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Travel Daily

First with the news

Tuesday 24th September 2013

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Hotels filling for AFL

ACCOR is reporting occupancy levels of 96% across its Melbourne CBD hotels ahead of this week's AFL Grand Final weekend, with the hotel juggernaut forecasting 100% occupancy in coming days.

Regional gm for Victoria Adrian Williams tipped an influx of West Australian Fremantle Dockers' supporters to venture East for the GF and were likely to stay longer.

Accor has 29 hotels in and around the Melbourne CBD.

CCS Jetstar Pan Asia nod

THE Competition Commission of Singapore has given a green light for Qantas Airways and Jetstar Airways for a planned Jetstar Pan-Asia Strategy.

The proposal allows Jetstar to launch joint ventures with other airlines in a number of Asian jurisdictions, including Jetstar Asia (Singapore), Jetstar Pacific (Vietnam), Jetstar Japan, the yet-to-launch Jetstar Hong Kong, China Eastern Airlines and Vietnam Airlines.

Under the strategy, the carriers

will be able to coordinate on network, scheduling, pricing, marketing, purchasing, customer service and resourcing decisions.

Qantas and Jetstar received a similar approval from the ACCC earlier this year (TD 26 Mar).

Announced yesterday in Singapore, the CCS determined that "some parts of the proposed conduct would raise competition concerns but these would be offset by net economic benefits to Singapore passengers."

The regulator noted the presence of LCCs on routes can boost the level of competitiveness through increased capacity and reduced prices from existing airlines operating on the same routes.

CCS chief executive Yena Lim said an increasing number of airlines were eyeing strategic alliances "in response to changes in the global economy."

TC appoints bdm

HOME-BASED network Travel Counsellors has announced the recruitment of Adele Hamilton as business development manager.

Australian gm Tracy Parkinson said Hamilton's appointment reflects the company's ongoing success and plans for growth.

"Adele will play a key role in helping us further improve the range of support available to our Travel Counsellors and enable them to take advantage of the global support tools provided by the company," Parkinson added.

Another great issue

Travel Daily today has seven pages of news & photos, plus full pages from:

- AA Appointments
- inPlace Recruitment jobs



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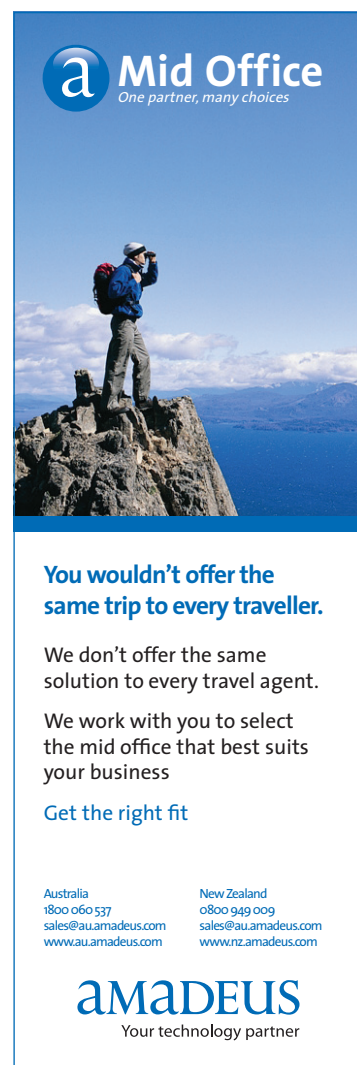
Qantas HKG waiver

QANTAS has issued a waiver on flights to Hong Kong following Typhoon Usagi (TD yesterday) for travel up to and including today.

View the Commercial Policy at www.qantas.com.au/agents.

MEANWHILE, Cathay Pacific has upgauged aircraft on the Hong Kong-Sydney route today to allow the carrier to help clear a backlog of passengers in both cities.

Additional frequencies have also been added to TPE, BKK & SIN.



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WA national ad campaign

WESTERN Australian will build on a freshly inked multi-million dollar deal with Qantas (*TD* 11 Sep) to showcase the state's landscapes as part of a new \$3.6m national media campaign.

