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First with the news

Wednesday 23rd April 2014



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Austrade T-QUAL tender

THE Australian Trade Commission (Austrade) has taken the next step to transfer T-QUAL Accreditation to industry (TD 05 Feb), with tender submissions opening "to develop and implement a sustainable business model" for the National Tourism Accreditation Framework.

According to documents filed this month, a successful tenderer will take over responsibility for certain "elements" of the T-QUAL Accreditation framework currently handled by the Federal Government from 01 Jul 2014.

"Elements" include governance, administration and marketing.

Up to \$600,000 has been pledged by the Australian Govt to support the transition.

Tenderers making submissions are informed any proposed model must: remain national in scope and membership and open to any tourism based quality assurance scheme that meets T-QUAL standards; continue to operate on quality standards equal to those in operation now, as well as maintain marketing campaigns to educate industry buyers & entice

consumers to select T-QUAL endorsed products & services.

The successful tenderer needs to show it will be in the position "to maintain and build on the current value proposition of T-QUAL Accreditation."

"This requires the successful Tenderer to demonstrate they have the support of other stakeholders including STOs (state tourism organisations) and TA (Tourism Australia), Australian Tourism Data Warehouse and operators," according to the Statement of Requirements.

Further, the document confirms that effective 01 Jul 2014 "there will be no dedicated TA resources available for the promotion of T-QUAL Accreditation."

The tender closes on 06 May, with Austrade placing a timeline for delivery in mid-Jun 2014 and end no later than 15 Apr 2015.

Seven pages of news

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

- AA Appointments jobs
- Globus

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ACCC assessing Aquis Act

THE planned acquisition of Reef Casino Trust in Cairns by Aquis Group is being closely reviewed by the competition watchdog to ensure the sale does not lessen competition, it has emerged.

Aquis Group has proposed to develop a multi-billion integrated resort and casino south of Yorkeys Knob (TD 07 Aug 2013).

The company is seeking approval for approximately 750 gaming tables & 1,500 electronic gaming machines at the resort.

Last month it was reported the firm's owner Tony Fung was keen to acquire the existing Cairns casino licence from the Reef Casino Trust (TD 06 Mar) for

Aquis Great Barrier Reef Resort.

However, the ACCC this month revealed it is investigating if the takeover is in conflict of Section 50 of the *Competition and Consumer Act 2010*.

"The Act prohibits mergers and acquisitions that substantially lessen competition in a market, or are likely to do so," the Australian Competition and Consumer Commission said.

The ACCC added it was seeking comments from interested parties "to assist with its review" of the proposed acquisition.

Submissions need to be filed with the ACCC by 01 May.

DICC opens in Fiji

SHERATON Fiji Resort has today taken the wraps off its brand new Denarau Island Convention Centre which can accommodate up to 1,500 delegates.

The FJD\$3.5 million world-class facility took around six months to construct and has six bookings secured for 2014 - the first of which will be the Fiji Tourism Exchange being held 05-08 May.

New Hahn Air contact

E-TICKETING platform Hahn Air has announced Ralf Masermann as its new point of contact in Australia and New Zealand.

Masermann can be contacted at r.masermann@hahnair.com to arrange training or presentations.

FURTHER, Hahn Air has added Lithuanian carrier Air Lituania (LT) as its newest partner which can now be issued on HR-169 e-tickets.

Jumeirah sales tour

THREE trade workshops will be conducted by Jumeirah Hotels & Resorts next week with all retail agents keen to learn more about the group encouraged to attend.

Events will take place in Perth on Mon 28 Apr, in Melbourne on 30 Apr and in Sydney on 01 May, each running from 3pm - 5:30pm.

Senior Jumeirah sales staff will be on hand to meet with agents, provide specialist information and answer any questions.

To RSVP for the events, email local sales head Teree George on teree.george@jumeirah.com.

Emerald MICE focus

EMERALD Waterways is making a push for the meetings/incentives markets in Europe, with the firm saying its new ships have the ability to cater for group break-out sessions without inconveniencing other guests.

Sold through Evergreen Tours, gm Angus Crichton says *Emerald Sky* and *Emerald Star's* unique pool/cinema area provides space for up to 60 delegates for private meetings and workshops.

For further details, read today's issue of *Business Events News*.



