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Air Serbia winners

CONGRATULATIONS to Aleks Popovic from American Express Global Business Travel, Neha Mehta from Travel Cube and Ivona Carr from Scenic Tours who were the three lucky winners in **Travel Daily's** recent Air Serbia mini-competition.

As winners, each won return Economy tickets from Abu Dhabi to anywhere in Europe on Air Serbia's network, via the carrier's Belgrade hub.

QF to launch auto check-in

QANTAS is set to debut a new automatic check-in service allowing passengers to check in, select a seat and receive a boarding pass via SMS.

To roll out to selected customers on certain routes across the QF domestic network from today, the technology is "driven by demand for a quick and seamless airport experience," Qantas said.

Travel agents can help their customers utilise the system by entering mobile phone numbers and/or email addresses into PNRs as an OSI via the GDS.

On the day of travel or the night before, passengers will receive an SMS or email asking if they are

still planning to fly.

Upon confirmation, they will receive a boarding pass on their phone which can be scanned at the bag drop at the airport as well as when boarding.

Launch routes will include flights from Sydney to Darwin, Adelaide and Perth, while other existing technology and face-to-face services will remain unchanged.

Customers will still be able to check in via the Qantas app or website 24 hours before departure, as well as at customer service desks and airport kiosks.

A350 launch set back

AIRBUS and Qatar Airways have confirmed the postponement of the delivery of the first A350 XWB aircraft for an indefinite period.

QR is the launch customer for the carbon-composite jet and was expecting to take delivery of the first unit this coming Sat.

No reason was cited for the delay, but an Airbus spokesman said "We are working very closely with Qatar Airways to meet our common goal to deliver their first A350 XWB very soon".

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Travel Daily on location in Las Vegas, Nevada

Today's issue of *TD* is coming to you courtesy of Expedia, which is hosting its 15th annual Partner Conference in Las Vegas this week.

THEMED 'Learn. Connect. Innovate.', the Expedia 2014 Partner Conference has been a sellout, with suppliers from across the globe gathering to discuss the latest trends in the global travel marketplace.

Speakers will include Carnival Corporation ceo Arnold Donald, MGM Resorts chief Jim Murren and Etihad Airways ceo James Hogan, with a ceo panel moderated by Expedia head Dara Khosrowshahi.

The conference is taking place at the Bellagio Hotel in the heart of the Las Vegas strip - more from Nevada in *TD* tomorrow.

Red Gum deal "not fair"

THE independent expert report into the acquisition of Holiday Planet, Asia Escape Holidays and Motive Travel by WA mining firm-cum travel player Red Gum Resources has been amended, with RM Corporate Finance now concluding the deal is "not fair, but reasonable" to existing shareholders.

Previously, the independent expert had said the deal was fair and reasonable, but due to revised terms (*TD* 05 Dec) which

followed the adjournment of the Extraordinary General Meeting to approve the deal, it has now been determined that it's not fair because the current value of a Red Gum share...is equal to or more than the value of a share after the acquisition of Holiday Planet and the subsequent capital raising".

If the deal is approved, Holiday Planet will end up holding more than 35% of the company, which plans to relist on the ASX as The Australian Travel Group.

This would follow the issuance of 18,750,000 fully paid ordinary shares at a deemed issue price of \$0.20 each to Holiday Planet shareholders, along with 250,000 convertible notes with a face value of \$1 each plus the payment of \$750,000 in cash.

The reconvened meeting to consider the acquisitions is now scheduled for 9.30am Perth time on 18 Dec.

CX unveil new app

CATHAY Pacific has revealed a new mobile app that enables users to confirm flight departure times, choose seats, check-in multiple passengers, obtain boarding passes and retrieve details of any connecting flights.

The revamped CX app is available for Apple & Android devices from the App Store or Google Play Store.

Amadeus appoints

AMADEUS has announced an expansion of its regional sales and marketing team to support demand and "substantial growth" in the hotel and corporate sectors.

Appointees, to be based in the new Amadeus Pacific office in Sydney, include Robert Chamberlin who relocates from Nice to become Head of Global Customer Group, Pacific region.

Former Lido Group executive Benjamin Weinmann is Amadeus' new Manager, Hotel Distribution - Pacific, tasked with expanding Amadeus hotel content and working closely with TMCs on hotel adoption.