Sharan to Solomon

FORMER Fiji Airways regional gm Australia Victor Sharan has been appointed to the same role at Solomon Airlines, covering Australia, New Zealand and Asia. Sharan will be based in Sydney with his new capacity.

His appointment comes as Solomon Airlines prepares to enhance its full service product to the South Pacific and develop opportunities in NZ and Asia, gm of operations and commercial, Gus Kraus said.

AIHL Jersey winners

CONGRATULATIONS to Josie Hanney from Goldman Travel and Erin Grosse from Harvey World Travel Dapto who were the two winners in our mini-comp to win Australian Ice Hockey League jerseys, courtesy of Air Canada.

Announced this afternoon by the WA Government, the TV, cinema and print campaign will launch this week & features two new Experience Extraordinary brand ads.

Tourism Minister Liza Harvey said the promotion will generate millions of dollars in extra tourism revenue for Western Australia.

The ads will target adventure seekers and people wanting to discover new activities, and aim to boost tourism to regional WA. "The advertising aims to create an emotional connection with people by focusing on getting away from everyday life," Harvey commented.

TAAP 25% commission

EXPEDIA TAAP is offering agents 25% commission on all activities and transfers booked in conjunction with a hotel or air/land package until the end of Oct.

Activities include tours, theatre tickets, attractions, events, shows and hop-on hop-off transfers available worldwide.

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NEW! Holland America Line industry rates for ALL industry members. Selected departure dates on Nov & Dec. From **AUD 549*** pp including taxes & port charges.

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CLICK HERE for further details

SATC scam alert

THE South Australia Tourism Commission is advising tourism operators it has no association with a company trading as South Australia Tourism which is chasing payments for a 12-month listing on southaustraliatourism.com.au.

Invoices sent from the firm are owned by Accommodation Find.

SATC has a free listing service at southaustralia.com and operators are registered with the Australian Tourism Data Warehouse.

Cosmos Wk 3 winner

CONGRATS to Grant Mason of Travelworld Green Hills who was the Week 3 winner in the Cosmos month long photo caption comp (more details on [page seven](#)).

Grant's winning caption to last week's image was: "Busting to get to India? Let Cosmos relieve the strain."

His entry has won him a bottle of Moet & Chandon champagne.

Ghan ANZAC selling

GREAT Southern Rail is taking bookings for the 2014 ANZAC Tribute Journey aboard The Ghan, departing Darwin on 23 Apr.

Adult Gold Twin and Platinum prices start at \$3,259 & \$4,399 per person twin share respectively.

Most popular portals

ROY Morgan Research has listed qantas.com.au as the most used travel website in Australia up until Mar 2013, racking in 2.5m browsers and over 8.5m more than 2nd place jetstar.com.au.

Online travel companies wotif.com and webjet.com.au accrued 1.67m & 1.47m respectively, then flightcentre.com.au with 1.4m.

APT web partner program

APT has today launched a program that allows travel agents to embed real-time product information into their own sites, removing the need to update content manually.

Agents who become an APT Web Partner can use the up-to-date info, free of charge, to help them grow their business.

Two of the three solutions feature a booking engine with the call to action channelled to the agency, enabling them to receive full commission from any bookings made online.

The third solution, for agents with higher level IT support, can integrate real-time information direct from APT into the look and feel of their own website, including access to destinations,

tours and cruises, day-to-day itineraries, pricing and availability.

APT commercial manager retail, Susan Haberle, said the program is "free, fast and easy to implement, and above all, the commission goes into the pockets of the agents themselves."

Over 50 agents have signed up, including Phil Hoffmann Travel, with another 35 "in the pipeline", Haberle said.



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Bali Tours
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Wendy Wu brox launch website

A **NEW** micro-site is being rolled out by Wendy Wu Tours to promote its 2014/15 brochure range and highlight new product.

Going live from tomorrow, the letuswuyou.com.au portal aims to entice agents to pick-up and flick thru the pages of WWT's four new brochures in order to win cash prizes or a spot on an exclusive trip, via a launch competition.