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Carriers improve OTP in Mar

AUSTRALIAN airlines recorded better than long-term average results for on-time running during the month of Mar, new statistics released today report.

According to the latest official on-time running figures from the Bureau of Infrastructure, Transport & Regional Economics, airlines factored into results averaged an 84.7% result for scheduled departures last month.

The result was higher than the long-term average of 83.6%, with arrivals coming in at 82.1%, on par with the long-term average.

Qantas continued to maintain its lead as the most on-time carrier, with 87.2% of QF services leaving as scheduled and a 5.1% improvement on its own score for the same month last year.

Virgin Australia, Jetstar and Tigerair came in next with individual results of 85.2%, 81.8% and 71.2% respectively.

Among the regional carriers,

Regional Express remained in front with 87.1% of flights leaving as scheduled, with Virgin Australia Regional Airlines at 85.6% and QantasLink at 82.3%.

The Qantas regional offshoot however recorded almost double the number of cancellations of its nearest rival, with 2.7% of QFLink flights axed compared to the 1.4% of Tigerair, while cancellations overall were recorded at 1.3%.

Only 0.2% of Regional Express flights were shelved for Mar.

Cancellations were highest for the month on a number of routes to and from Hamilton Island, with 11.4% of services to Melbourne shelved, 7.7% to Brisbane and 7.5% of flights to Sydney.

Services from Perth to Karratha were the most punctual with 96.8% of flights pushing back on time, while Port Macquarie to Sydney fared worst - nearly one in two flights on the route arrived to the NSW capital on time.

Viking confirms order

A FURTHER 12 new river cruise vessels will be delivered and inaugurated into the Viking River Cruises fleet next year, the line confirmed overnight.

As flagged by **TD Cruise Update** last month, Viking's new order indicates no signs of overcapacity in European river cruise markets.

To be delivered next year, the latest crop of vessels follows the line's record-breaking christening of 18 ships in Mar (**CU 20 Mar**).

Ten of the newest ships will follow the line's traditional LongShip model, with two vessels specially designed for the Elbe River in the Czech Republic.

New Blue train portal

SOUTH Africa's iconic Blue Train has launched a newly redesigned website offering reservations, train layouts & social media links.

View it at www.bluetrain.co.za.

JAL boost KE c/share

EXISTING codeshare partners Japan Airlines & Korean Air have opted to expand the relationship to cover all services between the two nations operated by Korean.

Effective yesterday, the deal now covers services from Seoul Incheon, Busan & Jeju to Aomori, Akita, Haneda, Oita, Okayama, Fukuoka, Sapporo and Nagoya.

QR upgauges Vienna

QATAR Airways is ramping up capacity between its Doha base and Vienna with Airbus A330 aircraft to replace A320s on the route, effective 01 Sep.

The upgauge adds around 1,800 seats per week on Qatar Airways' only destination in Austria.



Window Seat

BIRD strikes happen from time to time, but how about a bee swarm strike?

An Allegiant Airlines plane flying from Las Vegas to Duluth in Minnesota was forced to return to McCarran Int'l Airport after the pilot told passengers the aircraft had made contact with "thousands of bees".

The jet was forced to return to Las Vegas after the swam clouded the windshields with many sucked into the engines.

After a full cleanout, the flight resumed and eventually arrived only two hours behind schedule.

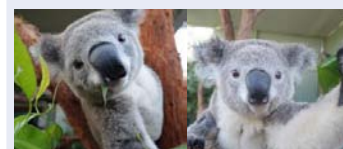
APPARENTLY humans aren't the only species hopping on the "selfie" bandwagon, with even koalas capable of a self-photo.

Sony Australia undertook a unique promotion for its new QX Lens-Style camera by putting one in the control of two koalas at WILD LIFE Sydney Zoo, with the two shots below turning up.

The camera was positioned in a tree, with the remote function allowing the self-timer to be set off from outside the enclosure, resulting in snaps that look remarkably like a selfie.

Users snapping shots from a mobile phone can receive the shots straight afterward, ready to upload onto social media.

CLICK HERE for more of the koala selfie photos.



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Wednesday 23rd April 2014

AB watch boarding

ONEWORLD carrier airberlin has become the first airline in the world to enable passengers to use a smartwatch as a boarding pass.

Accessed via airberlin's iPhone app, users can send a digital boarding pass to a Pebble or Pebble Steel Smartwatch.

