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# Travel Daily

First with the news

Monday 30th September 2013

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## Happy birthday EY

**ETIHAD** is again celebrating its 10th birthday today, promoting bargain fares to ten destinations in Europe from just \$1,209 return. The sale runs until this Fri 04 Oct, for travel in Oct and Nov 2013 - see the **front full page**.

## Exhibition going off

**SPOTS** for exhibitors at next year's Travel Industry Exhibition are continuing to be snapped up, with a number of key suppliers incl Tourism Ireland, Travelport and Etihad Airways all confirming places at the show. The inaugural Travel Industry Exhibition will take place at Sydney's Moore Park 18-19 Jul 2014, in the lead up to the 2014 NTIA - [travelindustryexpo.com.au](http://travelindustryexpo.com.au).

## AWS/NFS outage

**AFRICAN Wildlife Safaris** is advising agents that its call centre is offline today due to an in-office smoke incident this morning. Enquiries should be emailed to [info@awsnfs.com](mailto:info@awsnfs.com) until further notice, while agents with urgent matters can phone Praful Albuquerque on 0431 068 125.

# Flight Centre going 24/7

**FLIGHT** Centre has today unveiled plans to increase its after-hours sales force by more than 60%, after opening two large round-the-clock contact centres in Sydney and Brisbane.

Eighty travel consultants are already in place, with the sales force to expand to 130 by 31 Dec this year after a major recruitment drive.

Flight Centre Australia gm Tom Walley said the new arrangement would "deliver a new level of around-the-clock choice and convenience to leisure travellers".

And as well as giving a new 24/7 booking option to clients, the contact centres will also deliver a "new career path for travel consultants seeking more flexible working arrangements."

"Flight Centre has developed a

unique blended travel model that allows customers to transact and interact with the brand at the times and via the sales channels of their choice," Walley said.

Part of the transition to this new model is enhancing the company's online capabilities as well as ensuring that expert consultants are available outside normal working hours.

"The contact centres are an important element in this blended travel model and will offer leisure travellers an around-the-clock option that simply isn't available elsewhere," he added.

The new contact centres will run day and night shifts with "very flexible timings to accommodate working parents, carers, students and other people who prefer to work outside of standard business hours," he said.

Day shifts will typically start between 5am and 11am and run for eight hours, while night shifts will run for 8-10 hours and will start between 5pm and 8pm.

Both novice and experienced consultants are being sought - **CLICK HERE** for more info.

## Seven pages of news

*Travel Daily* today has seven pages of news, a front full page for **Etihad Airways**, also a photo page for **Star Alliance** plus full pages from: (**click**)

- AA Appointments
- Travel Trade Recruitment

**Travelmarvel**  
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## New Luxperience ceo

**FOUNDER** and former ceo of Luxperience, Helen Logas, has announced the promotion of Lindy Andrews to the role of chief executive officer, effective 01 Oct, tasked to "grow the brand" after the success of the 2013 event.

Andrews was previously the director of sales and partner alliances for Luxperience.

Logas will take a "self-appointed background role" for the event.

Luxperience's sales manager Eric Lewanavanua has been appointed to take over Andrews' previous position.

## Jet Airways to Aus?

**INDIAN** carrier Jet Airways may add nonstop flights between the subcontinent and Australia, the *Sydney Morning Herald* reports.

According to the source, Etihad Airways' ceo James Hogan has held unconfirmed meeting with 9W, urging the carrier to consider direct flights to both Sydney and Melbourne in the future.

EY is awaiting approval on a 24% stake in Jet Airways (**TD** 26 Apr), in a deal which will see the Abu Dhabi-based carrier aid with the future direction of the airline.

## JTG helloworld corporate

**JETSET** Travelworld's new *helloworld for business* (**TD** breaking news) will offer members a "simple transparent model which delivers immediate rewards for growth and loyalty to preferred suppliers".

The new brand, which will embrace the existing Travelscene Corporate and JTN Business Select networks, is being backed by long-time TSAX member Tom Goldman, who said that he had been given the opportunity to contribute to the strategic direction of the group.

"Travelscene Corporate successfully claimed and redefined the corporate travel sector through embracing the independence of Members while providing the support of a major player," Goldman said.

"*helloworld for business* builds on that tradition, combining two very successful networks and enhancing the support they will receive as a result of the strength and security of being part of a

major player within the Australian landscape," he added.

