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Travel Daily

First with the news

Thursday 24th April 2014

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Tribal confusion

WIDESPREAD reporting on the "recent collapse" of five Tribal Travel outlets in Qld yesterday reflected a misunderstanding about the way that the TCF reports agent terminations.

The backpacker specialist group failed two months ago (**TD** 19 Feb) after its travails were exclusively revealed in **Travel Daily** in early Feb - but the formal termination of the firm's Qld offices didn't take place until mid-Mar due to state legislation which requires 30 days notice.

The so-called "new" collapses which were highlighted yesterday as a potential issue for the ATAS scheme in fact related to the original termination back in Feb.

Last day for survey

TODAY is the last day for the industry to vote in the Australian Travel Agent Barometer survey on the ATAS scheme - click below.

[Click here for ATAS survey](#)

Tourism projects stalled?

MORE than fifty new tourism developments across Australia entered the "development pipeline" during 2013 - but only five progressed from planning into construction during the year.

Tourism Research Australia (TRA) this morning released its third *Tourism Investment Monitor*, which showed the total value of projects rose \$5.2 billion to \$49.4 billion, with TRA chief economist Leo Jago saying "there appear to be some bottlenecks in the pipeline that need to be investigated".

Much of the investment relates to pending aircraft orders, valued at \$26.3 billion, while planned aviation infrastructure investment is worth \$6.8 billion.

Investment in new and refurbished accommodation was valued at \$7.4 billion, while "arts and recreation services infrastructure" investment was valued at \$8.9 billion in the report.

If the accommodation projects proceed, this would amount to 12,000 additional rooms, while the report also found increased interest in mixed use developments with potential for a further 8,600 rooms.

Jago said the year-on-year growth in tourism investment showed that investor appetite for tourism related projects in Australia remains solid, which is "critical to provide the infrastructure required for Australia's tourism industry to reach its 2020 *Tourism Industry Potential* targets".

The full report can be viewed by **CLICKING HERE**.

Six pages of news!

THE next issue of **TD** will be published on Mon 28 Apr, due to tomorrow's ANZAC Day public holiday across Australia.

Travel Daily today has six pages of news & photos, including full pages: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- Renault Eurodrive
- Globus

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131° of Royal interest

BAILLIE Lodges has reported a massive spike in interest on the website of Longitude 131° in the Red Centre as a result of this week's visit by the Duke & Duchess of Cambridge.

Traffic on the site was recorded at up to 250 per second during Prince William and Kate's visit to Uluru, the hotelier announced.

MD James Baillie said interest has grown in Longitude 131° online, via social media and in calls to the reservations team.

"Over coming months, it was hoped this would translate into greater bookings and increased interest in Australian tourism," Baillie commented.

Convention showcase

AUSTRALIA is making a concerted push to capture more of the world's business events, with the Adelaide Convention Centre, Business Events Sydney and the Melbourne Convention Bureau uniting with Business Events Australia at next week's International and European Associations Congress in Paris.

More info in Mon's issue of *Business Events News*.

Walshe parent share shift

SOUTHERN Travel Holdings, the New Zealand-based parent company of The Walshe Group, has restructured its share register, halving the number of shares on issue "to a level more in line with the size and value of the company".

The move occurred late last month and saw total shares on issue consolidated from roughly 24.6 million down to 12.3 million.

The values of shareholdings were not affected in any way, with chairman John King saying the move was "part of a wider strategy to lift share value".

The company appears to be well on track for improved performance, with a six monthly review to 31 Dec confirming a 17% uplift in after-tax profit to NZ\$359,000.

Year-on-year growth was 30% with the Walshe Group outbound representation operations "performing strongly in a buoyant outbound market".

In NZ, Walshe's Hawaiian Airlines GSA business had seen dramatic increases in revenues with the introduction of online services

12 months ago, while Australia is also a steady contributor to the outbound operation - particularly with the appointment of Walshe as Lufthansa's local GSA from the beginning of the year (**TD** 21 Nov 13) encompassing the SWISS and Austrian Airlines businesses.

Long term client American Airlines will open its own office in Hong Kong which will impact that part of the company, while there's also more potential change in Walshe's Singapore office (which represents AA in Singapore, Indonesia and Malaysia) as a result of the merger with US Airways.

Southern Travel's inbound operations are trading in line with the same period last year, but are being hit by foreign exchange losses and the "challenging" competitive landscape.