The device displays a barcode which can be scanned during the boarding process, along with an overview of flight details, departure gate and seat number.

TC's royal accolade

HOME-BASED agency Travel Counsellors has been praised in the UK, taking out the highly respected Queen's Award for Enterprise in recognition of the company's continued growth and international expansion.

Founder and chairman David Speakman is **pictured below** (left) celebrating the accolade.



HKG departure tax up

PASSENGERS departing from Hong Kong Int'l Airport will pay a higher departure tax from 01 Jun.

Airport officials at HKG have announced the departure tax will jump by 36% to HK\$45 (AU\$6.20) from the current \$36 (AU\$4.55).

It marks the first change to the fee in 14 years, with airport heads saying the increase was necessary to cover new security measures and equipment to be introduced.

OzFocus sessions

TRAVEL agents in WA & SA are invited to attend OzFocus events being held next month.

The group of domestic suppliers will promote their products at events in Bunbury (05 May), Mandurah (06 May), Perth (07 May) and in Adelaide (21 May).

RSVP by Fri 02 May to either ozfocuswa@gmail.com for WA shows or ozfocussa@hotmail.com for SA events and further info.

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Clarion into China

CHOICE Hotels International is extending the global reach of two of its hotel brands into China for the very first time.

The firm has signed a deal with Boli Hotel Management Company that will see the Quality Hotel and Clarion Hotels brands developed in China, initially in Hangzhou.

CHA exec Mark Pearce said the expansion of the two brands "is a natural step to introduce other brands within the Choice Hotels portfolio to the region."

BusinessElite roll-out

DELTA Air Lines says it is now the sole US carrier to provide its premium guests full flat-bed with direct-aisle access in its BusinessElite class across its fleet of international widebody flights.

The announcement comes as DL completed the interior retro-fit of all Airbus A320-200/300, Boeing 767-300ER/400ER, 747-400 and 777-200ER/LR aircraft servicing its overseas destinations.

Stoner for Tourism

DEPUTY Premier for NSW Andrew Stoner has been named as the new Minister responsible for Tourism & Major Events in the state by Premier Mike Baird.

Stoner replaces George Souris who has handled the portfolio since 2011 (**TD** yesterday).

Gladys Berejiklian has retained her role as Transport Minister.

Tourism & Transport Forum boss Ken Morrison welcomed the new appointments, and praised the achievements of Souris.

"Mr Souris drove the merger of Tourism NSW and Events NSW to form Destination NSW, which has gone from strength to strength."

"During his time as the minister, NSW expanded and improved its focus on tourism and events and the results are evident in higher visitor numbers," Morrison said.

The TTF chief added the lobby group would encourage the ongoing development of NSW's events calendar and investment in tourism marketing dollars.

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England foodie tour

MASTERCHEF Travel has today released details of its new culinary tour through England, to be accompanied by former contestant Alice Zaslavsky.

The 11-day itinerary begins in London on 18 Sep where guests will visit Borough Market, the East End and Cambridgeshire.

Other tour highlights include visits to a local cheese maker in Lincoln, sampling cornish pies at Rick Stein's cafe, lunch at the Walthamstow Pie & Mash Store and a stop at His Royal Highness Prince Charles' Highgrove Estate.

The culinary trip is priced from \$5,990ppts - call 1300 836 764.

Cook Islands on sale

HALF priced child airfares to the Cook Islands flying with Air New Zealand are available as part of a range of family holiday packages on sale from now until 07 May.

Valid for travel between 10 May-20 Jun, 12 Jul-19 Sep and 04 Oct-12 Dec, airfares for kids are just \$121 one way, and \$269 per adult, inclusive of tax - on a seat-only basis.

Among the air & land offers are a stay 6/pay 4 deal at Edgewater Resort & Spa in Rarotonga, based on two adults & two children in a three-bedroom villa, which is priced at \$4,356.

See www.sale.cookislands.travel.

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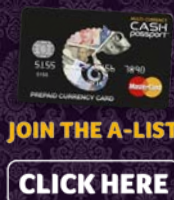
Backed by a full travel agency model, you will have the accounting support, access to wholesalers and booking systems, ability to access to new leads and a soft phone access for you to answer inbound enquiries. The current systems used are Sabre and Sam.