David Padman, JTG Head of Associate Networks, says that under the new model agents will receive improved financial benefits, a range of networking opportunities across the group, access to "solutions to capture evolving industry trends" and a corporate-focused support team.

A range of additional services will also be available on a fee basis to allow agents to tailor their membership to individual business needs.

Further details of the new model will be released at the group's Corporate Conference which will be held in Melbourne in Nov.

"This is a very exciting time for our agents, their customers and our industry partners which will reshape the corporate travel landscape," Padman promised.



## APT Bidnow support

**THE** heavily populated online group buying platform is set to expand with the *bidnow.com.au* website opening for registrations ahead of an 11 Oct launch.

Billed as a "live auction" portal, Bidnow is being promoted by the Seven Network, and offers up to 50% off in-store prices.

The website lists a selection of electronics, appliances, sporting equipment, furniture, health and wellness products along with a vast array of 'travel and accommodation' services.

Among the travel and tourism vendors is APT & sister-company TravelMarvel, Great Southern Rail, Stamford Hotels & Resorts & Discovery Holidays Park.

APT is offering some of its top shelf product on Bidnow, including the Owner's Suite on the 15-day Magnificent Europe river cruise, valued at over \$25,000 for two people and inclusive of airfares, with binding bids starting from just \$1.00.

Interestingly, the email address which winning bidders of APT trips are asked to email once the product is paid in full is [aptly helpyield.info@aptouring.com.au](mailto:helpyield.info@aptouring.com.au).

## Travel Consultant - Groups

BI WORLDWIDE is a leading global marketing services agency. We are seeking an experienced Travel Consultant to join our Events team in Sydney. If you have a strong high-end leisure background, possess a passion for delivering great customer service and want to work with corporate groups we want to hear from you! Groups experience is favourable but not essential.

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# Travel Daily

First with the news

Monday 30th September 2013



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## Maritime Safety TMC tender

**THE** Australian Maritime Safety Authority has opened a tender for the provision of travel management services, valued at up to \$1.2 million.

According to tender papers filed on Fri, the contractor will be required to provide services including online domestic & int'l travel booking services, account management, accommodation and vehicle booking services, management and reporting on

AMSA's airline club and lounge memberships and other tasks.

Suitable TMCs must offer a full travel management and advisory service covering booking and ticketing of all domestic, trans-Tasman & international air travel.

They must be licensed travel agents and have TCF accreditation and an IATA license, and have locations in Canberra, Sydney, Melbourne, Adelaide, Perth, Brisbane, Darwin and Hobart.

Among a list of attributes, the contractor must be "responsive and transparent."

Travel booking service tasks required include a 24/7 online booking tool, a dedicated phone line for service, a team of travel consultants and more.

The contract is for a period of 3 to 5 years, with an estimated value of \$500,000 to \$1.2 million.

Proposals close on 24 Oct - full details at [www.bit.ly/AMSA tender](http://www.bit.ly/AMSA tender).

### Eurostar Amsterdam

**EUROSTAR** has announced it will commence services between London and Amsterdam from Dec 2016 after inking an agreement with the Dutch railways.

The deal, signed on Fri, will see Eurostar's new e320 trains interoperable and compatible with the Dutch high-speed line.

Eurostar plans to operate two daily services between the cities, running via Brussels and stopping at Antwerp, Rotterdam, Schiphol Airport and Amsterdam Centraal, with a journey time of 4 hours.

The London-Amsterdam route will provide competition to the int'l airline market, which moves over 3m passengers annually.

### DFW enhancements

**AGENTS** are being advised by Qantas of enhancements being made at Dallas/Fort Worth Int'l Airport, including the installation of 30 extra Automated Passport Control kiosks to improve the passenger experience.

The Texan QF hub is actively seeking funding for additional Customs staff with the objective on ensuring a 30-min maximum wait time through security.

### 4 Seasons Shenzhen

**UPMARKET** hotel group Four Seasons has opened its eighth property in China in the city of Shenzhen, near Hong Kong.

Offering 266 rooms & suites, the Four Seasons Hotel Shenzhen is located adjacent to the Shenzhen Convention & Exhibition Centre.

### WestJet MAX order

**BOEING** and WestJet have completed an order for 65 757 MAX aircraft, comprised of 40 737 MAX 8s and 25 737 MAX 7s.

The two companies signed a letter of intent for the US\$6.3b deal last month (**TD** 02 Sep).



