Piper interviewed him about 'how agents can beat the internet'.

A significant proportion of the travel market - about 40% of passengers - are not price-driven but instead want the "best" holiday experience, and it's these customers that travel agents can target because they are seeking advice, Speakman said.

Twenty years ago travel agents were effectively search engines because they were the conduit through which customers could find out about travel options.

The internet has changed all that, Speakman said, adding the industry is diverging into either "super-transactional" models such as OTAs, or "super-relational" groups where agents make the most of the trust their clients put in them.

Travel Counsellors is on a strong growth trajectory in Australia after a global restructure of the company's operations which has seen recruitment of new members standardised.

Speakman told **TD** the group now has about 125 members locally, with the business now performing strongly and more than 1200 Travel Counsellors operating in 7 countries globally.

During his Australian visit he is also meeting with AFTA chief executive Jayson Westbury to discuss the evolving consumer protection landscape.

View the online webinar on the **TD** website - **CLICKING HERE**.

Ethiad adds nannies

ETIHAD has announced the introduction of "Flying Nannies" on all long-haul flights.

Ethiad Flying Nannies are cabin crew members who have received additional training from London-based Norland College, "the world leader in training childcare professionals".

Flying Nannies will be dressed in a bright orange apron, and will assist families with children from the boarding gate to their seats.

They'll also assist with the preparation of bassinets for babies, look after unaccompanied minors and "keep children entertained while you're enjoying a nap, in-flight meal or entertainment".

So far, 300 crew have trained for the role, with a total of 500 to be in place across the Ethiad network by the end of 2013.

The move echoes the "Sky Nanny" initiative introduced by EY ceo James Hogan when he was head of Gulf Air (**TD** 04 Nov 03).



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&Beyond appoints new local rep

BESPOKE travel company &Beyond has announced the appointment of Norman Harper as its representative in Australia & New Zealand effective 01 Sep.

Harper has 20 years experience in facilitating unforgettable travel experiences in Africa and South Asia, the company said, and has worked & lived in Singapore, South Africa, Botswana, Malawi, Zimbabwe,

Zambia, Tanzania, Mauritius, the Comoros, Maldives, Seychelles, Mozambique and now Australia.

&Beyond said Harper's responsibilities will include growing product and service awareness of the brand's South Asia and Africa across all trade channels and working with existing partners.

The luxury firm was previously represented here by Nicole Lenoir-Jourdan's Five Star PR.

To contact Harper, email norman.harper@andBeyond.com.

Cover-More role

COVER-MORE Travel Insurance has appointed Magda Biniaszewski to the newly created role of Ancillary Product Manager, following the successful launch of its free Global SIM offering earlier this year.

Cover-More said the move reflect a commitment to expanding its range of ancillary products, with the Global SIM having already saved Australian travellers over \$1.2m in global roaming charges.

Cover-More was the first travel insurer in the world to include a free Global SIM with the purchase of a travel insurance policy.

VS/DL immunity nod

TENTATIVE approval for immunity from antitrust laws in the US has been granted to Delta Air Lines and Virgin Atlantic, allowing the carriers to operate a joint venture between North America and the United Kingdom.

The US transport regulator said on Fri the transatlantic alliance - which covers coordination of network planning, revenue management, pricing and sales - "will be pro-competitive" & that there is an "added economic incentive" from the tie-up.

Scenic Euro brochure

SCENIC Tours has introduced three new itineraries as part of its expanded 2014/15 Europe & Britain program offering.

The trips include a 9-day French Soiree, 12-day Italian Serenade and a 19-day Highlights of the Balkans & Bavaria tour.

A two-night extension to the Champagne region of France (available from Paris & Frankfurt), and a Munich extension are also new for 2014.

See **page eight** for more of the latest brochure releases.

Epic French addition

VAIL Resorts has once again expanded the global reach of the Epic Pass season pass, adding five free days of skiing and riding in Les 3 Vallées in France - the home of resorts including Meribel, Courchevel and Val Thorens.

The boost means Epic passholders can access skifields in France, Austria and Switzerland as well as the huge Vail Resorts portfolio in Colorado, California, Nevada and Utah.

Tickets to Mrs Carter

JTG Wholesale's ReadyRooms has launched an agent incentive with a fabulous luxury Sydney package including QF flights, transfers, a BridgeClimb for two, 2 nights at the Four Seasons and tickets to the sold out Beyonce "Mrs Carter" show up for grabs.

The amazing prize will go to the agent who books the most revenue between 26 Aug and 13 Oct 2013 on ReadyRooms for Agents, for travel to 30 Jun 2014.

Sydney bookings will count twice in the incentive - for details, see readyrooms.com/agents.



Window Seat

KUDOS must be sent to Destination NSW chief executive officer Sandra Chipchase, who last Fri night showcased her linguistic skills, welcoming the visiting Air India management in their native Hindi.

Whilst everybody in the room able to understand her words were enthusiastically receptive, the only part most attendees (including **TD**) could understand were the words "cricket team".

STILL on Air India, interactive in-flight entertainment went to a new level recently when a passenger complained her seat-back video unit insulted her.

According to the *Times of India*, the woman was preparing to watch a movie but the unit was malfunctioning.

After fiddling with various buttons and switches, a message allegedly appeared on the screen reading "Lie low...Sit down you idiot!"