And Hinda Smith is the firm's new Strategic Marketing & Communications head for Pacific region, based in Melbourne.

Fabian Longin is now Amadeus' Corporate Online Sales Consultant, while Michelle Weir joins the Amadeus NZ team as Client Relationship Manager.

More appointments on **page 7**.

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IATA launches NDC agent study

THE International Air Transport Association (IATA) has announced a new research project which will look at the impact of IATA's New Distribution Capability on travel agent distribution.

To be conducted by an independent consultant, the study will see IATA collaborate with a "Coalition of National Travel Agent Associations" - including the Australian Federation of Travel Agents and its counterparts in Brazil, Canada, India, NZ, South Africa & the USA.

"As a better understanding and acceptance of NDC by airlines becomes apparent, it is timely to now undertake this research study to investigate how travel agents might benefit from the implementation of the standard," said AFTA ceo Jayson Westbury.

Analysis will be undertaken to understand the business, technology and commercial implications of NDC for agents,

as well as "exploring options to overcome possible obstacles to successful NDC implementation by the parties within the travel value chain".

The study will also provide scenarios of potential funding models for the transaction of airfares and airline ancillary products via the travel agent channel using the NDC standard.

Both business and leisure travel perspectives will be covered, while input will also be sought from airlines, GDS, travel technology firms and providers of corporate booking tools.

Nichol to WMDL

FORMER Delaware North Companies senior marketing mgr Rebecca Nicol has been appointed as Whitsundays Marketing and Development Limited's new Destination Tourism Manager.

She begins in the role on 15 Dec.

QF loses FBT appeal

QANTAS will be forced to pay Fringe Benefits Tax on car parking facilities provided to its staff at airports across the country, after losing an appeal against an Administrative Appeals Tribunal decision in the Federal Court in Victoria this week.

The case turned on the definition of "public car park," with Qantas asserting that because airport parking stations are generally used by travellers rather than people commuting to and from work, FBT on parking provided to QF staff should not be applicable.

However the judges in the appeal decided that the presence of a car park accessible by members of the public within 1km of Qantas-provided parking meant that FBT does apply.

The Commissioner of Taxation will pay the legal costs incurred by Qantas in the case, which was funded under the ATO's Test Case Litigation Program.



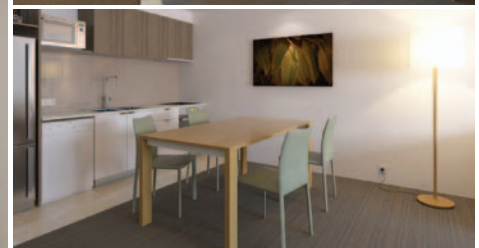
Window Seat

BRITAIN'S BBC will launch a UK rival to Disneyland, in the form of a major new theme park in Kent dedicated to shows such as *Doctor Who* and *Top Gear*.

BBC Worldwide has signed an agreement with Paramount Pictures for the development of the attraction which will also feature some of Paramount's blockbuster Hollywood properties such as *Star Trek* and *Transformers*.

Targeting 15 million visitors a year, the theme park is scheduled to open in 2020 in Swanscombe, with features such as an indoor water park, cinemas, restaurants and hotels.

The BBC is expected to make "millions" from licensing deals, with other parts of the park likely to showcase Merlin and a range of kids programs.



Quest Townsville on Eyre – opens 15th December

Quest Townsville on Eyre is set to become Townsville's newest accommodation provider. Located just a block from The Strand, and a short distance to the CBD, Quest Townsville on Eyre comprises studios, one, two and three bedroom serviced apartments, ideal for the business traveller or holidaymaker.

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Expedia signs global Best Western deal

EXPEDIA has announced a new "global partnership agreement" which will see Best Western branded hotels distributed across all Expedia Inc websites.

Expedia has more than 150 travel sites in over 70 countries, while Best Western boasts over 4,000 hotels across the globe.

"Best Western is one of the most recognisable and popular hotel brands in the world," said Melissa Maher, senior vp of the Global Partner Group at Expedia.

"We are thrilled at the opportunity to drive demand to their owners, and offer Expedia shoppers a swathe of new Best Western hotel options to book."