Hard copy brochure packs are being distributed to agents around the country between 23-25 Sep, with the new website open for just 5 days - until 01 Oct. Up for grabs are five places on a

three-night trip to Shanghai, flying with Cathay Pacific, staying at the Sofitel Hyland Shanghai and including high tea with Wendy Wu herself at the Peninsula Hotel.

A total prize pool of \$2,000 is also being given away in the 'Let Us Wu You' competition which is comprised of four activities.

"We wanted to access more agents nationally & by increasing our social media networking we are able to do this," marketing manager Amanda Bruno said.

Club summer drive

CLUB Med has launched a sales promo to encourage bookings over summer to 11 premium all-inclusive resorts worldwide.

Savings of up to \$600pp are on offer for bookings travelling from 01 Nov to 30 Apr, when staying a minimum of seven-nights at select sun resorts in Thailand, Malaysia, Indonesia, China, Mexico, Mauritius, Brazil, Turkey and France.

The deal applies to bookings made before 16 Nov - for details, see www.clubmed.com.au.

Latin America webinar

EVERGREEN Tours will host two webinars to educate agents about its 2014 South America brochure, released earlier this month, with registered viewers going into the draw for a place on an upcoming South American Evergreen tour.

Both webinars will be held on 02 Oct at 8:15am AEST and AWST.

To sign up, click the relevant link. East coast- www.bit.ly/evereast or West coast- www.bit.ly/everwest

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Oaks adds 3 in Qld

OAKS Hotel & Resorts will ramp up its presence in Queensland, yesterday confirming the addition of three new hotels in the state.

The new-build 4.5-star properties are under construction in the regional cities of Middleton, Moranbah and Gladstone.

Oaks Middletown is earmarked to open on 21 Oct and features a mix of one- and two-bedroom apartments, while Oaks Morabah will open a week later offering a similar spread of accommodation.

Oaks Grand is slated to open in early 2014 (**TD** 12 Sep) and will boost the Oaks portfolio to 44.

"These additions mark an exciting chapter in Oaks Hotels & Resorts' regional expansion," said gm of sales Daniel Csอร์ตan.

"This is an excellent opportunity to capitalise on the growing communities in these relatively untapped locations and we look forward to catering to this market of travellers seeking spacious, central, self-contained apartments," Csอร์ตan said.

AIME recruits Kriel

THE Asia-Pacific Incentives & Meetings Expo (AIME) has today announced the appointment of Delwin Kriel as Sales Manager - the key contact for exhibitors.



Window Seat

WELL-HEELED clients need worry no more about your valuables being stolen while on the road, with the launch of a new "Ultimate Travel Safe".

Manufactured by German safe specialist Doetlling, the world's first "high security travelling case" offers protection for up to six watches, cash, important documents or jewellery.

It's made of polycarbonate and metal (**pictured**) which is almost as hard as diamond, and "destroys tools like drills and saws at the least attempt".

It has a safe door which requires a secret code to access, releasing four polished high carbon-steel locking bolts.

And there's no problem if it happens to get lost - the safe is equipped with a GPS transmitter so it can be easily tracked down.



Airbus widebody formation inaugural

AIRCRAFT manufacturer Airbus flew its first ever widebody family of test aircraft flight formation over the skies of Europe on Thu.

The aircraft involved in the unique flight included the A380, A330 and the all-new super-efficient A350 XWB.

After the occasion, each of the aircraft continued on their separate flight test missions.



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AGENTS from New Zealand specialist agency ANZCRO were recently flown over to the country for an action packed weekend of action on the slopes.

The team are **pictured** above at the summit of Mt Hutt, where they were flown on the morning of 13 Sep, enjoying skiing lessons, lunch at Hubers Hutt and then an evening of partying at Methven.

The weather held good for the

entire weekend, with the group also taking part in a jet-boat ride on the Rakaia River.

Many delicious samples of local food and wine were served up to the group during their stay, after which they had to head for the airport for their flight back to Australia, and back into the office by Monday.

Novotel NYC revamp

NOVOTEL has unveiled a new flagship property in the heart of New York City following a three-month long \$85 million upgrade.