Walshe is forecasting a softer second half result, with new clients helping offset "inevitable account churn" such as the loss of AA in Hong Kong and the decision by Brunei Tourism not to renew its three year representation contract (**TD** 25 Feb).



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Thursday 24th April 2014

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Aussies top holiday spenders

TRIPADVISOR has forecast that Australian travellers will spend on average more than US\$12,000 on their holiday in 2014 - double the average global traveller budget.

According to data collected by TripAdvisor in its bi-annual TripBarometer study, Aussies will leapfrog Switzerland this year as the top spending market, burning about \$2,000 more than in 2013.

The survey, conducted by Ipsos,

global traveller budget would be US\$6,136 this year, up from \$5,955 last year.

Kiwis, Brits & Germans round out the top five biggest spenders in 2014 (see graph below).

The report also found that Australians were the second highest market on average to take a domestic holiday at 81%, trailing only Americans.

Other interesting data revealed

Markets that spent the most in 2013: Top 10 (average of all countries after conversion into US\$)			Markets that will spend the most in 2014: Top 10 (average of all countries after conversion into US\$)		
1	Switzerland	\$11,619	1	Australia	\$12,393
2	Australia	\$10,528	2	Switzerland	\$11,575
3	United Kingdom	\$8,959	3	New Zealand	\$8,457
4	Germany	\$8,756	4	United Kingdom	\$8,351
5	United States	\$8,207	5	Germany	\$8,331
6	New Zealand	\$7,662	6	United States	\$8,272
7	Canada	\$7,396	7	Canada	\$7,429
8	Ireland	\$6,720	8	Ireland	\$6,559
9	France	\$6,718	9	Brazil	\$6,482
10	Israel	\$6,668	10	France	\$6,411

is based on figures collected from 60,000 travellers and hoteliers globally, and gauges behavioural differences in planning and the booking habits of travellers.

It determined the average

in the report shows 21% of global travellers intend to spend more in 2014 than last year and over 60% of global hoteliers are doing away with mini-bars as just 14% of guests consider using them.

Albatross Anzac 2015

TWO new post Anzac Day tour departures have been added to Albatross Tours' range of 2015 itineraries, designed to appeal to visitors commemorating the centenary event in Gallipoli.

The trips are featured in the company's newly launched 2015 Anzac Tours program and explore the Western Front.

Albatross Tours managing director Euan Landsborough said that with heightened interest in the First World War by Aussies due to the 100 year anniversary next year, the company has also added additional departures during the European summer.

Tours are led by a team of War Historians, Battlefield Guides and specially trained tour managers.

Royal LHR T2 opening

HER Majesty Queen Elizabeth is to open the brand new Terminal 2 (T2) at London Heathrow Airport on 04 Jun, it has been confirmed.

Dubbed the 'Queen's Terminal', the facility will be home to 26 airlines including United, Air Canada, Singapore Airlines and other Star Alliance members.

The Queen opened the original Terminal 2 in 1955.

LH code on LAX-MEL

GERMAN carrier Lufthansa is reportedly intending to place its designator code on United's new Dreamliner service to Australia.

According to *Airline Route*, the LH flight code will appear on UA's brand new Los Angeles to Melbourne route, which is slated to commence from 26 Oct.

UA plans to operate the route using Boeing 787-9 Dreamliner aircraft (TD 21 Feb).



Window Seat

THERE'S no such thing as bad publicity - and US budget carrier Spirit Airlines is proving it by making the most of a report which found it was the most-complained about airline in America last year.

The report, creatively titled *The Unfriendly Skies: Five Years of Airline Passenger Complaints* found that relative to its size, Spirit generated the most complaints of all carriers, and also reported that the number of complaints was increasing each year.

Spirit Airlines ceo Ben Baldanza has issued a robust defence via an open letter saying "the number one thing that makes our customers happy is getting where they want to go for less".

Baldanza points out that over the last five years, Spirit has averaged 8 complaints per 100,000 customers - "that means 99,992 customers did not file a complaint, while 8 did."

"Offering our low fares requires doing some things that some people complain about - more seats on our planes with a little less legroom, no wi-fi or video screens, and no refunds without insurance," he added, pointing out that these reduce costs to "give our customers the lowest fares in the industry".

Spirit has also launched a special sale via a promo code on its website, reducing fares by \$24 to "celebrate the 99.99% of customers who didn't file a complaint in 2013".