The deal includes participation in the Expedia Traveler Preference program, giving site users the option of paying at the time of booking or directly at the hotel when they stay.

Technology enhancements will ensure that rates and availability of rooms will be reflected in real time on Expedia sites.

MU AKL inaugural

CHINA Eastern Airlines has launched its inaugural seasonal services between Shanghai and Auckland, with flights operating daily during peak (Jan) season.

CVFR accredited

AFTA today confirmed that the CVFR Travel Group has joined the ranks of accredited travel intermediaries under the ATAS program.

"As a consolidator we should be setting the example for the industry so it is important for CVFR Travel Group to become a member," said md Ram Chhabra.

AFTA ceo Jayson Westbury said accreditation applications are being assessed apace, with over 2,400 locations already part of ATAS and another 550 under way.

"Such industry wide adoption speaks volumes for the scheme's robustness and acceptance," he said, with AFTA targeting 2,500 ATAS members by the end of 2014.

Syd occupancies up

HOTELS in Sydney set occupancy levels in excess of 90% for only their second month this year in Nov, STR Global has reported.

Average daily hotel rates rose 5.4% year-on-year to \$221.89.

RevPAR levels were at their peak for Nov since 1995.

"After a projected 3.7% RevPAR increase in 2014, we are forecasting another 2.2% growth in RevPAR, equally driven by growing occupancy and ADR (Average Daily Rate) levels," STR Global md Elizabeth Winkle said.

ATM '15 regos open

REGISTRATIONS for the 2015 Arabian Travel Market in Dubai (04-07 May) are now open online.

This year's "spotlight theme" is Family Travel - more info [HERE](#).

NHH rewards Top Achievers



NEW Horizons Holidays led this group of travel consultants on a whirlwind reward trip to Bali earlier this month.

Itinerary highlights included relaxing on the white sandy beaches of Sanur, morning yoga and spa treatments in Ubud and a visit to the popular Bali Centre for Artistic Creativity.

The group enjoyed evening beverages at the luxurious Anantara Seminyak hotel before sampling classic Indonesian

cuisine with a fresh twist at Bambu Seminyak.

Pictured at Anantara Seminyak from left are Sue Holmes, Carine Travel Bug; Steven Slicer, New Horizons Holidays; Michelle Triscari, Sunwild Holidays; Anita Ness, helloworld Dunsborough; Brad Schell, helloworld Joondalup; Kyllinda Potter, Travel Hotspot; Chris Evans, New Horizons Holidays; Kim Simpson, Our Travel Agent and Debra Nazzari, helloworld Belmont.



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EVA Air to Houston

STAR Alliance carrier EVA Air is launching thrice weekly flights from Taipei to Houston beginning 19 Jun, using 777-300ERs - BR's fifth hub in the United States.



FLIGHT Centre's wholesale arm Infinity Holidays hosted its 25 most improved stores on a 5-star luxury trip to Tahiti during Nov. The agents spent six days living it up in Bora Bora, unwinding by snorkeling, paddling and diving. Based at the Hilton Bora Bora

Nui Resort & Spa for three nights and staying in stunning overwater villas, the participants went on a 4X4 safari in the mountains one day and a jet ski tour the next.

A further three nights were spent at the St Regis Bora Bora, again in overwater villas.

Activities from the second hotel included the Aquasafari whereby agents donned old-fashioned diving bells over their head and walked on the ocean floor feeding fish on infinite variety.

Agents also had the chance to feed sharks and stingrays during another water-based experience.

Participants are **pictured** above at the bespoke 44-acre St Regis Bora Bora Resort.

iPhone 6+ for UA crew

UNITED Airlines' 23,000 flight attendants are set to receive an Apple iPhone 6 Plus next year.

The devices will be rolled out in Q2 2015 and will provide UA staff with safety & service information, access to company emails, handle onboard retail sales & the ability to perform real-time reporting.

Luxperience recruits

CRISTINA Magni has today been announced as the buyer program manager for Australian luxury travel show Luxperience.

The Italian-born luxury travel expert most recently worked at Hilton Hotels in New Zealand.

Luxperience said Christina's background and int'l experience gives her a keen understanding of cultural sensitivities which is of benefit when dealing with overseas and national buyers.