Enhancements to the four-star Novotel New York Times Square include room upgrades and a trendy new restaurant dubbed Supernova introduced.

The 480-room hotel also now offers an exclusive outdoor terrace overlooking Times Square.

Accor global chief marketing and distribution officer Gregoire Champetier said "the metamorphosis of this property demonstrates Novotel's ability to constantly reinvent itself."

GM Marc Sternagel added the 'new' Novotel New York property would appeal to both visitors to New York and locals.

20% off European rail

RAIL Plus is offering discounts of up to 20% on rail passes in Italy for travel during Europe's low season, valid in First & Second class of travel, if sold by 29 Oct.

Similar discounts are available under the Britrail Low Season promotion for travel 01 Nov-28 Feb, on the BritRail and England Consecutive and Flexi passes.

In Switzerland, Aussies buying a First Class four-day Swiss Pass, for travel 01 Nov-31 Dec, will receive an extra day's travel for free.

4th Crowne for Dubai

INTERCONTINENTAL Hotels Group will open its fourth Dubai-based Crowne Plaza hotel in 2016 in the Dubai Marina precinct.

The 280-room property will be located adjacent to Dubai Marina Mall, a region referred to by IHG's Pascal Gauvin as "a fantastic urban location for this project."

JQ taxes-only promo

JETSTAR Asia is offering free seats on flights to Kuala Lumpur with passengers only needing to pay airport taxes and fees.

A free 20kg checked baggage allowance is also included.

The promo is valid for departures between 30 Sep and 19 Dec and runs until 27 Sep.

Cruise Dover-Lisbon

SEADREAM Yacht Club has cabins available on its 11-day voyage aboard *SeaDream I* from Dover, England to Lisbon, Portugal priced from US\$6,234ppts.

Scheduled to depart on 30 Aug, the journey will include visits to the Channel Islands, France's St Malo, Belle Ile, La Rochelle, San Sebastian, Vigo and Cascais.

More at www.seadream.com.

Shangri-La Shaoxing

SHAOXING in the northeastern Chinese province of Zhejiang has been chosen as the location for Shangri-La Hotels & Resorts' 12th property in China.

The 336-room Shangri-La Hotel, Shaoxing is slated to open in 2017.

 **Money**

WELCOME to *Money Talk*, **TD's** Tue feature on what the Australian dollar is doing.

\$1AUD = US\$0.94

THE strong election result has seen a surge of confidence in the stability of the Australian economy, with the dollar continuing to trade positively and reach recent highs on Thursday before dropping back slightly, reflecting hopes that the Reserve Bank will keep rates low.

There's also been strong data from China which has seen the Aussie rise despite Australia's record low interest rate regime.

A win by Angela Merkel in the German election will see her be the country's Grand Chancellor for the third period in a row which is expected to see more confidence in the Eurozone.

Wholesale rates this morning:

US	\$0.939
UK	£0.586
NZ	\$1.112
Euro	€0.696
Japan	¥92.85
Singapore	\$1.170
China	¥5.568
South Africa	R9.159
Canada	\$0.962
Crude oil	US\$103.59

Sales Manager, Shore Excursions and Future Sales – P&O Cruises

Throughout our 80 year history P&O Cruises has remained Australia's most loved cruise line - in fact we were recently voted as one of Australia's most trusted brands in the Readers Digests 2013 Trusted Brands Survey. We are a dynamic business that values great ideas and 'industry firsts', all in the name of delivering memorable experiences for our valued guests.

Reporting to the Director, Destination Development the Sales Manager, Shore Excursions and Future Sales will be responsible for managing ship based shore tour and future cruise sales teams for P&O Cruises, meeting and exceeding budget targets and growing the business capability and performance of each program. This role is primarily responsible for P&O Cruises AU, however will support seasonally deployed sister brands in achieving budgeted targets for their shore excursion business by sharing knowledge and expertise.