You will also have the potential to be able to book client meetings in meeting rooms located at the Westpac Centre, if you desire.

If you are an experienced travel consultant who is looking to get away from the long hours required from high street / retail stores and manage your own time and working hours, then we would like to explore this opportunity with you.

Please send through a letter of interest outlining your experience and background, along with contact details to careers@pieinthesky.com.au

DON'T MISS THE LAS VEGAS SUPER FAMIL'!



TASCo showcases Kruger NP



THESE lucky travel agents have just returned from a famil that travelled through South Africa to Johannesburg and Kruger, hosted by The Africa Safari Co.

Participants spent two nights in Jo'burg where they visited Soweto & the Apartheid Museum which serves as a reminder as to just how far South Africa has come in the past two decades.

In Kruger National Park the agents stayed at Hippo Hollow, Sabi Sabi Bush Lodge, Londolozi Founders Camp, Kings Camp, Tinga Rhino Post & Plains Camp - providing a thorough insight into some of the amazing lodges on offer through the iconic region.

Game drives ensured agents got their fix of animal encounters, including an elephant charge

under the cover of dark requiring the driver to reverse at pace for 200 metres.

Pictured at Rhino Post Camp with guides (dressed in true safari apparel) Doug, Plains Camp guide (left) and Joey, Rhino Post (centre), accompanied by ground operator Greg from African Safari Adventures are; Kira from The Africa Safari Co and travel agents Rhonda, Tanya, Caroline, Michele, Karen and Emma.

Perth in the running for New 7 Wonder

THE West Australian capital is the only Australian destination to have made the shortlist for the seven New7Wonders Cities title.

There are 28 finalists in the poll, which sees Perth pitched against the likes of London, Vancouver, Athens, Casablanca, Chicago, Kuala Lumpur, Saint Petersburg, Doha, Havana, Mumbai, Durban, Istanbul and Mexico City.

The long running finalist phase will see numbers reduced to 21 on 07 Jul, then to 14 on 07 Oct, before the Official New7Wonders Cities are named on 07 Dec 2014.

Vivid 2014 program

ORGANISERS of the annual Vivid Sydney winter festival are promising the 2014 event will be the largest program of light, music & ideas the city "has ever seen."

The event is owned & managed by Destination NSW - view the full program at vivid Sydney.com.

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Agents blending in with pandas



CAMOUFLAGE is a strong skill exhibited in the animal kingdom, and one which was clearly perfected by this group of Aussie agents during a recent educational trip to China.

Hosting the group was Trafalgar head of sales Rachael Harding and sales manager Suzy McPhail.

Ahead of the guided holiday operator's 2015 Asia brochure launch, this group of top-selling consultants was treated to enjoy the firm's Classic China journey.

Beginning in Beijing, the group took in many of the city's popular attractions including the Great Wall as well as a Trafalgar exclusive *Be My Guest* meal with a local family.

Other highlights enjoyed in the Chinese capital was an acrobatics and kung fu performance at the Red Theatre as well as a tour of Emperor Qin Shi Huang's subterranean tomb.

The group was immersed in the local lifestyle, with some taking the opportunity to learn basic calligraphy, making traditional dumplings and participating in an early morning Tai Chi class.

While in Xi'an, the group visited the Terracotta Warrior museum before ending the tour in bustling Shanghai, capped off with a cruise on the Huangpu River.

The group are pictured above during a visit to a Panda facility and consisted of Tom Olczak; FC Parramatta North; Sarah Holmes, FC Goulburn; Michelle Pearson, FC Macquarie Voltage; Peta Webber, FC Met Centre; Belinda Every, FC Seven Hills; Ed Abramovich, FC MLC Centre; Liz Hobson, FC Manly; Lynda McLean, FC Carlingford; Steph Hopkins, FC Beaumont Street and Felicity King from FC Phoenix.

Jet expands EY pact

INDIAN carrier Jet Airways has expanded its codeshare deal with Etihad Airways on six additional routes from Abu Dhabi, including services via Singapore to Brisbane.

Now in effect, the 9W code has been placed on Etihad-operated services to Amsterdam, Johannesburg, Geneva, Nairobi and Washington Dulles.

ParkRoyal film pact

PARKROYAL Darling Harbour has announced a new accommodation partnership with the Sydney Film Festival ahead of the 12-day global cinematic showcase from 04-15 Jun.