Hyatt enters Okinawa

A FRANCHISE deal has been struck which will see the launch of the Hyatt Regency brand on the island of Okinawa in Japan.

Hyatt Regency Naha, Okinawa will comprise 294 rooms and is earmarked to open in late 2015.

MEANWHILE, Hyatt Hotels Corp has sold the 644-room Hyatt Regency Vancouver for US\$123m.

The Vancouver property will continue to operate under the Hyatt Regency branding.

Honkers wheel spins

THE latest tourist attraction in Hong Kong has officially opened.

Located on Hong Kong Island, the Hong Kong Observation Wheel stands at 60m tall and features 42 luxury gondolas.

Offering panoramic views of Victoria Harbour, each cart holds up to 8 pax and take 15-20mins for a full rotation.

Admission is HK\$100 (AU\$15) for adults - see www.hkow.hk.

Lamborghini school

MOTORING enthusiasts have the chance to test their skills as part of the Lamborghini Winter Academia taking place in Aspen/Snowmass, Colorado in Feb.

The first-time North American-based winter driving school will enable drivers to get behind the wheel of the all-wheel-drive Aventador LP 700-4 and the Huracan LP 610-4 on ice & snow.

Two-night packages provide full days practicing emergency braking, perfecting drifting skills and honing driving methods.

Sessions are planned for 05-07 and 06-08 Feb - more details at register.lamborghinievents.com.

ibis Styles mates rate

THE newbuild 52-room ibis Styles The Entrance is offering pre-opening industry rates from \$109 for stays from 01 Jan to 28 Feb.

Located on the NSW Central Coast, the trade deal is based on a queen standard room inclusive of continental breakfast which can be upgraded to a hot breakie for an extra \$7pp.

Ibis Styles The Entrance is slated to open on Christmas Day.

CLICK HERE to place a booking - industry ID required at check-in.

TZ delays 787 debut

SCOOT has pushed back the launch of its 787-9 Dreamliner operations to Perth and Hong Kong from the originally slated 01 Feb debut until 16 & 17 Jan respectively, GDS displays show.

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LAN 787-9s to SYD

LATAM Airlines Group has today confirmed Oceania routes have been earmarked for its longer range 787-9 Dreamliner aircraft, to be operational by Q4 of 2015.

Recently, LATAM revealed LAN Airlines would begin servicing the Santiago-Auckland/Sydney route using the smaller 787-8 aircraft, starting Apr (TD 11 Nov).

The Latin American carrier also said it would boost frequencies between Chile and Australia/New Zealand through new weekly departures by the end of 2015.

The -9 Dreamliner will result in a 27% jump in capacity on the route.

"These new additions for 2015 will position LAN Airlines as the largest carrier between Oceania and South America in terms of capacity and connectivity to all major cities in South America," said Patricio Aylwin, md Asia-Pacific, LATAM Airlines Group.

"The upgrade in aircraft together with an increase in frequencies will also mark a huge upgrade in service and demonstrates our continued commitment to the region," he added.

LAN currently operates the daily SCL/AKL/SYD service using Airbus A340 aircraft.

Melb Star local rate

MELBOURNE Star Observation Wheel has released a \$50 Annual Pass for Victorian residents providing unlimited 'flights' and a 10% discount for friends.

Thursday 11th Dec 2014

Consolidated Vegas famil



THIS lucky group of travel agents were recently treated to Business class flights to Seoul and Los Angeles as part of a famil hosted by Consolidated Travel Group and Korean Air.

From Los Angeles, the group took to the open road, driving to Las Vegas in convertibles courtesy of DriveAway Holidays,

experiencing the wind in their hair on the popular tourist route.

A surprise Champagne balloon flight over Las Vegas was a hit.

Participating agents are pictured at Santa Monica Pier and were escorted by Steven Heinrich from Consolidated Travel (centre) and Cameron Brown from Korean Air (third from right).

Liz Quay countdown

THE West Australian Govt says Perth's Elizabeth Quay project is on time and budget for an opening in 12 months time.

Once complete, the precinct will have the capacity to host events for up to 15,000 people and will feature a Ritz-Carlton hotel.