Key responsibilities will include:

- develop, implement and drive sales strategies across P&O Cruises vessels to maximise passenger spend
- implement standard operating policies and procedures for sales operations, desk procedures, customer service policy and tour dispatch process to ensure consistency between ships
- assist in designing and implementing product packages and prioritisation to target high yielding tours to maximise overall yield for shore tours program
- participate in marketing projects to drive pre-cruise tour reservation/ purchase through new online portal
- educate onboard and shore based staff on new product initiatives and provide the tools to sell the product
- manage internal and external stakeholder relationships and ensure effective lines of communication between ship, shore and port vendors
- prepare monthly sales reports, including tour sales and customer feedback analysis, making recommendations for improvements as required

We seek applications from people with cruise ship onboard experience in a senior sales capacity who bring:

- exceptional sales skills with the proven ability to meet and exceed targets
- experience working directly with international tourism operators
- people management skills, with an engaging and inspirational leadership style
- strong planning and organisational skills
- analytical skills, with budget management and reporting experience
- very strong interpersonal and relationship building skills, with the ability to influence, negotiate and bring people together to work toward a common goal
- the ability to travel onboard and work out of hours frequently

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AFTA UPDATE

The latest updates from AFTA's Chief Executive, Jayson Westbury

THE tragic events at the Westgate Mall in Nairobi, Kenya this week are a stark reminder of how quickly things can change in a destination when things like this happen.

Terrorism is a dreadful fact of the modern age and there is no question that everyone's hearts and minds go out to the people of Kenya and all those involved in the travel and tourism industry in Kenya.

You would be aware of the calls by the Kenya tourism office to continue to support the nation at this time and the assurances of safety being offered by the Government of Kenya.

You would also have noted that DFAT have sharpened their travel advisories to Kenya but have left the overall level at "exercise a high degree of caution". Some specific areas are at the "do not travel" level so it's worth checking if you have any clients headed that way.

This event is another reminder for travel agents to bring to your clients attention the need to register with www.smartraveller.gov.au before they travel as this gives the Australian Government and DFAT a much better chance of keeping travellers informed when crazy situations like this occur.

We all get so busy in life and often forget about the important things until a situation arises and we need to reach out for help. That is the reason Smartraveller was introduced in the first place and unfortunately it is when these types of events present themselves that the usefulness of this program becomes ever more apparent.

For everyone's sake let's hope that the incident at the Westgate Mall was an isolated and one-off event for Kenya. Kenya has many challenges and the last thing they need is issues like this making people re think their travel plans.

It will be one to watch for now, and no doubt everyone in the travel industry will remember to use the resources available to them provide by the Federal Government thru the Department of Foreign Affairs.

For the people lost in this event it is a true tragedy and for the people of Kenya no doubt an equally big challenge going forward. We so quickly start to forget how these types of terrorism events impact on the travel industry and particularly in small countries that do rely so heavily on tourism for their economic survival. Let's hope this was a one off event.



A week in Argentina

TEMPO Holidays has released a seven-day air & land package to Argentina priced from \$2,995pppts.

The offer incl flights ex Sydney to Buenos Aires with Aerolineas Argentina and the Argentinean Snapshot tour - call 1300 362 844.

Allianz names NZ ceo

ALLIANZ Global Assistance has promoted Philip Hibbert to the chief executive officer role of the firm's New Zealand operation.

Hibbert's responsibilities include leading the integration of CTI into the Allianz business (**TD** 04 Apr).



Corporate Consultant

Goldman Travel Corporation, a leading travel management company located in Sydney, is looking for an experienced Corporate Consultant to join our dynamic team in our Bondi Junction office.

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All applications and contact will be treated as confidential.



Vivanta SurajKund

VIVANTA Hotels & Resorts has announced the newest addition to its portfolio, the 287-room Vivanta by Taj, Surajkund, the former Claridges, Surajkund.

VS transatlantic pact go ahead

VIRGIN Atlantic has won antitrust immunity approval from the US transport regulator to form a transatlantic joint venture with Delta Air Lines, Air France-KLM and Alitalia.

The nod means Virgin Atlantic and Delta can begin marketing their proposed alliance between North America and the UK.