## Window Seat

**WE'VE** heard of lost luggage, but this is ridiculous.

Police in Cologne, Germany have issued a public appeal in an attempt to track down a train passenger who left a cache of gold bars and banknotes in a baggage locker at the city's main railway station.

Officers said they were going public after being unable to link the stash to any crime, nor a legitimate owner.

**AND** while we're on the subject, rail workers in Spain have also discovered a surprising sum in a wallet left on a Madrid subway.

It was a cheque for €1.2m, found along with some credit cards and a driver's licence.

"We were shocked," said one of the staff, adding "we had to count the zeros many times".

Police are now trying to track the owner down, but said they won't hand the cheque over until they "verify that the origin of the money is not illicit".

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### Aulani previews new Ka Maka Landing zone

**DISNEY** has revealed a sneak peek of its spectacular new infinity edge pool (**TD** 20 Sep 12) that has been under development at Aulani, a Disney Resort & Spa - on the west coast of Oahu, Hawaii. The revamped Ka Maka Landing precinct offers views of a private lagoon and ocean, and will be officially opened next month.



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## Express tickets to Switzerland



**EXPRESS** Ticketing and THAI Airways International recently sent the winners of their 'Sell Big, Win Big' agent incentive on a famil to discover the best of Switzerland, hosted by partners at Switzerland Tourism.

**Pictured** in back with the Zermatt Matterhorn from left are Susan Dittloff, Ace Travel; Birgit Weingartner, Switzerland Tourism; Jatupon Kosila, Travel Addict and Tungkhavivestkun Ubonrat, Jumpee Travel.

In front: Zhi Qun Jiang, Top Country Travel; Katherine Chan, Express Ticketing; Erin Pearce, Travel Action Bendigo and Somchith Nguyen, Lovely Holidays Travel.

## Paperplane Aus debut

**A NEW** 'one-stop shop' travel & tourism representation firm has been launched in Australia by the former local head of Abu Dhabi Tourism Authority, Peta Sullivan.

Paperplane Marketing and Communications says its edge over competitors is experience, with staff from the Sydney-based operation having previously worked with some of the "most diverse destinations and travel companies around the world."

"From launching five-star destinations through to product development for developing nations, and everything in between - we know how to deliver results for our clients," Sullivan said this morning.

Sullivan has 20 years experience in the industry and was most recently the director of Hill & Knowlton Strategies' travel and tourism division, which oversaw the Air New Zealand & Positively Wellington Tourism accounts.

Tammy McLandsborough joins Sullivan as an Account Manager.

Paperplane says it will utilise traditional and digital PR to promote businesses in Australia and New Zealand - more info at [paperplanemarketing.com.au](http://paperplanemarketing.com.au).

## Victoria food in India

**CELEBRITY** chef Gary Mehigan has presented a master class on Victorian food and wine during a trade mission in Mumbai, led by Victoria's Tourism and Major Events Minister Louise Asher.

Over 30 of the state's leading food & beverage representatives and sustainable urban design businesses visited the city as part of the trade mission to India.

## Ryder Cup package

**THE** Golf Touring Company has released a seven-night all inclusive package to the 2014 Ryder Golf Tournament being held in Gleneagles, Scotland.

Staying in a private house with its own butler and chef, the package has the added attraction of helicopter transfers to the tournament each day.

For full details contact Stuart at [stuart@thegolfingcompany.com.au](mailto:stuart@thegolfingcompany.com.au).

## More CX Y+ markets

**CATHAY** Pacific Airways says it will deploy its Premium Economy Class product on a total of 22 regional routes from 27 Oct, with seats going on sale on 02 Oct.

In all, CX's 74 aircraft equipped with the Premium product will operate from Hong Kong to Bangkok, Beijing, Cebu, Colombo, Denpasar/Bali, Ho Chi Minh City, Jakarta, Karachi, Kuala Lumpur, Manila, Nagoya, Osaka, Penang, Sapporo, Seoul, Shanghai, Singapore, Surabaya, Taipei and Tokyo (Narita and Haneda).

## Fairmont Hangzhou

**A NEW-BUILD** property in the capital of China's Zhejiang province will join the Fairmont Hotels & Resorts portfolio in 2017.