The pact will see the hotel host special film-related events as well as become the preferred property for visiting directors, actors and film-makers lodging in the city.

NZ renumbering YVR

AIR New Zealand is switching the flight number of its thrice weekly Auckland-Vancouver service from Apr next year to NZ024/023 from the current NZ084/083 service.

New Peninsula portal

A **NEW** immersive and dynamic digital website focusing on the history of the company has been launched by Peninsula Hotels, featuring new photos, short films, interviews, recipes and more.

To celebrate its launch, guests making a room booking on the site before 31 Jul for stays before 31 Aug will be eligible for a free room upgrade and amenity kits.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



After a \$1.6m refurbishment, **Mantra Sun City Resort** on the Gold Coast has unveiled its new look, with a pool area that has been restored to its original Aztec theme. Works included a new-look lobby and gym, which has also been fitted out with new workout equipment and cardio machines. In addition, a new Koastal Kitchen restaurant which has been separated from the bar also offers new breakfast and dinner areas.



Seventeen new luxurious suites and five new rooms have been added at the **Mandarin Oriental Barcelona**, taking the property's total inventory to 120 rooms. The new capacity is housed in an adjacent building on the Passeig de Gràcia and offer a homely and comfortable feel with textile screens, Tai-Ping carpets & unique Urquiola furnishings.



California's idyllic **Hyatt Regency Huntington Beach** is set to open its renovated fine-dining restaurant WATERTABLE. The new outlet replaces The Californian and will offer a range of traditional American dishes superbly paired with complementing wines & cocktails. Aiming to combine classic rustic with refined, the facility will appeal to all tastes by utilising local produce to specialise in "comfort food with attitude".

NZ safe driving push

A **NEW** campaign encouraging Chinese visitors to New Zealand to heed important road safety messages if renting a vehicle in the country has been launched, following a number of road crashes by Chinese tourists.

Tourism New Zealand, Air New Zealand and the NZ Transport Agency are working together to promote and support the pitch.

Flights from Hong Kong and China to New Zealand now offer a Chinese language driving safety video on IFE systems.

Starwood in the specs

HOTEL giant Starwood has confirmed it is developing an app designed for Google Glass wearable technology.

Although not currently available in Australia, the Google Glass app will be for the Starwood Preferred Guest loyalty program.

The app will allow users to perform location-based searches for their nearest Starwood hotel with directions, view their SPG points balances, view hotel photos, search rates and connect to hotel reservations services.

NRL Rd 7 Winner

CONGRATULATIONS

Jasmina Popovska
from *World Travel*

Jasmina is the top point scorer for Round 7 of *Travel Daily's* NRL industry footy tipping competition, and has won a one night voucher at a **Toga Hotel** of their choice in Australia.



Major Prize Sponsors

1st Prize: two return flights to Dubai, courtesy of Emirates



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & The Grand Hotel and Casino Vanuatu



Gold Coast Asia focus

OPERATORS of 30 Gold Coast hotels have attended an afternoon workshop hosted by GTA focusing on learning more about the North Asian markets of China & Japan.

The session was held following the release of official figures which showed a 149% year-on-year rise in Gold Coast room nights booked by Chinese FIT travellers & an 11% booking jump from Asia overall.

Attendees learned more about the key source markets and how to capitalise by increasing appeal.

GTA vice-president for hotel sourcing Asia-Pacific Andrew Hughes described the session as a huge success and that it was hoping to run more in the future.

"It has given our hotel partners additional market intelligence about North Asia and Japan, and showed how they can actively engage with GTA's marketing activities to bring more guests to their doors," Hughes said.

TTNQ Instagram push

FIVE of the country's leading 'Instagram Influencers' have kicked off a six day tour of Tropical North Queensland this week to promote the destination.

Using the #thisismyparadise hashtag, the Instagrammers will showcase Mossman Gorge, the Great Barrier Reef, Palm Cove and Atherton Tablelands.

The group include @PaulyVella, @garry_norris, @markclinton, @melissafindley and @sldvy who have an audience of 500,000+.

DTW Far East pact

DISCOVER the World has signed a representation agreement with Far East Hospitality to oversee the hospitality firm's sales and marketing in the USA region.