Coco Beach reps

VANUATU'S Coco Beach Resort & Restaurant has appointed Travel Representation Services to head up its sales and marketing activity in Australia.

The beachfront property is located on Mele Bay in Port Vila.

ANA takeoff app

JAPANESE carrier ANA has rolled out a new app designed to relax and take passengers' minds off the takeoff phase of flights.

Called 'ANA Takeoff Mode', the app is designed to sidetrack users with puzzling games and relaxing music in the background.

A unique feature of the app is that it measures the amplitude and frequency response of the ambient noise inside the aircraft cabin, and when the plane's engines are a full throttle, the audio profile triggers a special animation - view the app [HERE](#).

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Vivid dates confirmed

DESTINATION NSW has advised the Vivid Sydney Festival of Light, Music and Ideas will return in 2015, with an 18-day event set to take place from 22 May to 08 Jun.

Thought Leaders envisage 2015



IDEAS and strategies for success were yesterday wrapped and put under the proverbial Christmas tree for members of the Australian Tourism Export Council (ATEC) to explore next year.

After two days of conferencing by ATEC members at its annual Meeting Place gathering, the final session was a Thought Leaders Forum, where delegates were given advice for action in 2015.

Captains of the travel & tourism industry and leaders of some of Australia's best known and most successful tourism operations divulged some words of wisdom to inspire and motivate members.

Speakers urged members to invest in their staff as perhaps their most crucial asset, engage better with customers through technology and social media, embrace mobile platforms, work to maximise conversion and more.

ATEC managing director Peter Shelley told *Travel Daily* the two days at Meeting Place had unearthed many great ideas and

identified issues of concern.

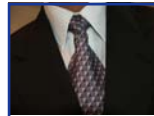
"The key issue in an industry context is education, training and product development."

"Those are the areas that we need to invest a lot of effort between our government partners and the industry to work together to continue market readiness and the growth of the opportunity when the demand arrives.

Pictured above are the forum members, from left is John King, ATEC; Andrew Burnes, AOT Group; Rachel Argaman, TFE Hotels; John O'Sullivan, Tourism Australia; Denis Pierce, ATEC; Todd Coates, BridgeClimb Sydney; Anna Guillan, Kerzner International; Anthony Hayes, AAT Kings; Sarah Mathews, TripAdvisor; Peter Shelley, ATEC and Georg Ruebensal, Expedia.

MEANWHILE, Southern Travel Holdings and The Walshe Group managing director Jacqui Walshe has taken a position on the ATEC Board of Directors.

More from ATEC in **TD** tomorrow.



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.

Tourism Fiji has named its NZ Regional Director **Wayne Deed** as Acting Chief Executive, while Marketing Manager **Michelle Sinnott** has also been confirmed as the organisation's Acting Director of Global Marketing.

Sultanate of Oman Tourism has appointed **Margaret Spiro** as its Account Manager in New Zealand. Oman Tourism's former PR and Marketing Exec for Australia, **Adriana Petkov**, has also stepped down.

Heather Leisman has been appointed as Vice President Industry Marketing for **TripAdvisor**, based in the company's Massachusetts HQ.

Jason Neophytou has been appointed as Marketing & E-Commerce Executive for **Pullman Hotels & Resorts**, moving from his former public relations role with the Travel Corporation.

The Singapore Tourism Board is expanding its Sydney-based team, with the appointment of **Cheryl Wen** to manage the marketing portfolio and **Rebecca Lavender** with responsibility for the travel trade across Australia and New Zealand. Wen relocates from STB's Singapore office, while Lavender's career has included roles with Hawaii Tourism Oceania, Wollondilly Shire Council and QBT.

Karen Marvell has been named as the new Director of Sales & Marketing for **Vomo Island Resort** in Fiji. To be based in Sydney, Marvell is well known to the Fiji market, with former roles with Outrigger Hotels & Resorts and Castaway Island.

Air Mauritius has made a number of appointments to boost its presence across Australia. Appointees include former Cox & Kings Senior Product Manager **Brian Christou** as Sales Executive Vic/NSW/QLD and **Fleur Thornton** (ex Asia Escape and New Horizons Holidays) as Sales Executive WA/SA. Also new are **Celine Templin** as Reservations/Ticketing Consultant WA and **Jag Sidhu** as Reservations/Ticketing Consultant Vic.