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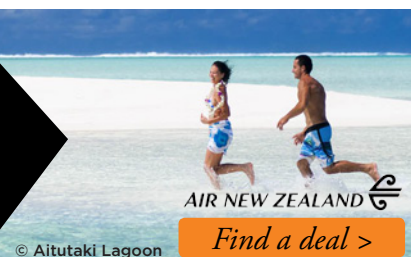


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Including taxes one way (seat only) *Travel dates & conditions apply



Thursday 24th April 2014

Canada visitor data

NEW visitor arrival info from the Canadian Tourism Commission shows the number of Australians visiting the country in Feb has fallen marginally compared to the same time last year.

Aussie arrivals fell 1.7%, while overall arrivals were up just 1.1%.

RCI optimised portal

ROYAL Caribbean International has rolled out a new optimised website to cater for rising traffic using mobile and tablet devices.

The new mobile portal provides info on Royal Caribbean cruises, live pricing, latest specials, ships and live ship webcam feeds.



GOVERNMENT ACCOUNT MANAGER

Europcar New Zealand is seeking to appoint a dynamic and committed **Government Account Manager** to promote car rental and implement and proactively manage relationships with the New Zealand Government.

This is a "hands on" role based in **Wellington**. In managing this major relationship this Account Manager will ensure the delivery of a successful service of the highest quality with a structured, seamless implementation and the provision of timely, accurate and reliable data.

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- Deliver a smooth Implementation of the Services and report on the progress of implementation to Agencies
- Develop a detailed, strategic account plan to grow Europcar's share of the business
- Identify cost savings/behavioural changes that will improve the efficiencies of the service

To be considered for this position you should possess:

- Experience working with (in the capacity of supplying provisions of service to) the Government
- Experience working with Travel Management Companies (preferred)
- Account Management capabilities
- Exceptional customer service skills and drive to deliver quality outcomes for both external and internal customers.
- B2B experience in both account management and new business generation roles

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Do Kokoda campaign kick off



LARRIKIN Australian Rules Football players and television personalities Garry Lyon and Sam Newman last night helped to launch a major new tourism promotion campaign for Kokoda.

Entitled "Do Kokoda", the campaign is being driven by Papua New Guinea Tourism Promotion Authority and GTI Tourism, aims to encourage Australian travellers to try the famed Kokoda Track.

In attendance at the launch also were a number of former trekkers, Kokoda veterans, travel industry and dignitaries, all of whom hold special memories and fondness for the trail.

The launch of the new campaign was timely ahead of Anzac Day tomorrow and comes just after both Lyon and Newman recently took on the PNG trek themselves.

Both Lyon and Newman spoke of their experience on their trek as well as showed a number of special videos and photos.

Guests were also treated to some traditional entertainment from part-PNG musician Airileke and his band - for more campaign details, see www.dokokoda.com.

Pictured above at the launch from left is Andrew Cavallaro, GTI Tourism; Sam Newman, Sarah Anderson, GTI Tourism; Garry Lyon, Naomi Joyce, GTI Tourism; Peter Miller, No Roads Expeditions and Stuart Thompson from GTI Tourism.

Don't cancel for virus

TRAVEL health advisory portal Travelvax is urging the public not to be alarmed over the recent outbreak of a trio of respiratory viruses in major travel hotspots.

Recent cases of the Ebola virus in West Africa, Coronavirus (or Middle Eastern Respiratory Syndrome - MERS) in the Middle East or Bird Flu in China have been reported, but are believed to be of "extremely low" danger.

Only people at high infection risk, pregnant women & the very young or old are being advised to consult a doctor experienced in travel medicine prior to visiting any of these regions.

CLICK HERE for more details.

One Day in Paradise

A SERIES of short films showing the laid-back lifestyle of Tropical North Queensland has launched to the Brisbane market as part of a new intra-state campaign.

The "1 Day in Paradise" promo looks at a day in the life of three TNQ locals including a free diver and a hang glider.

The films are airing on TV and on digital platforms, with deals on offer from Qantas, Escape Travel and Sunlover Holidays.

Thursday 24th April 2014

Industry left wanting Samoa



TWENTY buyers from Australia joined a contingent of more than 60 for the recently hosted Samoa Tourism Exchange in Samoa.

Organisers have heralded the two day event - which involved 40 sellers from American Samoa - as the "most successful yet," with a record-breaking turn out.

The event comes as latest visitor stats show Australians accounted for 25% of all int'l arrivals.

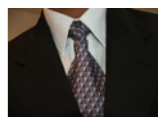
This year's STE saw property famils themed to cater for specific markets, which included many of the fale accommodation options tailoring their product to cater for the discerning taste of the Aussie

traveller, STA's Adele Leathan said.