A representative from Air India told the paper that following an investigation, the message the lady saw was an English subtitle of a Hindi movie, which froze on the screen at the same time the onboard server went offline.

The passenger has responded to the investigation, saying she was not yet watching a film and that the message was the same at both the top and the bottom of the screen when it froze.

Air India said "The matter has been taken up with the concerned authorities for rectification".

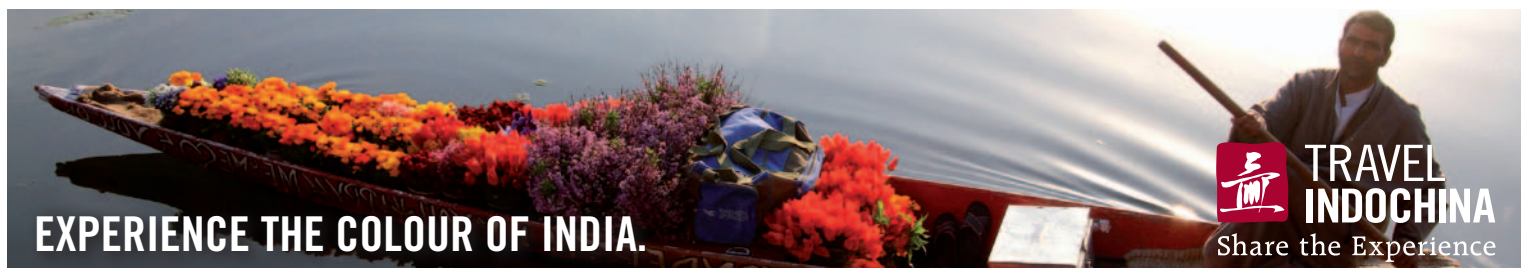
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SQ retires iconic face

SINGAPORE Airlines has this week launched a new homely advertising campaign entitled "The Lengths We Go To", focusing on the comforts of home onboard.

The new pitch sees the carrier's iconic 'Singapore Girl', appear in three short features, but not as the major focus as she has been in much of the airline's marketing for the best part of 40 years.

Released today, the ads aim to showcase the lengths the carrier goes for passengers, such as offering Chinese tea and leather from Scotland in its seats.

AI lacking GSA rep

A DECISION on an Australian General Sales Agent for Air India and low cost subsidiary Air India Express has not been taken as yet, Air India manager Australia Ravi Bodade told **TD** last week.

The carrier has issued multiple tenders for a provider of the local services, closing most recently on 03 May (**TD** 16 Apr).

OTG Golden Triangle

A BRAND new tour of India's Golden Triangle & the mysterious Kashmir region has been released by On The Go Tours.

Offering monthly departures, the 12-day itinerary explores the popular Indian region before heading north to spend four nights on a houseboat on Dal Lake at the foot of the Himalayas.

The new journey is priced from \$3,449ppts - phone 1300 855 684.

No local AI portal, yet

AIR India has no immediate plans to launch a localised version of its online booking platform, the carrier's local manager Ravi Bodade said.

However, the airline's current portal - www.airindia.in - is being developed into a multi-country website with several different language options, he confirmed.

"I don't know whether we will have a separate website for Australia as such but the first thing will be to have multi-functionality in the existing Air India website," Bodade told **TD**.

The carrier plans to partner with local tourism organisations to promote both destinations and to boost visitor arrival numbers to both Australia and India.

"[Tourism is] a very growing segment and it's a segment that has great potential so with all stakeholders in tourism, be it Destination NSW or Tourism Australia, India Tourism and all of the bodies, Air India will be working very closely with the tour operators and the tourism boards," Bodade commented.

AI's global 787 radar

SYDNEY became the fifth global destination serviced by Air India's fleet of Boeing B787 *Dreamliners*, which currently stands at eight.

The carrier is scheduled to take delivery of a further six 787s before the end of the year.

Rome will join Paris, London, Birmingham and Frankfurt as other AI 787 destinations.

Sydney rolls out welcome to AI

BOLLYWOOD came to Sydney on Fri night as hundreds of local & international dignitaries packed the Four Seasons Hotel ballroom for a Welcome Dinner to celebrate the return of Air India to the city.



Among attendees was His Excellency the High Commissioner of India to Australia Biren Nanda, the Indian Consul-General, Air India local and int'l management, representatives of Australian and NSW Government, Sydney Airport bosses and NSW tourism leaders.

Two colourful and high-intensity dance routines kick-started the evening, performed by a group of energetic Bollywood dancers.

In an opening address, Air India commercial director Deepak Brara said the airline's return to Sydney "is a dream come true for so many reasons".

Arriving in 11 hours and 34 minutes, accounts from many on board said the first service from Delhi was smooth, comfortable & heralded a new era for the airline.

Sydney Airport chairman Max Moore-Wilton said that Sydney provided approx 40% of the total pax traffic of 880,000 between India and Australia last year.

Senator for Tasmania, Lisa Singh, in attendance as a representative of Federal Transport Minister

Anthony Albanese, added the number of visitors from India is expected to rise an estimated 44% as a result of the new service.

Current bilateral air agreements between the two countries allow for 11,200 seats per week from Sydney, Brisbane, Melbourne and Perth into Delhi, Calcutta, Mumbai and Bangalore - with only 6,500 of which being used, Singh added.