Royal Caribbean Cruises Limited has reshuffled its senior ranks, with the appointment of **Michael Bayley** as the new CEO of Royal Caribbean International and **Lisa Lutloff-Perlo** to head up Celebrity Cruises.

Marine Tourism Management Group has appointed **Carmen White** to the newly created role of Director of Sales, covering the group's operations in Fiji and the Whitsundays. The company runs South Sea Cruises, Blue Lagoon Cruises, Awesome Adventures Fiji and Vinaka Fiji, as well as Cruise WhitSundays and Awesome Whitsundays.

Anna Bathgate has taken on a new role as PR Manager for **Royal Caribbean Cruises** in Sydney. She was formerly an Account Manager with Professional Public Relations working on the Emirates account.

Tourism New Zealand has appointed **Steven Dixon** as its new Regional Manager, South and South East Asia, responsible for markets including India, Indonesia, Malaysia and Singapore. Based in Singapore, he was previously TNZ's Business Events Manager for Los Angeles.

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Aviation consultation

THIS week saw the first meeting of the Aviation Industry Consultative Council, a body convened by Infrastructure Minister Warren Truss to provide the sector with a "direct voice" to the Australian Government.

"Aviation is central to the Australian economy... so the Australian Government is committed to ensuring aviation's many voices are heard," he said.

The Council is made up of 18 members from across the aviation sector including Qantas ceo Alan Joyce & Virgin Australia head John Borghetti.

Topics covered included regulatory burdens, challenges in regional aviation and the govt's response to the Aviation Safety Regulation Review report.

Tourism WA warning

TOURISM providers in Western Australia are being targeted by a scam in which businesses are advised to pay outstanding invoices to list on the Australian Tourism Data Warehouse for WA or westernaustralia.com websites.

"Tourism WA strongly advises against paying such invoices without first seeking their authenticity," the company said.

G Adv 12 days of Xmas

FOR a third year, G Adventures will discount a selection of tours during its '12 days of G' promo.

To commence on 13 Dec, the adventure tour operator will offer 12 different travel deals each day in the lead up to Christmas Eve.

The 15% saving will be offered on a variety of touring options, including old favourites and new adventures, with details of the trip promoted on G Adventures website and Facebook page.

In addition, there is a chance to win a trip to India on G's website.



Taronga twilight deal

TARONGA Zoo has released details for its re-vamped Twilight at Taronga series which is set to commence on 30 Jan, running from 30 Jan to 21 Mar.

For the 2015 season, accom packages are available with QT Sydney as well as Taronga's Roar and Snore for concert goers.

QT packages start at \$568 per couple - [CLICK HERE](#) for details.

ONJ Summer Nights

OLIVIA Newton-John has extended the season of her 'Summer Nights' residency at Flamingo Las Vegas until Sep.

The Aussie entertainer has scheduled 70 shows from Mar through to Sep, with tickets going on sale from 12 Dec.

ABOVE: Natural Focus Safaris has announced the names of two agents who will be jetting off to India on one of the firm's all-inclusive adventures next year.

Cassandra Zayonce from TravelManagers and Lorraine Herring from Maria, Fellowes & Turner Travel were among the hoards of agents participating in an incentive run by NFS.

The duo earned an entry into the random prize draw by simply participating in one of Natural Focus Safaris' informative India webinars and then answering five quiz questions related to the chat.

Cassandra (right) and Lorraine - pictured with their favourite brochure - will explore Delhi, Agra, Jaipur and more in Apr.

AWS plans to add additional webinars in the future.

Win a trip to Abu Dhabi flying with Etihad Airways

This month *Travel Daily* is giving the travel industry a chance to win a trip to Abu Dhabi, courtesy of Abu Dhabi Tourism & Culture Authority, Etihad Airways, Shangri-La Hotels and Arabian Adventures.

The prize includes:

- 2 return Economy Class flights to Abu Dhabi with Etihad Airways
- 4 nights staying in a Deluxe room at the five-star Shangri-La Hotel, Qaryat Al Beri
- Breakfast daily
- Airport transfers and sightseeing tour with Arabian Adventures

Everyday *TD* will ask a different question about Abu Dhabi and Etihad Airways. The subscriber with the most correct answers and the most creative answer to the final question will win this amazing prize.