It follows last month's tentative decision to approve the alliance (**TD** 02 Sep), from which no responsive pleadings were filed.

The Dept of Transportation said overnight the partnership "will be procompetitive and is likely to generate substantial public benefits to the travelling public."

Dubbed the ATI Alliance Agreements, the five-way

coordination agreement covers codesharing, pricing, lounge access & frequent flyer schemes.

Approval also paves the way for Virgin Atlantic to possibly seek entry into the SkyTeam airline alliance (as previously mooted - **TD** 09 Apr), the same group Delta Air Lines, Air France-KLM and Alitalia are each linked with.

Garuda Bali changes

GARUDA Indonesia is allowing passengers flying from Melbourne, Sydney, Brisbane and Perth to Denpasar (Bali) caught out by flight restrictions on 06, 08 & 09 Oct due to the APEC CEO Summit, to amend their itineraries & travel on either side of original dates.

Agents bring out their inner Panda



PANDAS were on the brain during a recent famil to Shanghai and Chengdu enjoyed by this group of Aussie agents recently.

A visit to the Panda Research Centre in Chengdu was voted as the unanimous favourite, with many falling in love with the cute and cuddly-looking animals.

The trip was jointly sponsored and coordinated by Air Tickets, Wendy Wu Tours and China Eastern Airways and saw the agents enjoy a wide variety of local highlights.

Shopping was a major inclusion, with a veritable storm shopped up by most of the group at the Yuan Bazaar.

Other highlights of the trip were the Zhujiajiao Water Village,

Dujiangyan Irrigation Centre and Leshan Grand Buddha.

Pictured above at the Panda Research Centre in the back row from left is: Asuramanage Fernando, Fernandos Travel; Sarath Fernando, Fernandos Travel; Tammy Nash, Harvey World Travel Parkes; Melissa Bickett, East Burwood Travel; Emily Kitney, Wendy Wu Tours; Ruth Mintern, Macedon Ranges Travel Service and Deborah Lane from Time Flies Travel.

Front row: Remedios Christie, All About Asia; Tatjana Beganovic, Safeway Travel; Anna Bruce, Air Tickets; Kimberlee Stoll, Jetset Morwell; Annelie Randvik, Travel Planners Wyong and Amy Xu from China Eastern Airlines.

Much more to Connecticut

AT A trade mission in Sydney yesterday a delegation from Connecticut showed why the State is more than a stopover point between Boston and New York.

Director US Department of Commerce, US Commercial Service Anne Evans said the state offers travellers everything they seek on holiday - eat, drink and relax.

A point that was showcased to a group of food and wine buyers, tour operators and media with a canape style menu featuring a range of local fare.

"We have the best of everything in New England, and we are a lot more affordable than New York City & Boston", Evans told **TD**.

Connecticut's capital, Hartford, is located 100 miles from either New York City or Boston & offers plenty of accommodation from 5- star to B&Bs, scenic shorelines and attractions aplenty including the Barnum Museum, The Dinosaur Place, Essex Steam Train and Riverboat, Mark Twain



Hotel and Museum, Quassy Amusement Park and more.

Pictured with Anne Evans is US Consul General, Niels Marquardt and Int'l Trade Specialist, US Commercial Service Connecticut Anthony Sargis dressed as US Revolutionary War hero and state hero, Nathan Hale.

Airline profits slowed

INTERNATIONAL Air Transport Association has revised downwards its 2013 global industry outlook from US\$12.7 billion to US\$11.7 billion on revenues of US\$708 billion.

Airline performance improved at a slower pace than expected in the second quarter, IATA reported, due to the impact on demand of the oil price spike associated with the Syrian crisis and disappointing growth in several key emerging markets.

Performance this year is considerably better than 2012's net profit of US\$7.4 billion, with this upward trend tipped to continue next year when airlines are expected to return a net profit of US\$16.4 billion.

This would make 2014 the second strongest year this century, after the record-breaking US\$19.2 billion profit in 2010.

"2014 is shaping up to see profit more than double compared to 2012," said IATA ceo Tony Tyler.