BNE all smiles for Hawaiian boost



SUNSHINE is a common word in both Queensland and Hawaii and clearly, the mutual love of Vitamin D is working well for Hawaiian Airlines, who recently launched its fourth weekly flight to Brisbane from Honolulu.

Several members of the HA team visited Brisbane recently to celebrate the new route, gifting a shiny new Hawaiian Airlines aircraft model to the team from Brisbane Airport Corporation.

Now in its second year, the direct link is proving popular, with strong passenger numbers in both directions warranting the capacity increase from three to four flights each week.

Pictured above is the Hawaiian Airlines Australia/Oceania management team with the Brisbane Airport Corporation Commercial Business team, made up of Andrew Denman, Maaike

van der Windt, Dan Burruss, Andrew Brodie, Karl Sikora, Kay Willett and Rola El-Azzi.

Outrigger mobile site

OUTRIGGER Hotels & Resorts says it has witnessed an 86% rise in bookings on mobile devices following the launch of its mobile-optimised booking platform.

The optimised site offers hotel information and special offers at 35 Outrigger properties in the Asia-Pacific and Oceania regions.

Previously, the company's web-based site was displayed for travellers accessing it via mobile.

March Marketplace

PROMOTING regional Britain and Ireland to global travel buyers will take centre stage as part of a new workshop to be hosted during the 2015 March Marketplace inbound tourism roadshow, it has been confirmed.

The annual European Tourism Association event will take place at Wembley Stadium on 16 & 17 Mar next year.

VisitEngland, VisitScotland, Tourism Ireland and VisitWales will all once again take part in the show, with the first day devoted to encouraging regional disbursement in the country.

The second day will be centered on London and its surrounds, with 32 scheduled appointments with global buyers on each day.

WIN A TRIP TO PNG TO DO KOKODA

To coincide with the launch of PNG Tourism's new Kokoda campaign and website 'Do Kokoda', this month **PNG Tourism, Air Niugini & Back Track Adventures** are giving you and a friend the chance to trek Kokoda during the 100th year anniversary of the ANZAC.

Thousands of people walk in the footsteps of heroes on Kokoda each year through the jungles of the Owen Stanley Ranges in Papua New Guinea, our closest neighbours and allies.

The prize includes:

- Back Track Kokoda trek package for two including flights.
- 2 x return economy flights between Australia and Port Moresby with Air Niugini.
- 10 night/11 day package - 2 nights accommodation at Holiday Inn Port Moresby and 8 nights at Kokoda Track camping
- Total Prize Value: \$11,000

Each day **Travel Daily** will ask a PNG-related question – just read the issue and email us your answer. There will be 19 questions in total. At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this incredible experience.

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

Click here for terms & conditions of the competition.

Q.15: How many days does it take to trek Kokoda with Back Track Adventures?



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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AHOY THERE CRUISE CONSULTANTS

BRISBANE & GOLD COAST – VARIETY OF COMPANIES

If you fancy yourself a cruising guru and think there is no better way to travel – then we have the roles for you. The cruise industry is booming and we currently have wholesale, online and retail travel companies looking for cruise specialists to join them. From the sunny Gold Coast to the hustle and bustle of the CBD there is sure to be a location that suits you. Industry training, free cruises, discounted holidays, top \$\$, supportive management and more are just the start of the benefits on offer.

ESCAPE CONSULTING IN TOWNSVILLE

TRAVEL SUPPORT CONSULTANT

TOWNSVILLE – UP TO \$45K PKG

Travel consultants in Townsville – yearning to escape the front line? Wanting to move into a support? Today's your lucky day! We currently have the opportunity for an experienced travel consultant to come and join this region leader in a support capacity. Assisting senior travel consultants you will be responsible for itinerary preparation, visa processing, preparing documents and ad hoc admin. This is a Mon – Fri role with a strong salary package on offer. Previous consulting experience & GDS skills are a must.

JUST STARTING OUT IN THE INDUSTRY??

JUNIOR RETAIL CONSULTANT

MELBOURNE (INNER) – SALARY PKG UP TO \$50K (DOE)

This is a fantastic opportunity for a junior consultant to join a boutique agency & be nurtured into an experienced & talented retail travel consultant. Working Mon to Fri plus rotating Saturdays, you will be servicing a mix of leisure & corporate clients to destinations worldwide. To make this role yours, all you need is at least 6 -12 months travel industry experience, working knowledge of a GDS and can demonstrate a true passion for the industry! Excel your career in travel, contact AA Appointments today!