"Samoa really showcased itself beautifully with the properties impressing all buyers against a backdrop of perfect weather and breath taking scenery," she added.

"Buyers were the first in the world to experience the newest properties along the Romance Coast such as Return to Paradise Resort & Spa and Saletoga Sands Resort and were privy to the latest developments in premier resorts such as Sinalei Reef Resort and Spa and Coconuts Beach Club Resort and Spa."

Participants of the 2014 Samoa Tourism Exchange are **pictured**.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at appointments@traveldaily.com.au.

Benjamin Pilkington has been recruited as its new Area Director of Sales NSW/ACT for **Oaks Hotels & Resorts**. Pilkington brings experience to his new role with InterContinental Hotels as its former Key Account Director.

A number of new appointments across NSW, Victoria and South Australia have been announced by **Accor**, each recently starting in their new roles. **Megan Fleming** has been named as the Regional Director of Sales and Marketing NSW/ACT; **Paul Donnelly** as the new General Manager, Novotel Norwest Park; **Michelle Bradshaw** as General Manager, Hotel Lindrum; **Cameron Jeffery** as new General Manager, Mercure Adelaide Grosvenor; **Anne Gottoli** as Director of Sales & Marketing and **Adam Roberts** as Executive Chef both at the Novotel Melbourne St Kilda and lastly, **Tanya Hussey** as Director of Sales and **Joseph Pirrotta** as the new Financial Controller at the Ibis Adelaide.

Aviation start-up advisory service **Mango Aviation Partners** has hired **Andrew Hughes** as its Executive Vice President for General & Business Aviation. Hughes will work with burgeoning and growing global carriers including Scoot, All Nippon Airways and Peach Airways to assist with financial services, recruitment, engineering, recruitment and much more.

Bangkok accom niche

A **RECENT** visit by Grande Centre Point Hotel Ratchadamri execs has found a void in Aussie tour and wholesale programs offering family and small group accommodation options.

The Bangkok-based property has a range of residential-style accom options, including Grand Suites with separate living rooms & three-bedroom exec suites - a product for which Kriengkrai Sojikul said "the market was hungry."

MTB Cup tourism win

QUEENSLAND'S ability to host world-class sporting events will be put to the test, says Tourism Minister Jann Stuckey, when the UCI Mountain Bike World Cup is held at Cairns this weekend.

The event has attracted a field of over 300 of the world's elite mountain bikers heralding from 33 countries, bringing with them fans and spectators from around the globe.

Those fans will provide a boost to Tropical North Queensland's economy & businesses, including accommodation providers, Stuckey commented today.

Cairns and Assistant Manager for Tourism Gavin King said luring international events such as the MTB World Cup would support the Qld Govt's goal of doubling annual overnight visitor expenditure to \$30b by 2020.

Maui airport upgrade

KAHULUI Airport in Maui will receive a cash injection of US\$305.5 million from the state of Hawaii for facility upgrades and improvements.

Funds will be used to construct a new multi-level car rental facility to improve customer turnaround & reduce traffic congestion.

Further, Hawaii Governor Neil Abercrombie pledged US\$26m for improvements at Honolulu Int'l Airport which includes expanding the current concession space on the Ewa Concourse from the existing 480sqm to 2,600sqm.

Burj Al Arab vows

DUBAI'S iconic "seven-star" Burj Al Arab is offering couples the opportunity to exchange their vows on its helipad, perched over the Arabian Gulf (as **pictured**).

Priced starting from AED200,000 (AU\$59,000), the "Weddings in the Skies" expands the property's ultimate experience collection and includes a tailored ceremony designed by a Wedding Architect.

Arrival by helicopter or Rolls Royce Phantom, a night's accom, specially designed wedding scent and private lessons in etiquette are among other options.



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4 Seasons private jet

LUXURY hotel group Four Seasons has introduced a fully branded private jet experience to its bespoke product line up.

Available from Feb next year, the Boeing 757 aircraft has been customised to accommodate just 52 guests on a range of journeys, and features flatbed seats & wi-fi.

The jet (pictured) will initially be used on three tours, such as a 24-day Around the World trip that departs Los Angeles & visits nine-destinations (including Sydney & Bali), which is priced at the grand figure of US\$119,000ppts.



Travel Daily

First with the news

Thursday 24th Apr 2014

Hotham deal expands

MANTRA Tullamarine Hotel has joined an expanded 'Bus 'n' Bed' offer for interstate travellers flying to Melbourne prior to riding the bus to the Mt Hotham ski fields for a winter ski holiday.