Representing Destination NSW, chief executive officer Sandra Chipchase said the organisation would be releasing new campaign materials promoting the state to potential new visitors from India.

"I'm confident that the resumption of this flight will go a long way toward building tourism, trade and people-to-people relationships that are valued in India so much," Air India chairman and managing director Rohit Nandan told attendees.

The sentiments were echoed by Air India's Australia manager Ravi Bodade, who is pictured above with Sydney Airport chief executive officer Kerrie Mather.



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Bash raises over \$2 million



THE mighty (and dusty!) 1972 mini sponsored by Amadeus and AADX+ and its wacky trio of drivers are today recovering after successfully completing the Variety Bash in Ballarat on Fri.

Gena "Penelope Pitstop" Signorini from Amadeus and her pilot co-drivers Richard "Dick Dastardly" Loder and Dan

"Muttley" Gray (above) were awarded the Bash Perseverance Trophy because they kept rolling despite facing many obstacles.

Over the course of ten days, the 100 vehicles travelled more than 4500km on some of the roughest outback dirt roads, visiting some 17 regional townships and raising over \$2m for special needs kids.

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Hawaii ANZ visits soar

VISITOR numbers to Hawaii from the Oceania region surged by over 37% during Jul compared to the corresponding period in 2012, the Hawaii Tourism Authority has reported.

The increase from this region was a result of new capacity being introduced late last year by Jetstar out of Melbourne and Hawaiian Airlines out of Brisbane, coupled with the new Auckland-Honolulu service flown by HA which commenced in Mar.

Total overall arrivals to the Aloha State during the first seven months of the year were up 5.5% to 4.9 million.

UA costly refund fine

UNITED Airlines has been struck with a US\$350,000 penalty for not issuing refunds to passengers in a timely manner.

In handing down the fine, the US Department of Transportation also cited UA for filing inaccurate reports of its mishandled baggage and oversales, as well as failing to file timely reports of incidents involving animals in flight.

The DOT's Aviation Enforcement Office found that between Mar and May 2012, UA had failed to promptly process over 9,000 requests for refunds.

"When passengers are owed a refund, they have the right to expect the airline to act promptly and give them their money back," US Transportation Secretary Anthony Foxx said on Fri.

In the US, airlines must process refund requests within seven days of receipt of a completed request if the transaction was processed on a credit card, or 20 days for tickets bought by cash or cheque.

WestJet MAX order

CANADIAN carrier WestJet has inked a letter of intent to buy 65 737 MAX aircraft from Boeing.

Valued at more than US\$6 billion at list prices, the planned fleet will be comprised of 40 737 MAX 8s and 25 737 MAX 7s.

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New Barossa accom

BAROSSA Shiraz Estate has received funding from the South Australia Government to assist with the development of new luxury accommodation on-site.

A stone barn on the 30-acre estate which dates back to 1848 will be overhauled into a new 4.5-star accommodation dwelling, with SA Tourism Minister Leon Bignell saying it will raise the profile of the Barossa as a premium tourist destination.

Utilising a \$39,550 injection in funding, the property will also upgrade the two suite/two cottage 3.5-star historic cottage to a 4.5-star standard.

Bignell said the investment "provides another option for travellers to the region," and would appeal to visitors and couples seeking a luxury escape.

Evergreen USA g'tee

ALL itineraries from Evergreen Tours' recently released 2014 USA program have now been guaranteed to depart.

GM Angus Crichton said the tour specialist has witnessed "overwhelming demand" for the program, with Tour & Cruise combinations to Eastern USA including a Mississippi Cruise or Caribbean Cruise extension, and the Western USA and Caribbean Cruise pairing.

"All USA tours are now guaranteed for 2014 so guests can continue to book Evergreen with confidence and be assured of their departure date," he said.

2013 Floriade deals

ACCOR'S five properties in the ACT are offering a two-night Spring Cultural Getaway package that incorporates the Floriade festival between 14 Sep-13 Oct.

Deals, including daily brekkie & a \$50 Bunnings voucher start from \$115/night at Ibis Budget and \$185/night at Novotel Canberra.

Tourism satisfiers

ROY Morgan Research has named Sofitel as Hotel & Resort of the Month for Jul, based on customer satisfaction surveys.

The Domestic Airline of the Month award went to Qantas Airways while the International Airline of the month was awarded to Singapore Airlines.

SAS/SIA get closer

SINGAPORE Airlines has broadened its codeshare alliance with Scandinavian Airlines to now include Australian destinations.

With immediate effect, SAS's designator code has been placed on SIA operated flights from Singapore to Adelaide, Brisbane, Melbourne, Perth and Sydney, as well as to Auckland, New Zealand, Bali & Jakarta in Indonesia and Kuala Lumpur, Malaysia.

Similarly, the SQ code has been placed on SAS services out of Copenhagen to Alesund, Bergen, Stavanger and Trondheim in Norway; Gothenburg in Sweden; Aalborg, Aarhus and Billund in Denmark and Turku in Finland.

Firefly expands to US

HERTZ says it will re-enter the budget vehicle rental sector in the United States by deploying the Firefly Car Rental brand at up to 20 key leisure destination before the end of the year.

Launched in Europe in Mar, Firefly is pitched at the "deep value brand conscious leisure traveller" Hertz Corporation said, with outlets located at airports.