Kenyan safaris safe

THE three-day siege at a shopping mall in Nairobi should not deter tourism to Kenya, local tour operators are commenting.

Trevor Fernandes, managing director of Wildlife Safari said there was little risk of a terrorist attack on lodges, camps or wildlife sanctuaries, and Nairobi hotels had excellent security in place, with guests and luggage screened on arrival.

"Wildlife Safari guests spend minimal time in Nairobi and usually don't visit shopping centres," said Fernandes.

Kenyan authorities have also increased security throughout the country (**TD** yesterday), and the mall siege is now under control, according to government.

Youth student study

THE World Youth Student and Educational Travel Confederation has released a detailed report on the travel trends and changes of young people and requirements of the ever expanding industry.

Over 34,000 travellers from 137 countries took part in the *New Horizons III* study, which found youth spending vastly outstripped international travellers and accounted for 20% of the market.

DL/AM CUN c'share

DELTA Air Lines and AeroMexico are seeking to codeshare between Cancun and Chicago, with AM plotting a 4 weekly B737 service.

Qantas Cup charter

THE Federal Govt is backing an application made by Qantas to operate a charter flight from the US to New Zealand by the NZ America's Cup team.

Australian Aviation Industry Policy gm Stephen Borthwick told the US Dept of Transportation the planned QF flight adheres to "favourable consideration to charter applications" as agreed by the Australian & US governments.

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.



Week 4

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

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

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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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***NEW* DOMESTIC CORPORATE ROLES X 2
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This is a great opportunity to work in an implant as a domestic corporate consultant. This client has just won some new business and is looking for 2 dedicated domestic corporate consultants to manage the new business. If you enjoy working in a fast paced environment and are motivated this is the perfect opportunity for you. This client offers a fantastic flexible working environment and a great incentive scheme. If you have 2 years corporate/retail travel experience. Sabre preferred. Apply today.

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Are you tired of the long commute to the city every day? This is the opportunity you have been waiting for to work close to home. Work for a national retail chain with one of the top performing offices within the brand. The office is located in a busy shopping centre and has a high walk in traffic flow. You will walk into an existing portfolio of clients and also have the opportunity to build with your own clients. If you have 2 years retail experience, Galileo preferred. Make the move to this top performing office today.

**SAIL AWAY WITH THESE HOT NEW CRUISE ROLES
CRUISE CONSULTANTS X 4**

MELBOURNE (VARIOUS)– SALARY PACKAGES TO \$70k +

Sensational cruise roles just called in! These dedicated cruise agencies now require new travel consultants to join their growing teams. With a variety of locations on offer you will be responsible for booking worldwide travel arrangements for your dedicated and loyal customers. With a focus on cruise you will book flights and accommodation to match your cruise lover’s holiday. If you have a minimum 3 years consulting experience and have strong cruise knowledge then we want to hear from you.

**RARE ROLE FOR ADELAIDE – BSP TRAINED?
ACCOUNTS CLERK**

ADELAIDE – SALARY PACKAGE TO \$55K (DOE)

Are you an experienced travel professional with solid BSP & accounts experience on the job? Consider yourself a numbers person with impeccable attention to detail? This dynamic and growing travel company is seeking a travel accounts clerk with "on the job" experience of Dolphin and MYOB. Your role will be to assist all the consultants within the office with all financials including BSP, reporting and payments. Apply now and you could soon be working in this amazing dynamic travel company!

**MOVE INTO A BOUTIQUE TMC TODAY
CORPORATE CONSULTANT**

MELBOURNE – SALARY PACKAGE TO \$55K (DOE)

Corporate consultants in Melbourne! We have a sensational opportunity that will see you moving away from the large TMC’s and into a boutique corporate environment. Working with a fun team you will be responsible for booking everything from international to domestic, no two days are ever the same. With Monday – Friday hours on offer and a high base salary you will kick yourself if you miss this role. Minimum 2 years international consulting experience required and knowledge of Sabre GDS. Call us today!