Guests can overnight at Mantra Tullamarine in an Executive Room prior to joining the bus for the total price of \$129pp twin share.

Qantas has confirmed it will not be flying direct services to Hotham for this winter season. Phone 1800 468 426 for details.

VA open Dreamworks exhibit



ABOVE: Kung Fu Panda, Shrek and Princess Fiona as well as Alex, Gloria, the cast from *Madagascar* and many more well-known animated family favourites were on show at a special Dreamworks Exhibition Opening in Melbourne. Virgin Australia recently treated a number of local travel industry personnel and their families to enjoy the opening of the exhibit, which runs until 05 Oct.

Special guests walked the red carpet and were among the first in the world to view the exhibits.

The displays at the Australian Centre for the Moving Image included never-before-seen original concept drawings,

models and original artworks, along with recorded interviews with cast members and fun-filled Dreamworks interactive displays.

Pictured above in the centre with their very excited kids is Kathy Magoutis, Orient Express Travel Group; Janeene Lewis, Jetset North Melbourne; Danielle Trimarchi, Virgin Australia; Michelle Romeo, Orient Express Travel Group with Virgin Australia cabin crew Theoni Sourlos and Sarah Barnett.

CA Travelport tech

AIR China has signed a new merchandising agreement with Travelport which will see it join 26 other carriers participating in Travelport's soon to debut Rich Content and Branding program.

The program helps control how an airline's flight and ancillaries are displayed on travel agency screens, syncing them to that of their own website experience.

Al Bateen takes shape

CONSTRUCTION has begun on a premium waterfront development around the Abu Dhabi marina in Al Bateen, which will feature serviced apartments, a five-star hotel and restaurants. The hotel, once complete, will offer 200 rooms and 57 serviced apartments and will serve as a new tourist precinct near to the existing Yas Marina area.

GOL to fly EZE-FOR

GOL Linhas Aereas Inteligentes is introducing a new once weekly service between Buenos Aires and Fortaleza from 10 May in a bid to increase international tourism to Brazil's northeast.

Flights will operate from Ezeiza Int'l Airport on Sat.

Aloft Calgary launch

STARWOOD Hotels & Resorts has debuted its Aloft brand in Western Canada following the opening of the 143 room Aloft Calgary University hotel.

The property is adjacent to the University of Calgary campus and McMahon Stadium.

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: kokodacomp@traveldaily.com.au

Click here for terms & conditions of the competition.

Q.16: What are the four words on the pillars at the Isurava memorial?



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CONTRACTING PRODUCT MANAGER SYDNEY – SALARY PACKAGE TO \$120K

One of Australia's leading travel companies has seen significant growth this year and is now looking for an experienced Contracting Product Manager. You will build and secure long term relationships with supplier partners ensuring competitive product is the end result with all contracts and override targets are achieved. Bring your exceptional negotiating skills to this leading travel company and watch you career soar!

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NATIONAL SALES MANAGER SYDNEY – EXCELLENT SALARY PACKAGE

Make the move you won't regret! We're looking for a strong sales professional who has experience within a national or state sales role. You will have extensive relationships across the trade and be known as a highly effective, professional and reliable person with the capabilities to grow a business. If you are ready for an exciting new challenge with a strong brand ring and have a confidential chat with one of our executive recruiters today.

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Combine your high level sales skills with your strong Events background to take the next step into this Director role. Overseeing a team of operations and sales managers, your key strengths will include strong connections within the MICE space, the ability to win and nurture top clients as well lead and motivate a team to succeed. This is an amazing opportunity for an experienced Events Sales Manager to take the next step in their career, Top salary and bonuses on offer.

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TEAM LEADER / MANAGER SYD & PER – SALARY PACKAGE TO \$85K

Use your strong management skills when you join these forward thinking organizations today. Working as a hands-on manager you will be required to handle a small portfolio of business and drive the team to perform at their peak ensuring customer satisfaction is achieved gaining solid client retention. With your background in corporate travel and management you will know how to build a successful team environment

TECHNOLOGY IS THE KEY

ACCOUNT MANAGER SYD – EXECUTIVE SALARY PACKAGE

Make your travel career more relevant by joining the advancing world of travel technology. You'll be joining a global organization delivering cutting edge solutions to the travel industry, all the while strengthening your relationship across the industry. If you're hungry for success, recognition and career progression this company will offer you all that and more. If you have industry sales or account management experience apply today.