It current has 40 Firefly locations spread across Europe in Spain, France, Italy, Germany, the UK, Switzerland and Portugal.

The first depot in the US will open this month in Orlando, followed by branches in Las Vegas, Los Angeles, San Francisco, Denver, Chicago, Phoenix and Fort Lauderdale.

"Firefly will generate incremental fleet sharing, systems and operational synergies among its four brands, including Hertz, Dollar & Thrifty," the firm said.

Earlier this year, Hertz agreed to sell off its budget brand Advantage in order to gain approval from the US regulator to buy competitor Dollar Thrifty (*TD* 12 Jul).



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The role will involve generating new clients while managing existing clients in Victoria, South Australia, Western Australia & Tasmania. Your territory will include key retail, wholesale and inbound agents with the challenge of continuing these long term client relationships while seeking new opportunities to drive sales.

The role will suit someone with strong sales skills demonstrated by proven sales success in the past. You must have the desire and energy to make this job your own. A fresh, dynamic approach to the role is required, along with travel industry experience.

Salary will be negotiable depending on experience. You will report to the Australian Sales Manager located in Melbourne, with regular intrastate and interstate travel required.

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Main Mission:

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Your responsibilities will include, but not be limited to:

- Setting, maintaining and achieving goals for the Australia operation as well as developing new business
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Please email cover letter and resume (max 2 pages) to:
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Skytrans seeks input

QUEENSLAND-BASED regional carrier Skytrans is seeking feedback from local businesses on preferred times and schedules for its proposed new Toowoomba to Roma services (**TD** 04 Mar).

To assist, Skytrans has issued an online questionnaire which lists the potential of flights six days per week and is gauging an idea as to how often companies would likely use the route and their current cost spent per person travelling the route - full details at www.bit.ly/Q6survey.

Anantara's 1st Club

ANATARA Hotels, Resorts & Spas has opened its first purpose-built Signature Club Resort, the 100 suite & villa Anantara Vacation Club Phuket Mai Khao in Phuket.

globalCARS bargains

CAR rental & leasing specialists globalCARS is promoting vehicles priced from \$18.26 per day in Ireland, \$25.71 in London and \$33.87 in Los Angeles.

Rates include unlimited kms, airport fees, collision damage and theft waivers, all local taxes and breakdown assistance - more at www.globalcars.com.au.

Trade gets a belly full of Hainan



ABOVE: China's Hainan Island was recently showcased by China Southern Airlines to a group of WA-based travel industry representatives.

The long-time hot-spot for Chinese holidaymakers is fast becoming more recognised globally for its year-round spring-like weather, resorts, outdoor activities, spas, Chinese medicinal therapies and eco-tourism.

CZ's commercial manager for Perth, Paul Lim escorted the trip. Hainan is less an hour's flight away from China Southern's hub at Guangzhou, which itself is linked to Perth on a daily basis, as

well as from Sydney, Melbourne and Brisbane.

Pictured on the famil from left are: Len Sykes, Travel Associates; Manjit Sekhon, Raj Travel; Russell Sutherland, Tour De Force; Nik Bebach, CZ; Stephen Lee, Grand Travell; Adam Graham, Perth Golf Network; Paul Lim, CZ; Johansen Chong, MyTravelshoppe (front); Paul Sinden, Perth Golf Network; and Andrew Vlahov, AsiaPlus Advisory (rear).

DNSW HQ relocation

DESTINATION NSW is advising its Sydney operation will be closed to the public on Mon 09 Sep as it relocates to a new HQ.

The new office will be at Level 2, 88 Cumberland St, The Rocks.

Postal address, phone, fax and email addresses remain the same.

DNSW said for urgent matters it will have intermittent access to emails during the day, before opening at its new digs on 10 Sep.

Southern Disc buys in

NEW Zealand tourism operator Southern Discoveries has become a shareholder in Milford Sound Lodge paving the way for increased investment in the property's redevelopment over the next 18 months.

Milford Sound Lodge offers a wide array of accommodation options including luxury chalets, private rooms, dormitories and camping sites.

The first project as part of the upgrade of facilities includes the construction of eight new ensuite chalets, to debut for the next summer season.

Int'l uplift rises 5%

INTERNATIONAL scheduled traffic in Australia grew 4.7% year-on-year in Jun to 2.47 million movements, according to govt data released late last week.

For the 12 months ending 30 Jun 2013, international traffic was up 5.1% to 30.35 million.

Qantas was the leading airline in terms of passengers carried into/out of Australia at 17.7%, followed by Emirates (9.8%), Singapore Airlines (9.1%), Virgin Australia (8.1%) & Jetstar (7.3%).

The Sydney-Singapore city pairs were the busiest international operating routes for the first time during Jun (as previously mooted by **TD**) accounting for a 4.6% slice of the market in light of additional capacity from Qantas, Singapore Airlines and Scoot.



**Sales Manager Greater China
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Join an Iconic Brand with Iconic Destinations

Captain Cook Cruises, Australia's leading Cruise Company and part of the Sealink Travel Group is seeking an energetic, highly motivated Sales Manager Greater China. This is an exciting role for those who enjoy a busy, challenging environment and are eager to use their proven B2B skills within their own and existing networks to build relationships and sales revenues across a broad range of culturally unique markets.