Send your answers to: abudhabicomp@traveldaily.com.au

This 'Oasis City' - the emirate's second city - was the first site in the United Arab Emirates to make it to UNESCO's World Heritage List. What is its name?



Senior Travel Consultant (Retail) - Perth

We are looking for a highly motivated, well travelled senior consultant with a vibrant personality to be an integral part of our team. Applicants will need to have a minimum of 3 years experience, comprehensive destination knowledge, great people skills and preferably with Galileo and CCT experience.

Travel Directors was founded almost 30 years ago and for the past two decades have been running their unique "Adventures of a Lifetime" – small group escorted tours to spectacular destinations.

In addition we have a thriving retail/corporate department and as part of our expansion plan we require a new senior consultant to complete our team.

Salary Package: From \$56,500 + Super + commissions and extra leave entitlements plus birthday holiday.

If you think you have what it takes, enjoy a challenge, want to earn top dollar and enjoy great travel opportunities, we want to hear from you.

All applicants and contact will be treated as confidential.

Send your resume or contact Nia on nia@traveldirectors.com.au or ph: 0412688565



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 at www.traveldaily.com.au.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

EXPRESSIONS OF INTEREST

**ACCOUNT MANAGER
PERTH – EXECUTIVE SALARY PACKAGE**

This highly successful company are seeking expressions of interested for upcoming roles this new year. Looking after the Perth market, you will be self-motivated and utilise your strong negotiation and contracting skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

OFF THE BEATEN TRACK

**BUSINESS DEVELOPMENT EXECUTIVE / CONSULTANT
PERTH - SALARY PACKAGE DEP ON EXPERIENCE**

Due to growth, this is sensational adventure travel company is seeking a sales driven individual with both consulting & sales experience. In addition to assisting with VIP client itineraries, you will spend majority of your days building strong relationships & growing brand awareness. You will be motivated to develop new business opportunities & grow the region year on year sales. In addition to your strong sales skills, you must have a passion for adventure travel.

SECURE YOUR FUTURE IN I.T.

**TECHNICAL SOLUTIONS SPECIALIST
BRISBANE CBD – UP TO \$105K PKG + BONUSES**

We have the rare opportunity to join a prominent industry distribution and e-commerce provider as a technical expert. You'll be responsible for supporting a key industry client and work to identify opportunities for improvement from a technical and platform perspective. Your previous experience working in a technology environment within the travel industry and proven skills in managing stakeholders including third party partners will be the key to success.

MOVE YOUR IT CAREER FORWARD

**IT ADMINISTRATOR
SYDNEY – EXEC SALARY PACKAGE**

This popular travel company have a newly created role available, bringing their IT functions in-house rather than using an external supplier you will be responsible for all IT, including data base phones and booking systems. You will have at least one direct report initially which could increase. This could be your chance to step up into a more senior role, please submit CV and full cover letter.

UNIQUE CLIENT BASE

**SENIOR CORPORATE ACCOUNT MANAGER
SYDNEY - SALARY PACKAGE \$\$ + INCENTIVES**

You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year.

TECHNOLOGY IS OUR FUTURE

**ACCOUNT MANAGER
SYDNEY – \$80K PLUS BONUS**

If you're hungry for success, recognition and career progression this company will offer you all that and more. We are looking for someone with a mixture of Sales and Account Management for this position, Sales is a must. Strong industry contacts is also highly desirable. If you are not scared of cold calling on your industry colleagues whilst maintaining strong existing relationships this role is for you. With career advancement and a great salary on offer.

BEAUTIFUL CAPRICORN COAST

**TRAVEL MANAGER
ROCKHAMPTON – UP TO \$75K PKG + BONUSES**

We currently have the rare opportunity to join a successful agency in Rockhampton as a travel manager. Mentoring and training new and senior consultants you'll know the secrets of motivating a team to achieve successful sales results and provide exceptional customer service. Overseeing the daily running of the office you'll be involved in local area marketing and identifying avenues to increase the agency's client base. Top package + bonuses on offer.