**NOT YOUR AVERAGE CORPORATE ROLE!
CORPORATE CONSULTANT**

PERTH (SOUTH) - SALARY PACKAGE TO \$85K + (OTE)

Travel consultants in Perth, we have a unique opportunity that will see you stepping into the world of academic travel! This well known travel brand now requires a superstar consultant to join their growing corporate team. Servicing the academic market of Perth you will be responsible for assisting a mixture of corporate and leisure clients with their worldwide travel arrangements. With M-F hours only and the highest salary in Perth you won’t want to miss this role. Call us today to find out more!

STOP SEARCHING!

RETAIL TRAVEL CONSULTANT

BRISBANE – SALARY PKG \$40K +INCENTIVES

This High End Boutique Agency is looking for an experienced retail leisure consultant. Leave the time wasters and price beaters behind when you join this dynamic team on the outskirts of the CBD. Organise trips of a life time for the discerning traveler. Receive a top salary; earn incentives, Mon to Friday hours with a rare Saturday. Work with a professional and friendly team. All you will need is 3years minimum retail travel consulting & strong Galileo GDS skills! Apply today!

FEEL LIKE A WINNER!

AGENCY MANAGER

GOLD COAST– SALARY UP TO \$60K PKG + BONUS

Onwards & upwards is the direction you will be travelling, once you take over the reins of this established and successful National retail leisure travel agency. This exciting role will be the pinnacle of your travel career. You will be responsible to manage you own portfolio, mentor staff and day to day management of your own agency. Receive recognition, Top Salary \$\$, plus much much more! All you will need is proven management skills and a minimum 3years retail travel industry experience. Apply now!



Job searching can be stressful. Not with us!

Read what our candidates think of us



Ben Carnegie

Marketing, Sales and PR Manager - Sydney

- ▶ Southern Sydney suburbs
- ▶ Unique products unlike any other
- ▶ Salary package to \$70K+incentives

Our client is a specialist in small group journeys both domestically and internationally. They have been around for many years and have a large repeat clientele. Some clients have travelled on 50+ separate tours.

A position has become available for an experienced Marketing Manager with experience in sales and public relations as well. This multi-channel position will have you juggling multiple responsibilities and also managing an on road BDM.

Experience driving direct sales, sales through agent networks, GSA sales and on the marketing side, developing digital, PR functions and brand development is the perfect fit. Send in your applications now for this brilliant opportunity.

Call Ben or [click here](#) for more details

Cruise Reservations Agents - Sydney

- ▶ Northern Sydney suburbs location
- ▶ Huge variety of products
- ▶ Salary from \$50K + super

Join a Cruise Specialist that believes in customer service excellence and being the industry expert on all things cruising. Cruise reservations experience is essential.

Call Ben or [click here](#) for more details

Domestic Corporate Consultant - Sydney

- ▶ Sydney eastern suburbs location
- ▶ Boutique, reputable agency
- ▶ Guaranteed yearly educationals!

In this role you will be servicing a dedicated portfolio of loyal clients travelling domestically with some Trans-Tasman and international point to point itineraries.

Call Kristi or [click here](#) for more details

Luxury Cruise Consultant - Melbourne

- ▶ Work with this exclusive company and product
- ▶ Transport at door. Monday to Friday hours
- ▶ Salary up to \$60K + super, stunning offices

Unique opportunity to work with the best in upmarket travel. We are seeking an extremely talented person who excels in high end travel consulting and has a passion for cruise.

Call Sandra or [click here](#) for more details

After Hours/Part Time Corp Cons - Melbourne

- ▶ Flexible shifts available
- ▶ Well known, reputable Corporate TMC
- ▶ Excellent rate of pay, Melbourne CBD location

This role is ideal if you are only available to work weekends or are studying in the day and would like to earn some extra money from evening work during the week.

Call Sandra or [click here](#) for more details

Travel Consultants - Sydney

- ▶ New online team, GDS & ticketing skills ess.
- ▶ No more face to face or phones
- ▶ Salary from \$40K + super

Love travel consulting but feeling like you're better at processing the bookings than selling? This role is for you. High attention to detail & written communication skills ess.

Call Ben or [click here](#) for more details