The Fairmont Hangzhou project will feature 300-rooms, a health club, a Willow Stream Spa and 180 Fairmont Serviced Residence.

It will be located atop the city's tallest building in the centre of Qianjiang Century CBD.

## Broome bookings up

**ONLINE** travel agent Wotif.com has reported a 22.5% year-on-year uptick in accommodation bookings to Broome following a recent two-week campaign.

The 'Pearl of the North' promo was run in partnership with Tourism Western Australia and Australia's North West.

Product director Donna Rodios said Wotif.com flight bookings into Broome doubled - compared to the corresponding period in 2012 - during the campaign.

## UA delays NRT 787s

**UNITED** Airlines has postponed the launch of 787 *Dreamliner* flights between Seattle and Tokyo Narita until 13 Feb, instead utilising 777-200ER aircraft.

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## Emirates VIP lounge

**BEFORE** yesterday's match between the Emirates-sponsored Real Madrid and Atlético Madrid, the airline inaugurated its branded VIP Lounge at Santiago Bernabéu Stadium.

The lounge is modelled after the cabin of a Boeing 777 - the same aircraft serving the route between Madrid and Dubai - and can host up to 200 guests before and after matches at the venue.

## Jetstar promotes Tas

**TODAY** is the final day of a five-day joint Jetstar & Tasmanian State Government campaign to encourage interstate travellers to 'Experience Tassie Like a Local'.

Tasmania's Minister for Tourism Scott Bacon said the \$300,000 advertising print, TV & digital advertising blitz supports Tourism Tasmania's 'Go Behind the Scenery' initiative promoting "hidden secrets" and hotel, car hire and accommodation packages (**TD 21 Mar**).

It follows JQ's increase to daily flights between Brisbane and Hobart which will result in a seat capacity boost from 130,000 to 250,000 per annum.



## ONLINE MARKETING EXECUTIVE

**AIR PACIFIC LIMITED** trading as FIJI AIRWAYS invites applications for the position of ONLINE MARKETING EXECUTIVE to be part of the MARKETING DEPARTMENT based at the Sydney Office, Australia.

### Key accountabilities include:

- Creating optimized website content which promotes Fiji and the South Pacific as a holiday destination and provides information on Fiji Airways services and special offers
- Managing online marketing activity, including, but not limited to sending eDMs, creating website offers, coordinating market specific Paid Search, Email and Banner campaigns
- Working with external vendors to coordinate online media campaigns
- Managing the online component of integrated campaign across multiple markets
- Monitor and analyse online marketing and campaign performance data in order to suggest structural and editorial improvements that will optimize future campaigns
- Ensure that online marketing spend is within allocated budget
- Strive to exceed revenue targets in direct online and OTA channels
- Create unique and visually engaging landing pages and other content

### Qualifications & Experience

- Bachelor's degree in Business or Marketing, with strong academic performance
- At least 5 years of marketing experience, preferably in the travel and tourism industry
- Applicant must demonstrate adequate knowledge of online, mobile and social media landscape and demonstrate success in attracting and engaging customers

### Knowledge & skills

- Strong analytical skills
- Positive and outcome driven personality
- Experience managing external vendors to ensure that they deliver results
- Excellent written and verbal communication skills
- Experience in writing and proof reading editorial copy
- Working knowledge of Google Analytics and reporting
- High knowledge in SEM, eDM management and database acquisition
- Experience in online content management

Applications with curriculum vitae detailing qualifications, relevant experience and telephone contact shall be forwarded online via [vacancy@fijiairways.com](mailto:vacancy@fijiairways.com) no later than Friday 11 October 2013. Alternatively applications can be forwarded to the following address via surface mail:

Regional General Manager – Australia  
Level 5, 280 Pitt Street  
Sydney NSW 2000

Fiji Airways thankfully acknowledges all applicants, however, only those qualified will be screened and only those shortlisted for an interview will be contacted.

## 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](mailto:brochures@traveldaily.com.au).



### Contiki - Europe 2014/15

For the social media hungry Contiki travellers, the tour operator is more than ready, with 90% of hotels used on tours equipped with wi-fi, not to mention aboard all coaches. Careful consideration into the layout has been carried out, with tour styles firmly identifiable. New for 2014, is a 5-day Hogmany trip available ex London or Edinburgh, as well as an 8-day Greek sailing journey limited to only eight passengers at a time that visits some of the smaller Greek Islands, along with more new immersive experiences.