The Sales Manager Greater China is responsible for increasing and maintaining sales revenue for Captain Cook Cruises for Sydney, Murray River and SeaLink for Kangaroo Island, Adelaide, Darwin and Queensland in the markets of China, Hong Kong & Taiwan as well as maintaining key sales relationships with Australian based Inbound Tour Operators and key Distribution Partners.

Experience in dealing across a range of Asian markets, you will possess strong networks with travel distribution partners across markets as well as an understanding of distribution channels and working with our reservations and hospitality departments to deliver world class customer service. You will be sales driven and with an ability to work within a sales budget framework.

The successful applicant will have:

- Demonstrated business and sales development skills
- A minimum of 3 – 5 years in the tourism industry
- Ability to write and execute a sales development plan
- Excellent organizational skills & communication skills (written and verbal)
- Proficiency in all aspects of Microsoft Office is essential
- Understanding of a CRM system
- Understanding of international distributions partners and systems
- Able to work with minimal supervision and a team player
- Experience in making presentations to individuals and groups
- Mandarin language skills
- Ability to travel internationally and domestically

Apply by email to Richard Doyle – Head of International Sales & Marketing at sales@captaincook.com.au by Friday 6 September, 2013. Please include CV and cover letter.



Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Bill Peach Journeys - Luxury World Journeys

One of the major booking highlights in the new Bill Peach Journeys guide is no single supplement for solo travellers. The company has expanded the destination range available for its 2014 world air-cruising adventures, with many of the furthest reaches of the globe part

of the program. Guests are able to visit Sri Lanka, Iceland, Greenland, Kenya, Japan and more. Further, BPJ's collection of rail/cruise partners for the year include Silversea, the Mississippi Queen and the Alaska Railroad.



Made Easy Tours - Battlefield Tours 2014

Product focusing on the upcoming 100th anniversary of the Gallipoli landings is readily taking shape, with the latest being this new guide from Made Easy Tours. Freshly launched to the trade last week, the new guide sees the firm mark 20 years of operating tours to global battlefields. Itineraries featured range from a single day right through to 20-day in-depth journeys and even high-end bespoke trips which can be tailored

to suit clients. Tours are agent commissionable & led by Australian guides.



Topdeck - Europe Pre-Release 2014

The most popular trips of the 2013 season are featured at 2013 prices for departures next year in the preview Europe guide from the youth tour operators. A further 10% has been taken from these 2013 prices for a limited time if paid in full by 30 Sep, marking available savings of up to \$585. Itineraries are listed in four different categories, each offering a number of "Totally Topdeck" experiences such as flotilla sailing in Greece, wine

tasting in Bordeaux, a gondola ride in Venice, biking in Amsterdam & more.



Travelmarvel - Africa 2014

Released just last Fri, ten itineraries ranging in length from 11-28 days make up the debut of Travelmarvel into the African continent. These cover a huge range of highlights in South Africa, Botswana, Kenya & Zambia, its cultural highlights and popular experiences such as the iconic Blue Train between Cape Town and Pretoria. The launch of the destination comes in response to huge interest levels from clients. Many amazing tour

extensions are also possible, including a four day gorilla safari in Rwanda.



On The Go Tours - Turkey 2014-15

A vast range of escorted group tours features in the latest guide to Turkey & nearby countries from On The Go Tours. Holidays can be tailored to suit individual tastes and groups, and all offer guaranteed departures with a minimum of two passengers. Three brand new tours from 8-15 days have been devised, opening up opportunities to explore the history of the region, through to the picturesque landscapes and coastlines.

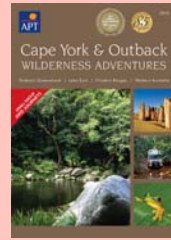


Kirra Holidays - New Zealand Travel Guide 2013-14

Comprehensive by its very name, the 46th edition of the New Zealand Travel Guide from Kirra Holidays continues this tradition. The sheer diversity of New Zealand is well represented, showcasing the variety of experiences possible, from Maori heritage experiences through to luxury lodges, city breaks, rural countryside drives, geological marvels and much more. The guide encompasses flights to and within the country, as well as ways to see it including Milford Sound cruising or railway adventures.

AA/US merger trial

MANAGEMENT from American Airlines & US Airways will plead their case on an anti-competition lawsuit filed by the US Justice Department on 25 Nov, according to a US District Court magistrate.



APT - Cape York & Outback Wilderness Adventures

A renewed focus on intimate exploration & encouraging in-depth destination experiences has led APT to release a considerably different range for the Cape York and Outback this year. New itineraries have been developed, along with new hotels and new Signature Experiences including a chance to stay in an underground room. Group sizes have been reduced to a maximum of 20 pax to encourage this new in-depth agenda. Journeys

of between 9-23 days take pax to Thursday Island, Mt Isa, Monkey Mia, Exmouth, Karijini National Park, Coober Pedy, Wilpena Pound and more.



Abercrombie & Kent - Africa, Egypt & Arabia 2014

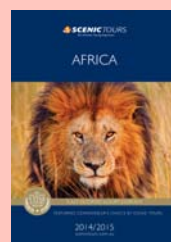
A mammoth 46 itineraries and extensions make up the guide to a vast region of the world from Abercrombie & Kent. Tours aimed at lovers of culture, international food, wine and cruising are offered, with new for 2014 being a 10-day adventure in Madagascar. Also available is a stay at the luxury Sanctuary Saadani River Lodge on Tanzania's coast, as well as the famous Garden Route, either escorted or self-drive. Regional

highlights including the Blue Train and Rovos Rail are also offered.