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CONF AND EVENTS BUSINESS DEVELOPMENT SYDNEY SALARY TO \$80K PLUS BONUSES

Do you know how to hit the ground running and make your mark on securing new event business? This fantastic new role is a great opportunity to get ahead with a market leader. Your experience in event/corporate sales has given you the skill in developing leads, creating unique proposals building relationships and signing up valuable new business. A great opportunity with a company that offers career development, and ongoing training.

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Working in partnership with the Australian Travel Industry

Travel Consultant

Gold Coast \$40K+Comm. Ref1789/PS1

Are you looking for work for a leading national travel company where you will be rewarded with a generous base salary and uncapped commission? If you are a professional yet bubbly travel consultant with worldwide product knowledge and have proven experience not only working to but smashing targets then this could be the role you have been looking for. We are looking for both part-time and full time consultants to join their team to work 9-5 Mon-Fri and Saturdays 0900-1300 on a rota.

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

Group Travel Consultant

Sydney - \$Competitive – Ref: 1085SJ1

A unique role is available in Sydney for a group travel specialist. This is more than just reservations though; get involved with sourcing & contracting airlines & accommodation to form the best travel package for your clients. Be it 10 people or 10,000 are you up to the challenge? Travel experience is necessary from a reservation or product background and the drive for long term career progression. In return a competitive salary is on offer & a great team environment.

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

Operational Travel Manager

Melbourne Competitive Salary Ref:1100KF1

Are you an experienced operational travel manager with solid cruise knowledge? Do you thrive on daily operations and enjoy looking after esteemed clientele? If you have extensive ground handling management experience within a tour operator, solid product knowledge of Aus & NZ then this is the role for you. Overseeing the operations team to ensure all procedures and processes are adhered to and establishing close working relationships with shore excursion teams and suppliers.

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

Business Development Manager

Perth \$55K OTE + Super + Benefits Ref:1103LB1

Rare travel sales opportunity for this first class touring company! Do you have proven business development experience and an excellent sales record? This leading company are looking for an experienced executive to contribute to their supportive sales and marketing team based in Perth. If you are proactive, able to work well autonomously, and are target driven then I want to hear from you. Fantastic salary package on offer including company car, phone and laptop!

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.

Cruise Specialist

Brisbane CBD. \$40K+Plus Uncapped Comm: Ref:1003PS1

Are you a senior travel consultant looking to step in a specialist role? Do you have a passion for cruise with extensive river cruising product knowledge? This independent travel company are expanding and are looking for a hard working, sales focused consultant to join their family friendly team. If you are looking for a role where you will get your work life balance back yet not having to compromise on your salary then this could be the job for you! An excellent base salary is on offer along with an uncapped commission scheme and extensive company benefits. Apply now!

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

Corporate Leisure Travel Team Leader

Sydney - \$65-75K + incentives: Ref 1075SJ1

A fantastic opportunity to work within a leading travel provider as their Team Leader. This small team of experienced consultants are looking for a motivated & proactive leader. You will bring your high end consulting experience as well as your strong team mentoring skills. This is a hands on role, you will enjoy the diversity of reservations & leading a friendly & professional team. Be rewarded well with a great salary, plus bonuses. Modern office in a central location.

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

Wholesale Travel Consultant

Melbourne \$40-43k + incentives Ref:1104KF1

Are you an outgoing travel consultant with excellent customer service skills? As a travel consultant, can you look after your clients and ensure they are offered excellent service on their booking enquiries. A brand new role located in the Bayside area to start immediately! This leading, global travel company is seeking a true travel consultant! You must have experience working in a busy environment, enjoy working to targets and love to provide effective and efficient service.

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

Experienced Travel Consultant

Adelaide \$DOE + Super + Commission Ref:1100LB2

Travel Consultant wanted for this busy & successful retail agency. Your excellent knowledge of worldwide destinations along with your sales skills will be key for this company. If you have outstanding customer service skills, and a passion for the travel industry then this role is yours! Consultants with at least 3 years prior experience are encouraged to apply, and will be rewarded with a solid salary package and a great work-life balance in this office.

For more information please call Lauren on
(02) 9113 7272 or click [APPLY](#) now.



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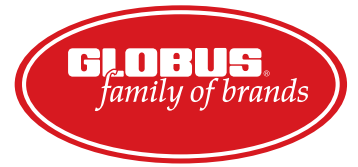
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REGIONAL SALES MANAGER

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.