### Bill Peach Journeys - Aircruising 2014

Travelling aboard a private Embraer jet, Bill Peach Journeys offers a range of elite adventures visiting many new countries for the first time. Four new "Bucket List" style journeys are detailed, each focusing on a central theme. Of these are a 20-day World Heritage Aircruise and 20-day Ancient Worlds Explorer which visit some of Asia and the Middle-East's most mysterious yet alluring landmarks.



### Insight Vacations - Europe 2014-2015

Eastern Mediterranean and Morocco join Europe and Britain as part of the new range of tours from Insight Vacations. Yet more countries are ticked off the list this year, with Moldova, Andorra & San Marino all now included on at least one itinerary. A number of new tours have been designed along with several new inclusions, an expanded Country Road touring style and welcome dinners prior to each. Coaches have been reconfigured to offer more leg room, with more time also offered in each destination.

## Globus golf buddies united



**GLOBUS** putt on another successful annual Golf Day at Pymble Golf Club in Sydney's St Ives last week, sparking fierce competition between 30 teams.

Guests included media personality Deborah Hutton, Fox Sports commentators Greg Clark, Nick McArdle, Warren Smith and Sean Maloney, and Emirates regional manager New Zealand, Chris Lethbridge, along with 120

travel industry employees from around Australia, New Zealand, Singapore and Fiji.

**Pictured** above are Stewart Williams, md Globus family of brands Australasia (left) and Greg Clark (far right) with the winning team of Deryk Lee, Escape Travel Eastgardens, Darren Wilson and Matthew Hickey, HWT Katoomba, and (missing in action) Gerry Gignarellea, HWT Corrimal.

# Star Alliance builds a better future

**STAFF** from Star Alliance member airlines across Australia gathered together last week to give landmine victims a helping hand - literally.

The group - in Sydney for the 2013 Star Alliance Conference - built mechanical hands that will now profoundly change the lives of amputees around the world.

And to remind them how difficult simple activities are for landmine victims, every participant performed the task with one of their own hands 'disabled'.

The Star Alliance delegates were placed in teams of three, asked to put a special glove on their dominant hand, and then given bags with 30 small parts and instructions on how to construct them into simple but

effective prosthetic limbs.

By working together to overcome their physical handicaps, the group built twenty hands, which will now help landmine victims undertake tasks they currently find impossible.

There are more than 300,000 landmine victims around the world (20% of them children), and with at least 100 million mines still active in 60 countries there are thousands more accidents every month.

The unique 'Helping Hand' team-building activity - facilitated in Australia by Henricks Consulting ([www.henricksconsulting.com](http://www.henricksconsulting.com)) - is hoping to create more than 50,000 prosthetic hands by 2015.



**ABOVE:** Frank Fan from Air China waves hello.

**RIGHT:** Janis Jenkins from Air New Zealand with Anil Rodricks from SWISS.



**ABOVE:** Stella Vlahos and Carmen Jurczyk from Lufthansa with Star Alliance corporate business mgr Brian Garside.



**ABOVE:** Tazviona Kanoyangway, Suzan Tan and Zaw Naing from SAA with Jessica Menezes of SWISS.



**ABOVE:** Sue Marr and Denise Dalton, THAI.



**RIGHT:** Denise Uribe and Maria Bernado from Singapore Airlines.



**RIGHT:** Kate Cuthbertson, Verna Billet and Nora Sidarous from United Airlines.

**RIGHT:** Denise Cheesman and Kevin Fisher, TG.

**LEFT:** Kylie Morton, AC and Omer Faruk Sonmez, TK.



**ABOVE:** Tim Swan from Air New Zealand.

**LEFT:** Xavier Hildebrand of Singapore Airlines with Tim Mclean, Air NZ.



**THESE** Jetset Travelworld Group agents were recently treated to an incentive trip to Singapore, courtesy of British Airways and Viva! Holidays.

The agents were guests of the Park Hotel Group and enjoyed Business Class flights, High Tea at Raffles Hotel, and a day at Universal Studios Singapore.

From left are Josina Dewhurst,

Travelscene Malvern; Kristy Freeman, Travelscene Batemans Bay; Jill Christian, British Airways; Stanley Ho, Park Hotel Group; Tara Brittain, Travelscene Logan; Jade Spicer, Phil Hoffmann Travel; Gillian Hayward, Viva! Holidays; Kristie Webb, Travelscene Taren Point; Elinda Ong, Park Hotel Group and Jacqui L'Hostis, New England Travel.