Russian Travel Centre - Russian Cruises 2014

The latest guide from Russian Travel Centre has been expanded once again, now featuring eight ships and product from 3-5 star. Two new voyages have been released in response to strong public demand, with an 8-night sailing aboard the *MS Gorky* from Moscow to Kazan alongside a 12-night Kiev to Istanbul journey on the *MS Fidelio*. This itinerary includes the cruise along the Dneiper River, a flight from Odessa to Istanbul and a 3-night stay in the major Turkish city allowing plenty of time to explore.



Scenic Tours - Africa 2014/15

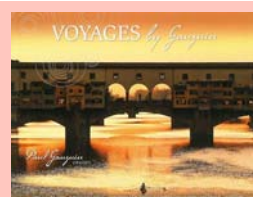
All-inclusive luxury in Africa is on hand in the new Scenic Tours guide to the continent. Brand new for this year are trips to Namibia allowing guests to view amazing sea life on ski boats at Walvis Bay. East Africa is also available in a new itinerary, with the Kenyan and Tanzanian savannahs open for exploration. The Okavango Delta in Botswana also forms part of some itineraries, as do the Kruger and Chobe National Parks.

Guests can also take a classic steam train ride on the Livingstone Express.



Bunnik Tours - South & Central America 2014

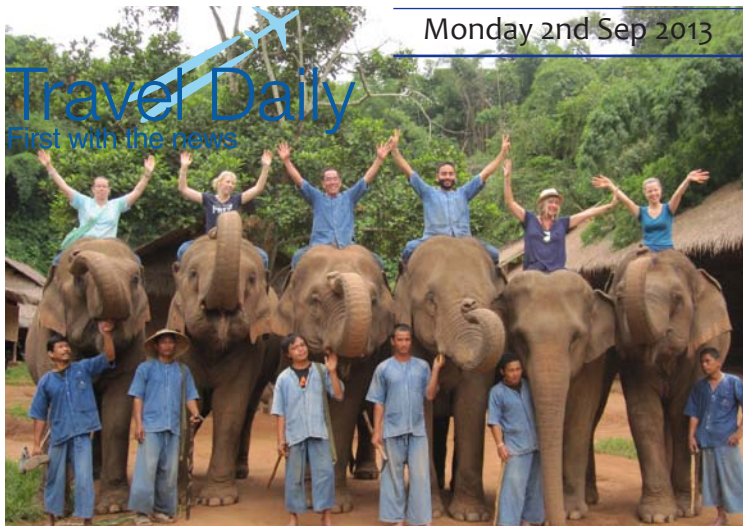
Highlights of the new South American program from Bunnik Tours is a brand new tour to the wildlife rich Galapagos region, Ecuador and Colombia. This new 44-page guide contains plenty of photos giving guests a look at what awaits on a wide range of all-inclusive tours to all corners of the continent. Guests keen to explore further north can enjoy a unique insight tour into the colour and excitement of Mexico and Cuba.



Paul Gauguin Cruises - Voyages 2014

Luxury cruises in Tahiti, the South Pacific, the Caribbean, Latin America, Europe and more can be enjoyed aboard two palatial vessels in the *MS Paul Gauguin* and the *MV Tere Moana*. Spread across 104-pages, these and many other voyages are described in amazing detail.

Cruises are grouped by destination and also offer information about deck plans, onboard entertainment, cabin features and a selection of pre- and post-cruise accom options to enable guests to book a complete holiday.



ABOVE: This group of agents saw how high they could really ride by ticketing their air bookings with Air Tickets, as they were treated to a luxury Thailand family as winners of an incentive.

The promotion, run between Air Tickets and Thai Airways, saw the winners flown to Bangkok by TG in Business Class, enjoying three nights at the Anantara Gold Triangle Elephant Resort in Chiang Mai and two nights kicking back at the Anantara Riverside in BKK.

While in Chiang Mai, the group ventured to the Elephant Mahout training experience, where they each boarded their own private elephant for a tour of the jungle.

Pictured above from left riding high is Kerry Krizman, Travel Central; Michelle Hartland, Champagne Travel; Hung Tieu, Worldwide Tours and Travel; Bir Singh, Friends Travel; Rachael Hunter, Air Tickets and Stacey Higgins from Reho Travel.

SilkAir to Yogyakarta

SINGAPORE Airlines regional offshoot SilkAir has boosted its Indonesian network to 12 ports, launching thrice weekly flights to Yogyakarta from 25 Nov.

VB Prem League pact

VISITBRITAIN will continue to target football fans in British promotional campaigns globally, following the extension of a five-year partnership with the Barclays Premier League competition.

The agreement, which has been extended to 2016, aims to build on the success of pre-season int'l tours by its most popular teams.

Curfew review at BNE

MELBOURNE Airport could become Australia's only major airport on the east coast operating without a curfew, after the Federal Govt announced a review of night operations at Brisbane Airport.

The Australian Tourism Export Council said it would be making a submission against the imposition of any curfew, saying it "will have a damaging effect on tourism businesses nationwide."