THE SKY IS YOUR LIMIT

RESERVATIONS CONSULTANT

PERTH – SALARY PKG UP TO \$80K (OTE)

This is your chance to see the world, work with unlimited commission & watch your bank balance grow! One of Australia's largest wholesale companies is seeking a talented & ambitious consultant to join their team. Working in an office environment, you will be responding to phone & email enquires from travel agents & assisting them with creating itineraries for worldwide packages. This role will allow you to be creative and book exciting and fascinating holidays. To find out more about this great role, call AA today!

SHOW OFF YOUR TRAVELOG EXPERTISE

SENIOR LEISURE CONSULTANT

MELBOURNE (INNER) – SALARY PKG UP TO \$58K (DOE)

Operating for over 15 years, this professional & well respected boutique travel agency is seeking a professional senior consultant to join their expanding team. Servicing predominately mid to high end travelers, you will use your years of industry experience to create intricate itineraries for the agencies many repeat clients. In addition to your many years of experience, this role requires you to be skilled in using Travelog so you can jump straight into the role, get your hands dirty & never look back!

SKI THE SLOPES OF JAPAN

SPECIALIST RESERVATIONS CONSULTANT

MELBOURNE – SALARY PKG UP TO \$50K + bonuses

Do you have a special interest in winter skiing holidays? Specializing in skiing holiday packages throughout Japan, this role also offers great variety, including promoting both pre packaged ski touring products and tailor-made itineraries. With your previous consulting experience and extensive travel adventures throughout Japan including various Ski resorts is essential in applying for this role. Work for a growing company with a relaxed and chilled out atmosphere. Find out how to apply today!

NEW STEP UP AND BE A TEAM LEADER

CRUISE CONSULTANT/TEAM LEADER

SYDNEY – SALARY UP TO \$65K OTE

This is an exciting opportunity to take the next step in your career and move up to team leader. Work for a high end company based in the CBD, selling luxury products with a heavy focus on the cruise market. Initially joining the team as a consultant, but you will have the opportunity to step up into a management position, this is the opportunity that you have been waiting for. If you have 3 years experience in the industry, strong GDS and cruise knowledge, apply for this once in a life time opportunity today.

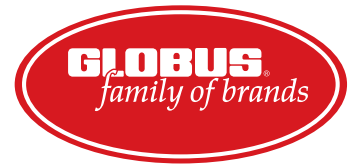
HOT TICKET YOUR WAY TO SUCCESS

TICKETING/SUPPORT CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$48K

Put your best ticketing foot forward and join one of the leading global online travel companies in their ticketing and support team. This company offers an excellent training program and career progression. Your main responsibilities will be managing all the after sales queries, date changes and special requests for all the online travel bookings. If you have had 2 years ticketing experience, strong GDS and airfare knowledge and want to make the move to an exciting online company, apply for this exciting role today.

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REGIONAL SALES MANAGER

We are looking for an experienced Regional Sales Manager for the profitable achievement of sales objectives associated within an assigned region. Reporting to the National Sales Manager, this position requires the management of all aspects of running an efficient sales team, including hiring, supervising, coaching and motivating direct sales reports.

You will have a number of specific responsibilities including:

- Positively impact the performance and activities of sales team members with consistent development, implementation and management of field support tools
- Proactively monitor sales activity ensuring that the quality and quantity of sales activity meets with company expectations
- Ensure key account strategies align with field force tactics
- Build, develop and maintain relevant networks and relationships with retail state managers and travel industry professionals, identifying opportunities for value creation
- Direct and support the consistent implementation of company sales initiatives

Skills and qualifications:

- Proven track record in achieving and exceeding sales targets
- Over 5 years' experience in a B2B or B2C sales environment, preferably but not limited to, the travel or tourism industries
- Tertiary qualifications in business, sales, marketing or tourism
- Demonstrable use of a CRM or sales territory management systems
- Salient examples of personable skills including team building, negotiation, persuasion and conflict resolution

TO APPLY

Forward your CV and covering letter to recruitment@globusfamily.com.au with the position title in the subject line by 02/05/14.

Candidates from recruitment agencies will not be accepted before this date.