## Dubai decree for more hotels

**THE** hotel investment industry in Dubai has been given a financial incentive to develop more 3- and 4-star properties in an effort to attract more mid-range tourists.

Eligible hotels will be granted a concession on the 10%

municipality fee which is levied on the room rate for each night of occupancy.

The initiative - a collaboration between Dubai Municipality and the Department of Tourism and Commerce Marketing - was announced yesterday at the Hotel Show at Dubai World Trade Centre by His Excellency Helal Saeed Almarri, director-general of DTCM.

"In order to achieve our headline objective of 20 million visitors per year by 2020, we need to both increase the overall stock of hotel rooms in Dubai and widen the range of options for visitors," Almarri said.

## QF promotes MONA

**QANTAS** will offer customers flying to Tasmania 2-for-1 tickets for entry to Hobart's Museum of Old and New Art (MONA) during Oct and Nov as part of a new pact to promote the attraction.

Passengers can present their boarding pass or QF Frequent Flyer card to attain the offer.

## LAST CHANCE TO WIN A COSMOS INDIA TOUR FOR TWO!!!

During September, **Travel Daily** has been 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.

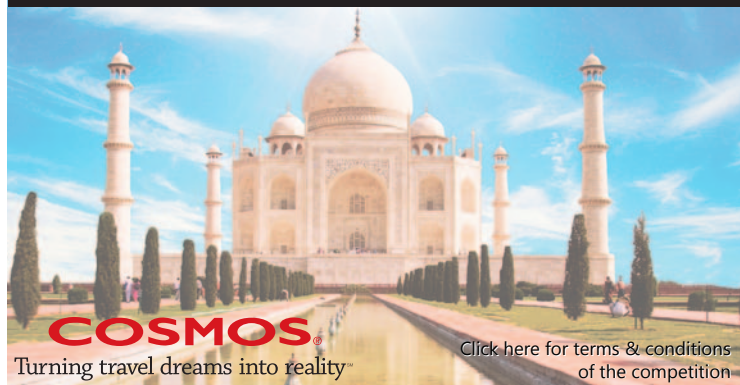
The winning agent will enjoy:

- 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

To enter, simply send in a caption that best represents one or each of the four weekly photos we've featured throughout September. You can enter as many times as you want, but **you need to submit all your entries by COB today!!!**

**Click here to view all the weekly photos!**

Get creative & email your captions to: [cosmoscomp@traveldaily.com.au](mailto:cosmoscomp@traveldaily.com.au)



## A&K Travel Hot List

**ABERCROMBIE & Kent's** annual Hot List for 2014 - handpicked by its travel specialists - includes the new Berkeley River Lodge on WA's Kimberley coast.

Also among the top destinations are Refugia, a new 12-room lodge in Chiloé, Chile; an Antarctic cruise on A&K's chartered ship, *Le Boreal* and the Golden Eagle Trans-Siberian Express rail trip.

## Wifi boost for NZ

**THE** NZ tourism industry is set to benefit from Telecom's rapid expansion of its wi-fi network, according to the Tourism Industry Association New Zealand.

Tourists will be able to use 2,000 free hotspots by mid-2014, which will encourage blogging and uploading of photos to social media sites, TIANZ chief executive Martin Snedden said.

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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](http://www.traveldaily.com.au).

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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL AA

### **\*EXCITING NEW ROLE\***

#### **SENIOR PRODUCT MANAGER SYDNEY- GENEROUS SALARY PACKAGE!**

Rarely does the opportunity arise to step into a senior product management position within this forward thinking industry leader. You will be rewarded for your hard work and having a top management team supporting you every step of the way. You will ultimately be responsible for overseeing the product team and ensuring accuracy and efficiency of product loading.

### **ARE YOU A NEGOTIATOR?**

#### **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.

### **EXCITING MANAGEMENT OPPORTUNITY!**

#### **HEAD OF GROUPS - CORPORATE SYDNEY- SALARY PACKAGE TO \$85K**

Take the lead role within a brilliant travel operation, bringing your corporate knowledge and leadership skills. We're looking for someone who can manage workflows, statistics, KPI's and staff appraisals. You'll be a flexible 'can do' leader who is able to lead by example. Your positive approach and knowledge will bring a breath of fresh air in to the team and secure your future.