MEANWHILE, Tourism & Transport Forum ceo Ken Morrison has praised the Coalition's aviation policy to reform curfews at SYD and ADL airports, saying it was a good first step to incentivise use of quieter, modern aircraft.

Softel So Spa revamp

SOFITEL Luxury Hotels late last week unveiled its new look spa concept at the Sofitel Auckland Viaduct Harbour - the first hotel in the Pacific to see the facelift.

The So Spa by Sofitel concept combines ancient wellness traditions from around the world with the refinement and skills of modern French cosmetology.

Treatments include 30 minute 'Starters' (designed for time-poor guests seeking rest & relaxation), and 'Main Dishes' and 'Desserts' which last an hour and feature full body massages & facial care, as well as a batch of 'Specials.'

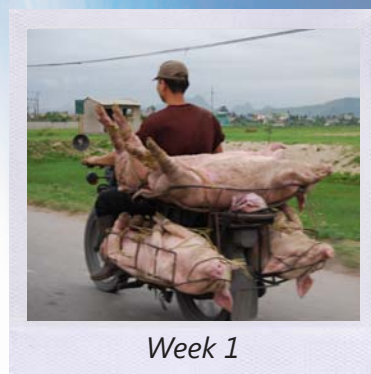
Local flavour treatments include the Healing Manuka Honey Facial.

WIN A COSMOS INDIA TOUR FOR TWO

During September, *Travel Daily* is giving one lucky travel consultant reader and their travelling companion the chance to win a 7-day Golden Triangle Cosmos India tour, valued at up to \$5000 per couple.

The winning agent will enjoy:

- A 7-day Golden Triangle India tour taking in Delhi, Jaipur & Agra
- Return economy airfares from major Australian gateway cities
- Breakfast included daily
- Pre-paid Gratuities to Tour Director and Driver
- Airport to hotel transfers on first and last day of itinerary only
- Sightseeing with your Tour Director including visits to many attractions

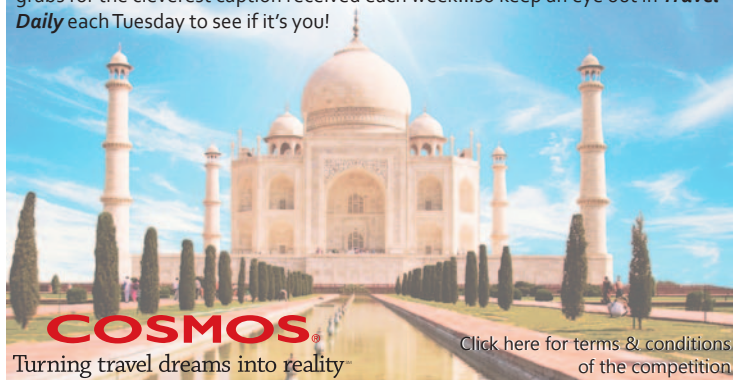


Week 1

To enter, simply send in a caption that best represents the photo featured above. You can enter as many times as you want.

Get creative & email your captions to: cosmoscomp@traveldaily.com.au

Plus, a weekly prize of a bottle of Moët & Chandon champagne will be up for grabs for the cleverest caption received each week...so keep an eye out in *Travel Daily* each Tuesday to see if it's you!



Turning travel dreams into reality

Click here for terms & conditions of the competition

AFL Rd 23 Results

CONGRATULATIONS

Marika Forras
from **OBT MEL**

Marika is the top point scorer for Round 23 of *Travel Daily's* AFL industry footy tipping competition and has won a \$50 Coles/Myer voucher, courtesy of **Compass Car Rental**.

COMPASSCARS

Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn

Emirates **Holiday Inn**

2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iririki Island Resort Vanuatu

Air Vanuatu **Iririki**

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Part of the Travel Daily group of publications.



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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

JOB OF THE WEEK

REGIONAL HEAD OF PRODUCT BRISBANE - TOP SALARY PACKAGE

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.

ARE YOU A FARMER?

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.

CHOOSE YOUR DAYS!

3 DAYS A WEEK INSIDE CORPORATE SLES SYDNEY – LUCRATIVE SALARY PACKAGE

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this large corporate Agency. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work!

OPPORTUNITIES NOT TO BE MISSED!

IMPLEMENTATION / PRODUCT ENGINEER SYD OR MEL - SALARY PACKAGE \$120K PLUS

This brand new role with a unique client can be based in Melbourne or Sydney. We are looking for someone who will assist in pre and post sales of this product that will be widely used by the travel industry, assisting with RFP responses, delivering demonstrations and being heavily involved with the implementation of new clients. You will come from travel technology background with strong systems knowledge.

RETAIL MANAGERS WANTED!!

RETAIL BRANCH MANAGERS X 4 MULTIPLE SYDNEY LOCATIONS - \$75k OTE

Calling all savvy retail travel leaders! You will be working within a well known and respected retail travel brand with support and development from HO. Well established and profitable locations. You be responsible for developing and motivating your team as well as being a hands on consultant. Excellent salary package plus commission plus profit share and travel benefits. Leadership experience is essential

COME AND RING THAT BELL!

CORPORATE BDM X 4 BNE/DRW/SYD/MEL SALARY \$100K OTE

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining this award leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar.

ARE YOU SAVVY?

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.

BOOMING EVENTS ROLE

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!