TRAINING ROLE FOR EXCITING COMPANY

**TRAINING MANAGER
SYDNEY – \$80K PLUS SUPER PLUS BONUS**

Training roles like these only appear once in a blue moon, this company are an emerging exciting sector of the travel industry, be part of a creative and diverse environment. We require a skilled training manager with at least 5 years' experience in a training role, you will have two direct reports so leadership skills are also required, along with formal qualifications. You will enjoy Mon-Fri hours, great salary and bonus structure along with amazing benefits.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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Working in partnership with the Australian Travel Industry

Retail Branch Manager

Sunshine Coast, \$Excellent. Ref:1463PS1

Experienced 2IC ready for your own store or a hands on Manager who is looking for a fresh challenge? Want to work with one of Australia's leading travel companies? If you are a natural leader, enjoy motivating a small team and have a demonstrated high level of customer service then I want to hear from you today! Working in centrally located offices you will be responsible for the stores day to day running. Strong GDS skills and previous management in a similar travel environment are essential.

For more information please call Peta on (07) 3023 5024 or click [APPLY](#) now.

Travel Sales Manager – NSW

New South Wales, \$DOE, Ref: 1373MB1

A leading European Travel Wholesaler is looking for a Sales Manager to promote their products across the NSW travel market. This role is perfect if you have Inside Sales experience or if you are an experienced Travel Consultant looking for your next career move out on the road. Predominantly on the road you will Account Manage existing clients while also target new business. A golden opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

Group Travel Consultant

Melbourne, Attractive Package, Ref: KF09451

Are you an experienced retail travel consultant looking for a change? Do you have experience in booking groups? This travel organisation is looking for someone to join their team. If you are looking for a fantastic career in travel and have experience then please read on! Within this dynamic team no two days will be the same! You will use your groups booking experience to book travel worldwide. The successful candidate will be offered a competitive salary with excellent company perks!

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

Travel & Sports Consultant

Perth, \$DOE, Ref: 1471LB1

Are you a sports fanatic currently working in corporate travel and looking for a new change? This successful agency is looking for someone to join their team booking sporting, event & group travel. This travel company is a qualified provider of comprehensive travel and incentive packages to Australia's major sports events and leisure destinations worldwide. A unique opportunity for experienced travel consultants who have a passion for events, with Galileo experience preferred.

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

Senior Cruise Travel Consultant

Brisbane, OTE, Ref: 1448AW3

Are you a cruise travel specialist looking for a change? Would you like to start before Christmas? Our client is an award winning business experiencing growth. Centrally located, they sell cruise around the world along with pre and post. Bring your GDS skills, cruise product knowledge, impeccable sales skills and enthusiasm to this role. My client will reward your hard work with lucrative commission and will offer high end educational trips. We are interviewing now for immediate start!

For more information please call Anna on (07) 3023 5023 or click [APPLY](#) now.

Travel Consultant

Newcastle, \$Competitive, Ref: 1390MB1

Don't miss this amazing opportunity to work closer to home, Close knit team, flexibility offered. We are looking for an experienced Travel Consultant who is looking for a refreshing change and wants to stay closer to home. Work for a well-established Travel Agency with supportive management, be rewarded for your hard work and be paid what you're worth. No two days will be the same with a mix of face to face, email and over the phone consulting, bring your high end touch to this agency.

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

Wholesale Travel Consultant

Melbourne, Fantastic Salary, Ref: 1477MDB1

If the South Pacific is your passion and you have travelled the region, why not specialise in what you love to do! This is a fantastic opportunity for an experienced tailor made travel consultant to join the expanding team in this leading luxury wholesale operator based in Melbourne. You will be creating bespoke holidays and luxury travel within this team. An excellent opportunity has just arisen at a boutique wholesale travel company based in Melbourne that specialises in the South Pacific.

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

Boutique Travel Consultant

Adelaide, \$DOE Ref: 1433LB2

Fantastic chance for a travel professional with ideally 3+ years experience to make the move into a service focussed agency in Adelaide. You would be joining a small team working with both domestic and international high end product. This is a role for those with a proven background in silver service as well as sales, and will attract consultants willing to go that extra mile for their clients. Working Monday – Friday only, this rare opportunity will commence in January 2015!

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



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