### **BOOMING EVENTS ROLE**

#### **CORPORATE EVENTS DIRECTOR BNE & SYD - 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!

### **ARE YOU OPERATIONAL?**

#### **CORPORATE TRAVEL - TEAM LEADER SYDNEY - SALARY PACKAGE \$80K+**

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

### **RELATIONSHIPS NOT TO BE MISSED!**

#### **NATIONAL ACCOUNT MANAGER SYD, CBR, MEL - SALARY PACKAGE TO \$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.

### **TOAST YOUR SUCCESS!**

#### **CORPORATE BDM - SME MARKET MELB & SYD -SALARY PACKAGE OTE \$120K+**

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

### **EXCITED BY TARGETS?**

#### **TRAVEL SALES MANAGER SYD & BRIS- GENEROUS SALARY PACKAGE**

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. You will have previous experience in the travel industry as a sales executive, Exceptional communication and negotiation skills along with drive and determination to succeed

## **AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

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## Finding talent within the Australian Travel Industry

### USA Specialist Travel Consultant

Gold Coast - \$DOE + Commission - Ref 813PS1

One of Australia's fastest growing travel companies is expanding its call centre, which has an ever-growing portfolio of destinations and partners ensuring repeat business from clients. Working on a very generous basic salary plus uncapped commission, you will be handing end-to-end reservations from booking, ticketing and dispatch. Ideal candidates will be GDS trained with fares & ticketing I & II with previous travel reservations experience in a call centre environment.

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

### Cruise Consultant

Sydney - \$40-50K + Commission + Super - Ref 671SJ1

Want to become a Cruise Expert and specialise in a niche travel product? If you have a passion for cruising and travel sales then apply now! You will be working towards targets and earning an uncapped commission within a sales and service focused environment. You will ideally be experienced within the travel industry, have GDS skills and 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](#)

### Cruise Travel Consultant

Melbourne - \$40K + Super + Bonus - Ref 798DB1

Exciting new Cruise Travel Consultant position! Do you 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 and continual growth. They are looking for a Cruise Consultant to join their team. If you love sales, are passionate about Cruises and want to be part of an exciting company then don't delay, apply today!

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

### Travel Consultant

Adelaide - \$DOE + Super + Benefits - Ref 4557NC1

A leading agency is looking for a customer focused Travel Consultant. Stop the struggle to make the targets and focus on the bigger picture - The Customer. This is a fabulous agency with a fantastic team. This is a Monday to Friday role, deliver travel itineraries that are more than just another trip, these are once in a life time experience! Add the personal touch through recommendations and personal experience.

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

### Ski Specialist

Brisbane - \$38K + Commission - Ref 817PS1

Do you have a passion for winter sports? Are you looking for a change from general retail consulting? My client is an independent ski specialist who is looking to expand their team and require a Ski Travel Specialist. The ideal candidate will have 2+ years experience as a Travel Consultant, have a passion for ski and enjoy creating tailor-made dynamic packages. If you are used to working to targets, this could be the role you've been looking for!

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

### Corporate Travel Team Leader

Sydney - \$70-75K + Super - Ref 741KF1

Are you wanting to take your career to the next level? Utilise your management experience with an exciting company. This independent travel management company are looking for an experienced Team Leader for a team of Travel Consultants. You will be responsible for managing up to six consultants and focus on growing your team members and the business, in a company that offers excellent managerial support to allow you to do so.

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

### Inbound Travel Operator

Melbourne - \$Competitive + Commission - Ref 539DB1

Do you have a passion for Japan? Do you want to work in a great travel team? A great opportunity has arisen for an Inbound Travel Consultant to join this multinational travel company. As a Travel Consultant you will be providing everything from airfares to insurance, working over the phone and via email. You will be using your knowledge to provide information on tourist attractions and tours available whilst delivering exceptional customer service.

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

### Group Tour Travel Consultant

Perth - \$DOE + Super + Incentives - Ref 3307NC1

This is a rare role to the Perth area. We are looking for the perfect travel consultant who is a fantastic team player and can deliver outstanding customer service. If you want to grow your skills within the travel industry and be very well rewarded, this could be the role for you! Use your outstanding customer service and rapport building skills to this high end luxury travel and tours company. If you are the complete package - apply today!

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



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