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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OR EMAIL YOUR CV TO: executive@aaappointments.com.au

FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

www.aaappointments.com



WIN A TRIP FOR YOU AND 3 FRIENDS

Enjoy the Sight, Sound, Scent, Taste & Touch of Garuda Indonesia during the month of September and you could be one of "four" agents to **WIN TICKETS TO DPS OR JKT FOR YOU AND 3 FRIENDS** for being a top producer with Consolidated Travel plus daily prizes are up for grabs

DAILY PRIZES:

\$100 voucher for every return Business class ticket

\$30 voucher for every return Economy class ticket

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 01-30 September 2013 on 100% GA itineraries ex Australia plated to GA (126) ticket stock on the Consolidated Travel IATA only. This promotion is only valid in VIC/NSW/QLD/WA. Agents must achieve a minimum sales target of \$10,000.00 to be eligible for the major prizes. Valid for new ticketed bookings only during Incentive Period. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. Consolidated Travel and Garuda Indonesia reserve the right to alter or cancel the promotion any time. Vouchers are capped, please email your local CTG state sales representative to claim your vouchers, claims will only be accepted by COB 06 September 2013. Airline tickets do not include taxes or surcharges. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 30 August 2013.

Quikfares

Quikticket



Consolidated Travel Group

- AIR
- CAR
- HOTEL

WIN

A FIAT 500 POP

Plus 1 of 8 iPad minis!*



SIMPLY BOOK CAR & HOTEL THROUGH THE SABRE GDS

Make the most combined car and hotel bookings between **01/09/13 – 31/12/13**, and you can drive away with your very own Fiat 500 Pop. Plus, we're giving away two iPad minis every month to agents with the most car and the most hotel bookings (booked, paid and utilised) from now until the end of the year!

*Terms & conditions apply. Visit sabrepacific.com.au

Sabre
pacific



Finding talent within the Australian Travel Industry

Corporate Travel Consultant

Brisbane - \$Competitive - Ref 769SJ1

Experienced Corporate Consultant? Sick of working for the Big Boys? Time to join an independent corporate travel company who will appreciate you! We need a team focused and forward thinking Corporate Travel Consultant who can hit the ground running. You will have a flexible and customer focused approach to your work, and a great eye for detail. A competitive salary is available to reflect past experience for this role. This is the opportunity to grow your career!

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

Retail Travel Consultant

Sydney - \$Competitive + Commission - Ref 123KF1

Are you looking for a change? Wanting to develop your skills and knowledge to the next level and earn bonuses at the same time? An excellent opportunity has arisen with this successful and established leisure travel agency based in Sydney for a motivated, positive and experienced Travel Consultant to join their team. If you are well travelled, love to provide personalised destination knowledge to your customers and have experience with GDS systems, we need you!

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

Corporate Travel Consultant

Melbourne - \$55K + Super - Ref 776DB1

Are you a professional Corporate Travel Consultant? Do you want to work for a fantastic travel company with great values? Looking for career progression? If so, then this could be the right career move for you! This leading corporate travel company is looking for consultants with solid experience in booking both domestic and international travel. This is a great opportunity for a savvy corporate consultant, who wants to grow with a fabulous company! Apply now!

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

Cruise Travel Specialist

Adelaide - \$38-40K + Super - Ref 3053NC3

Are you an experienced Travel Consultant who loves selling cruises? We are in need of a dedicated Cruise Travel Consultant, offering repeat clientele exceptional customer service and travel deals to a variety of world-wide destinations. This is a successful, well established travel company that is in need of a new Cruise Specialist to organise and operate the cruise department. Bring your excellent product knowledge and fantastic sales skills to the role.

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

Online Travel Consultant

Brisbane - \$40-50K + Super + Incentives - Ref 400SJ3

Are you an enthusiastic Travel Consultant, keen for a new challenge in retail travel? Want to step away from face-to-face sales and work for a well-respected online travel provider? As a Travel Reservations Consultant, you can expect to be dealing with a variety of holiday requests from airfares, accommodation, cruise and ancillary products, whilst using a CRS / GDS system to make reservations. Earn uncapped commission, travel concessions and educational!

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

Sports Travel Consultant

Sydney - \$Great Wage + Incentives - Ref 693LB1

Passion for sports and travel!? This is an excellent role for an experienced Travel Consultant (1+ years) who lives and breathes sport. Join a dynamic fast paced company in great new offices, with a team of like-minded individuals selling global sports packages over the phone and email, no face-to-face. Working on a wholesale and retail travel mix. Be rewarded with a great role, competitive salary and bonuses for the sports lover. A really rare opportunity!

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

Groups Corporate Travel Consultant

Melbourne - \$50K Base + Super - Ref 719DB

Are you an experienced Corporate Travel Consultant with solid experience in booking events, conferences and groups? This corporate management company have an opening for their rapidly growing team. They are a dynamic independent travel management company, who truly look after their clients and have great values. If you want to be part of this and have a rewarding career then this could be the move for you!

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

Corporate Travel Consultant

Perth - \$45K + Super + Commission - Ref 3696NC1

It's time to start working for a unique and specialised corporate travel company. This is a large travel company with lots of room for growth. Do you have fantastic corporate travel experience and would like to work with a specialist? You will be servicing the academic area so experience within this would be highly desirable in this varied and exciting role. If you are driven for success and love working within the travel industry- Its time to make the move!

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



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch