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Jayson Westbury / Chief Executive, AFTA

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Travel Daily

First with the news

Monday 7th July 2014



Register for the show

LESS than two weeks remain until Australia's inaugural Travel Industry Exhibition, which takes place in Sydney on Fri 18 and Sat 19 Jul - just before the National Travel Industry Awards.

Make sure you put the dates in your diary - see the **front page**.



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ITG adds eight italktravels

INDEPENDENT Travel Group now has a total of 12 fully branded italktravel outlets, with several switching from Helloworld to ITG at the start of this month.

The additions include former Harvey World Travel outlets in Warners Bay, Belmont and The Junction in NSW as well as North Perth and Narrogin in WA, along with an ex Travelscene agency in Mount Barker, SA.

ITG ceo Tom Manwaring said the rollout would see 23 branded stores nationwide by the end of Sep, complementing the group's 228 existing members.

The group is targeting 100 italktravel branded stores across Australia by the end of next year.

He said the new agents are "all enjoying exclusive territories, participation in an annual bonus plan and receiving full marketing and branding support."

"All our exclusive franchisee owners are very excited about

their customers' very positive responses to our new brand and the growing excitement of a fresh change," Manwaring said.

The italktravel brand is just one of the options from Independent Travel Group, with members also able to retain their own name and branding if they prefer.

ITG is part of the Orient Express Travel Group, which also offers airline consolidation and a suite of marketing tools via Express Ticketing, along with the Select Travel Group which has more than 360 Chinatown travel agent members in Melbourne, Sydney, Brisbane, Adelaide and Perth.

Today's issue of TD

Travel Daily today has eight pages of news & photos, a front full page from the **Travel Industry Exhibition**, plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment

Kyoto representative

TOURISM Garden has been confirmed as representative for the Kyoto Convention and Visitors Bureau in the Australian market.

The account will be managed by principal and long-term Japan resident Alison Roberts-Brown along with Yumi Kawakami.



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Serko prefers Diners

ONLINE travel booking and expense management firm Serko has signed a preferred partner agreement with Diners Club Int'l. The pact will see the Serko Incharge tool offered to all Diners Club franchisees in Asia-Pacific for use with their corporate expenses.

Expedia Wotif takeover

WOTIF Group today announced an agreement with Expedia which will see the US travel giant acquire 100% of the listed Aussie OTA (**TD** breaking news).

The deal is subject to approval by shareholders, and the Wotif board, including founder Graeme Wood - representing 20.2% of the firm - is unanimously recommending the deal.

Andrew Brice, who holds about 15.5% of Wotif, also says he intends to vote his shares in favour of the scheme, in the absence of a superior proposal and subject to an independent expert determining that it's in the best interests of shareholders.

Wotif Group chairman Dick McIlwain said the board had carefully assessed the changing dynamics of the market, and the uncertainties faced if Wotif were to continue independently.

"With that in mind we believe that shareholder value will be

maximised, and that Wotif Group will be best positioned for the future, through the proposed transaction.

"The Expedia group is well placed to leverage and support our strong brands, operations, people and customer relationships in an online travel market that is becoming increasingly global," he said.

Wotif also provided a trading update, with expected full year revenue of \$149 million for the 12 months to 30 Jun and net profit after tax of \$43 million - a drop of more than 15%.

Documents covering the deal, including the Independent Expert's Report, are expected to be released for review in mid-Aug, and if approved the deal will be implemented in early Oct.

Wotif ceo Scott Blume said the deal would "help solidify our proposition as the premier travel brand in Australia and NZ".

QF agent site update

QANTAS Industry Sales has updated the 'Manage Your Booking' page on its website, enabling agents to request duplicate tax invoices, add reminders using iCalendar, and create separate bookings.

See www.qantas.com/agents.




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Travel Daily

First with the news

Monday 7th July 2014



Departure eGate trials at BNE

BRISBANE Airport has begun trialling new eGates this month - "the border processing solution of the future."

Available to departing travellers on a volunteer basis, the eGates operate by scanning a passport which then matches the passport image against a live photo.

When the images coincide, the eGate will open, permitting travellers to pass to other immigration checks & screening.

Scanned passport information is captured by the eGate and stored in accordance with the Australian

Privacy Principles.

The initial phase of the trial will still require travellers to proceed through to manual processing by a Customs & Border Protection officer before departure, to ensure integrity is maintained.

Air New Zealand and Qantas passengers will be among the first to begin using the eGate technology from Sep onboard select international flights.

"This is an essential part of the trial as the travellers will be self-processing, providing invaluable data which will assist in a final solution being chosen at the end of the project," the Australian Customs and Border Protection Service commented.

The trials were previously flagged by Assistant Minister for Immigration & Border Protection Michaelia Cash (**TD** 06 May).

EY sponsors MCFC

ETIHAD Airways has signed a five-year sponsorship agreement with Melbourne City Football Club which will see the carrier's branding featured on the soccer team's home and away team kit.

Malaysia arrivals soar

AUSSIE short-term resident departures rose by 4.2% (in trend terms) during May compared to 12 months ago, the Australian Bureau of Statistics has reported.

According to today's data, Singapore showed the highest percentage in growth during the month, rising nearly 20%, followed by Indonesia (15.4%) and Malaysia (13.8%).

Departures fell 9.9% to the United Kingdom and 4% to the United States.

New Zealand was the most popular destination for Aussies travelling abroad, followed by Indonesia and then the USA.

The Malaysian market led growth entering Australia, with a 24% jump in short-term arrivals, as overall visits jumped 11.3%.

Hong Kong, India and US arrivals were also up significantly, rising 23.3%, 20.5% and 16.7%.

Long-haul visitor arrivals were highest from China, which was up nine percentage points, then the United Kingdom & United States.

Game 3 Origin tips

THE third and final match of the 2014 State of Origin series will be contested this Wed night.

Courtesy of Keith Prowse Travel, the winner in **TD's** State of Origin tipping comp wins an Immortals Dining package to the NRL Grand Final for two people.

The questions for Game 3 are:

- 1) What do you predict the final score will be for Game 3?
- 2) In which minute of Game 3 will the first try be scored?
- 3) Which player will be awarded Man of the Match for Game 3?

Send your answers by 7pm Wed to soo@traveldaily.com.au.



Window Seat

WHAT is the only thing worse than a holiday ending? When your luggage ends up seeing more places than you did.

A scientist returning home to Auckland from Hong Kong was forced to check in a bag which was 2.4kgs overweight - little did she know it would be the last time she would see her belongings for six long days.

After arriving in Auckland minus the bag and filling out the obligatory forms, the wait began.

The first update came to say her bag had been found in Sydney and would be routed to her home in a few days.

Several more days later and still no sign of the errant luggage and more calls to the airline found the bag turn up in Queenstown.

After local media enquired on her behalf, the bag finally arrived to her home, having travelled first to Sydney and Queenstown before ending up in Auckland.

JULY 23rd is International Hot Dog Day, and to celebrate, Luna Park in Melbourne will host a Hot Dog Eating Competition on Sat 26 Jul, starting at 1pm.

Registrations from willing iron stomached participants are now open for anyone game to take on the challenge, with buckets and first aid to be provided.

Separate male and female competitions will take place, and all participants must be over the age of 18 to take part.

Whether the winner will want to try out the roller coaster after the contest is still in question.

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i24carat travel course

'BUSINESS etiquette trainer'.
The Training Establishment has announced the debut of a new training program of the next generation of travel leaders.
Dubbed i24carat, the program is made up of 24 modules aimed at helping Generation Y understand the facets of Management and Business, such as inter-generations within the workforce, mentoring and work-life balance.
For more information on the scheme, see www.i24carat.me.

New Four Seasons

RESERVATIONS have opened for the new Four Seasons Hotel Moscow (previously Hotel Moskava) from 30 Oct.
The 15-storey property offers 180 rooms and is located within walking distance of Red Square.

Insight Ambassador

BOLLYWOOD actress and philanthropist Lisa Ray has been named as Insight Vacations' new Global Brand Ambassador for the firm's Exotics & Gold Collections.
Ray began her career in Mumbai as a high-profile model and has lived in Paris, Milan, London and Los Angeles, and has residences in Mumbai and Toronto.
Insight Vacations Australia md Joost Timmer said the company was "thrilled" to be working with the 'world traveller', whose passion for travel, living life to the fullest and personality will inspire travellers all-over the globe.
"Her Indian and European ancestry gives her the wonderful ability to be a 'bridge' for Eastern and Western cultures," he added.
View a video of Ray's recent Insight Indian adventure at www.insightvacations.com/lisaray.

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Sydney 23rd July Doltone House Hyde Park from 4.30pm
Melbourne 24th July The Langham, Melbourne from 4.30pm
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(limited availability)



The chef, the Love God and ...



LAST Fri, Trafalgar made at least one traveller's dreams come true, with a special Fourth of July function to announce the winner of a major consumer promotion undertaken in partnership with the Australian Radio Network.
Finalists from each state were flown into Sydney for the announcement of who would be the "Trafalgar Insider" - taking part in a Trafalgar California guided holiday starting next week and reporting live from the road.

The comp was run through the *Jonesy & Amanda* morning show & while the hosts weren't present at the announcement, their shoes were more than amply filled by Richard "The Love God" Mercer, famous for his night-time *Love Song Dedications* show.

VTO adds CalypsoNet

USERS of Mid/Back Office system Virtual Travel Office (VTO) can now access content of their favourite wholesalers with a new link to the CalypsoNet interface, TravelPartner (Aust) has advised.
Bookings not created on the program can now be imported, edited, updated, reprinted and transferred to a printed itinerary.

The announcement was made in partnership with celebrity chef Miguel Maestre, who created a bespoke US-inspired menu including clam chowder, Southern Fried Chicken and Banoffee Pie at Sydney's Cafe del Mar, where he is the Food Director.

Trafalgar gm Matthew Cameron-Smith is **pictured** centre at the event with Maestre (left) and Richard Mercer from WFSM.

EY adds Armenia

ETIHAD Airways late last week launched new four weekly services between Abu Dhabi and the Armenian capital, Yerevan.

BUSINESS DEVELOPMENT EXECUTIVE

MSC Cruises is looking for a Business Development Executive. The successful candidate will develop a strong sales strategy for New South Wales & Queensland. Promoting and managing specific sales and marketing avenues, providing representation at consumer and trade events and creating a solid network to increase sales.
The successful candidate will have a proven track record of achieving sales targets, demonstrate professional sales skills to consumers and trade markets and have a strong analytical approach. Salary on application.
Send written CV with covering letter to hr@msscruises.com.au by 14 July 2014.

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Migration bargain

SWAGMAN Tours has released a 50% companion special on its luxury Tanzania Highlights 4WD private safari tour, valid for travel through until 15 Dec.

The seven-night itinerary incl the Serengeti National Park and Ngorongoro Crater is priced at \$3,580 for the 1st person and \$1,790 for the 2nd person.

An optional five-night extension to Selous & Zanzibar is also available, priced at \$4,268 for the 1st person and \$2,134 for the 2nd person - **CLICK HERE** for details.

US/CAN car bargains

DRIVEAWAY Holidays has car rentals in the USA & Canada priced from \$41 per day for collections between 17 Aug-17 Dec, if booked before 31 Aug.

PAL applies for Perth

PHILIPPINE Airlines is seeking regulatory approval to relaunch non-stop services between Manila & Perth using Boeing 757 aircraft, from 27 Oct, according to sources.

PAL operated flights to Perth, via Darwin, for three months last year before pulling the service.

Century cruise deals

CELEBRITY Cruises has a range of deals on local voyages aboard *Celebrity Century*, priced at approx \$110 per night.

Offers include a 12 night-cruise to the South Pacific & Fiji that departs Sydney on 19 Nov, priced from \$1,299ppts, or the 14-night South Pacific and Queensland journey, setting sail also from Sydney on 01 Dec priced from \$1,499ppts - call 1800 754 500.

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Tune Hotels to Kenya

BUDGET hotelier Tune Hotels has signed an agreement with Imba Investments Limited to establish a presence in East Africa.

The consortium plans to open its first location in Nairobi, Kenya by Jun next year and a further 15 Tune properties in the region.

Tune Hotels Group ceo Mark Lankester said the company will offer a compelling accom option that is of int'l quality at an affordable price point.

Tune Hotels Westlands Nairobi will offer 280 rooms and will be positioned 3kms from the CBD.

"We feel the aspirations of a new generation of smart and savvy Kenyans and East Africans today are absolutely in tune with our pioneering business model, where a whole new wave of consumers can now have choice in customising their stays via our online add-on pay-per-use business model," Lankester said.

Currently, Tune Hotels has a network of 45 hotels in Malaysia, Thailand, Indonesia, the Philippines, England, Scotland, Australia, India and Japan.

1st A320neo debuts

ON 01 Jul, Airbus revealed the company's first A320neo aircraft to the public, fitted with Pratt & Whitney PW1100G-JM engines and special neo livery (**below**).

Airbus plans to commence the flight test campaign for the A320neo in Sep, with the aircraft set to enter service in Q4 2015.

Over 50 customers requiring more than 2,700 units have already signed up for the 'new engine option,' which is expected to deliver a 15% fuel saving over existing A320s.



FRA free 24hr wi-fi

FRANKFURT Airport in Germany has boosted its free wi-fi service - accessed via Deutsche Telekom 'HotSpot' - from 60 mins to 24 hours, with immediate effect.

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Account Managers
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Due to a company restructure, Rakso Australia GSA for Philippine Airlines has created new positions and is seeking experienced and enthusiastic Account Managers to manage and support local sales channel strategy within Australia to achieve maximum revenue.

Candidates must have 5 years' experience in a similar position within the travel industry; have a demonstrable track record of success in generating profitable revenue and implementing sales strategy for trade partners and clients.

A key part of the role will be to develop and maintain business relationships with trade partners through regular key contact meetings, understand their commercial requirements, their business direction and expectations. You will also manage contractual obligations, performance development and develop new business in your territory.

The person we seek will understand how to create market share growth, build rewarding business relationships and how to work in a diverse multi-cultural environment.

Applicants must have the right to live and work in Australia, and must have a current Australian drivers license.

Application should be sent to sam@philippineairlines.com.au (copy to brenda@philippineairlines.com.au) by Thursday 24th of July 14.

Two decades of business success



CELEBRATING its 20th birthday recently, travel management firm World Travel Professionals hosted a party to mark the company's two-decade era of growth.

From one office in Double Bay and three team members in 1994,

the company now employs nearly 100 people and operates in five offices across four states.

The company's owners, Lisa Story and Michael Chase-Smith joined with staff at the company's Gold Coast office to mark the occasion with a staff party.

Lisa (sitting at table second from left and Michael (standing directly behind Lisa) are **pictured** above with the Gold Coast team.

Bahamas Autograph

ICONIC Bahamas resort hotel Atlantis, Paradise Island will join Marriott International as part of its Autograph Collection of high-end independent luxury hotels.

The 3,400-room property will operate in the brand as part of a franchise agreement and becomes the first Autograph Collection resort in the Bahamas.

Bookings for the resort as part of Marriott will take effect from the third quarter of this year.

Scenic hits the million

BLUE Mountains attraction Scenic World will today welcome the one-millionth passenger to ride the Scenic Railway since the new train was installed last year.

Scenic World is celebrating the occasion by giving away an annual pass each hour of the day and a series of special memento gifts.

The train, the fifth in the history of the attraction, was installed on the 52° inclining track last Apr.

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&Beyond reopening

THE completely redesigned &Beyond Kichwa Tembo Tented Camp in the Maasai Mara has reopened, now offering guests uninterrupted views.

The revamped tents have comfortable built-in daybeds where guests can take in the scenery, large bathrooms with double vanities, showers and separate "loos with a view".

Unlicensed FX trading

PROCEEDINGS have begun in the NSW Supreme Court to close down a financial services business accused of conducting unlicensed foreign exchange trading.

The firm, Vault Market Pty Ltd has been operating through the website www.kiwifxbank.com, with action following complaints of profits not being delivered.

Travel restrictions have been imposed by ASIC on the company's director Anamul Amin of Wiley Park, NSW on the basis of the firm not holding an Australian financial services license.

Holiday package scam

FAIR Trading NSW is warning consumers against a \$999 bogus flights and holidays credit scam.

The automated phone message has been doing the rounds for a number of weeks, prompting Fair Trading to issue a warning on Fri.

Minister Matthew Mason-Cox said the scam tempts people to hand over credit card details to secure the offer.

"If you're on the hook and provide those details, you are going to lose money, potentially large amounts, Mason-Cox said.

Accor run partners

ACCOR Hotels has been named as official accom providers of the Air New Zealand Queenstown International Marathon, to be held on 22 Nov.

Mercure Queenstown Resort, Novotel Queenstown Lakeside, Hotel St Moritz - MGallery Collection & Sofitel Queenstown Hotel & Spa will offer special deals for participants and officials of the event.

Lufthansa Group

Manager Marketing & Online Sales

The Walshe Group, GSA for the Lufthansa Group in Australia is seeking an experienced individual for the above role. The role is responsible for all marketing activities and brand exposure in Australia with additional responsibility for online pricing and distribution strategies.

Applicants must possess the following;

- Previous experience in a marketing role and pricing/online distribution in the aviation sector or travel/tourism industry;
- First-hand experience with website maintenance & online strategies
- A proven ability to demonstrate creativity and innovation in delivering fresh marketing approaches and concepts.

A complete Job Description is available on request. Applications including a cover letter and CV should be sent to applications@walshegroup.com by COB Monday 14 July 2014.

THE WALSH GROUP



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Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



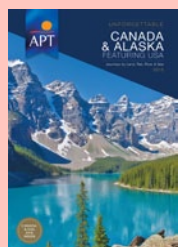
Natural Focus Safaris - India 2014/15
 With the roll out of the latest brochure for India, Natural Focus Safaris has launched the *Spice Up Your Trip* program, which offers a selection of half-day or full-day cultural side trips for guests to choose. These range from a cooking demo, a guided tour of the markets of Varanasi and more. Along with the tourist hotspots, some off-the-beaten-track tours are available including a week-long trip through the Kumaon Valley in the Himalayas or a 12-day Hidden Gems of Kerala tour.



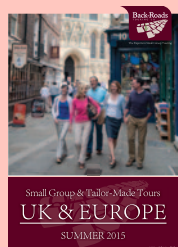
Scenic Tours - China & Japan 2015-16
 The company is expanding its reach across China with three new destinations added as well as several new cultural experiences to enjoy. Lhasa, Shangri-La and Wuhan have been added to Scenic's popular China Jewels and Luxury Yangtze Cruise itinerary, which has been lengthened to 22 days in order to fit everything. Guests will visit Lhasa and see the Potara Palace and many more architectural wonders of the region. On other tours, guests can learn about Beijing's tea trade & learn calligraphy.



On The Go Tours - Turkey & Croatia 2014-16
 Minimum group numbers of two and six respectively are enough to guarantee a departure for Turkey and Croatia, with the latest guide from On The Go Tours packed with lots of escorted tour options. Highlighted itineraries include the 10-day Turkey Unplugged and the 8-day Creme de la Croatia, both priced from less than \$2,000 per person. Guests can learn about the Ottoman Empire, explore ancient temples, mosques, temples and palaces or go sailing on the beautiful waters of Croatia.



APT - Canada & Alaska 2015
 Spread across a mammoth 202 pages, more than 40 unique itineraries are on offer taking guests into the stunning natural surroundings of Alaska and Canada, with some also taking in the USA. Always one of the most popular destinations in the APT range, a number of new cruising options also feature. Guests can enjoy guaranteed GoldLeaf service on Rocky Mountaineer journeys. Sightseeing options have also been added, including the new Glacier Skywalk at Athabasca Glacier and many more.



Back-Roads Touring - UK & Europe Summer 2015
 Over 40 small group tours of no more than 18 guests each feature in the latest Back-Roads Touring guide, allowing travellers to plan their visit to Britain and Europe for next summer. New additions include a "slow food" tour to the Puglia region in the south of Italy and an adventure along Germany's Romantic Road to Vienna. Bookings made before 31 Aug can attract earlybird discounts of up to 10% per person.

Contractors go to trade in HKG



HONG Kong's newest products, services and attractions turned on their best for a group of 23 wholesalers, retailers and special interest groups during a special contracting famil recently, hosted by the Hong Kong Tourism Board.

Twenty-three industry reps from Australia and New Zealand were welcomed for the five-day famil, enjoying experiences such as the Sham Shui Po Foodie Tour, 360 Lantau Sunset Tour, Tai O Heritage Tour and many more.

The roadshow and contracting portion of the trip was held at The Eaton Hotel and saw 78 local partners join in the festivities.

Attending delegates preceded their trip with a visit to Macau thanks to the Macau Government Tourism Office, with some also taking in a three-night cruise to Sanya and Halong Bay at the end of the trip, thanks to Star Cruises.

Pictured above from left in the back row is Adam Burke, Wendy Wu Tours; Julie Chou, Cathay Pacific; Gareth Evison, Cruise1st; James Tung, HKTB; Andrew Clark, HKTB; Barbara Boyce, China Travel Service; Cindy Kapea, Flight Centre NZ; Kathleen Chan, Helen Wong's Tours; Paul Gorman, Luxury Escapes; Robert Mackay, Venture Holidays; Bacon Lau, Nexus Holidays; Natalie Gosselin, Flight Centre; Paula Watson, House of Travel NZ and Andrew Hutchinson from Pinpoint Travel Group.

Front row: Mark Haddad, CBT Holidays; Mary He, HKTB; Rohanna Adamy, Asia Escape Holidays; Jackie Firmstone, Travel Indochina; Goldie Chong, APT

Group; Christine Patten, Events Worldwide; Sandrine Le Gaillard, Keith Prowse Travel Australia; Amanda Hennessy, Ecrusing. travel; Lynn Meechan, Active Asia Limited; Lisa Lee, HKTB; Michaela Wiesinger, New Horizons Holidays; Andy Ng, HKTB; Angela Sweeney, Webjet Exclusives; Bin Gu, China Travel Service NZ and Ada Lam from Wotif Group.

AFL Rd 16 Results

CONGRATULATIONS

Geoff Houston

from MTA Travel

Geoff is the top point scorer for Round 16 of *Travel Daily's* AFL industry footy tipping competition and has won a one night voucher at any TFE Hotel in Australia of their choice.



Major Prize Sponsors

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



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Hideaway Island Resort





BROOME chapter of industry networking group Skal Int'l raised \$4,000 for two charities at its 19th anniversary dinner recently. Funds raised from the sold-out affair will be split 50/50 between the Royal Flying Doctor Service & Broome State Emergency Service.

Pictured above from left is Bernard Whewell from Broome & the Kimberley Holidays with new Skal Broome member Rina Banfield of Willie Creek Pearls and Robyn Maher, Australia's North West Tourism and Skal Int'l Broome president.

DNSW Japan Mission

APPLICATIONS opened last Fri for tourism suppliers based in Sydney and New South Wales to participate in the 2014 Destination NSW Japan Mission.

Open to export ready tourism suppliers, eight registrations will be available for the show, running 27 to 29 Aug and visiting Tokyo, Nagoya and Osaka.

Each event will include targeted sessions with 50 leading group, retail and front-line travel sellers from Japan's top travel companies.

Submissions are open until 18 Jul - **CLICK HERE** for more details.

Tour the World series

AUSSIE travel series *Tour The World* will return this week, with a new series to be screened on digital channel 4ME (channel 74).

Seven episodes will be put to air as part of the latest season, which sees presenters Adam Ford and Jade Harrison join Aussie tour groups in their global travels.

The show screens at 8pm AEST.

MEL parking refined

MELBOURNE Airport has today introduced new streamlined car parking prices for short term and multi-level car parks.

Long-term car park prices are unchanged, the northern business car park has risen by no more than 3% and short term & multi-level car parks are now the same.

Since its introduction 18 months ago, online bookings for outdoor long term car parking now accounts for 1/4 of reservations, Melbourne Airport's executive - customer Andrew Gardiner said.

Wolgan's jewels shine

EMIRATES Wolgan Valley Resort & Spa has partnered with Danish jeweller Ole Lynggaard Copenhagen to bring the brand's latest collection for resort guests for a weekend next month.

The resort will host a special dinner on 23 Aug with jewellery pieces available for purchase.

Monday 7th July 2014

Pre-pay for all meals

CASTAWAY Island has released a new special offer allowing pax to pre-pay one price covering meals for their entire stay if booked by 31 Jul.

Valid for stays from Oct to Mar next year (excl selected blackout dates), adults can pay FJ\$199 (AUD\$114) plus taxes, which covers all meals for the stay, for a minimum stay of five nights.

WIN A TRIP TO MAURITIUS

In July, **TD** is giving readers the chance to win a holiday to Mauritius, courtesy of **Club Med and Air Mauritius**.

The prize includes return economy class airfares to Mauritius with Air Mauritius, airport transfers and six nights accommodation at either Club Med Albion or La Pointe aux Canonniers, for two.

Every day this month **TD** will ask a different question about Club Med or Air Mauritius. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email answers to: clubmedcomp@traveldaily.com.au

Q5: Up to how many times per week does Air Mauritius depart Perth?

Hint: www.airmauritius.com



Club Med
Premium all-inclusive resorts

AIR MAURITIUS

Terms & conditions

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

JOB OF THE WEEK

**PROJECT MANAGER – IMPLEMENTATION SPECIALIST
SYDNEY – SALARY PACKAGE \$\$\$**

Do you understand client needs within the online space and have the ability to determine what solutions will provide value while helping achieve the proposed solution accordingly? Are you able to manage multiple responsibilities and deliver detailed and high level product demonstrations, training and coaching tailored to specifically capabilities to solve the prospect's critical business issues? Call today for a confidential chat.

****NEW ROLE****

**ECCOMMERCE SALES CONSULTANT
SYDNEY SALARY TO \$100K PLUS**

Are you looking for the perfect mix of technology and sales? This role will see you increasing online brand awareness for this leading travel organization. Working with key internal and external stakeholders you will provide outstanding results for your customers. You will ideally come from a Corporate TMC background and have been involved in implementation or involved with an online booking tool. For more information send your CV today.

NEW ROLE

**KEY ACCOUNT MANAGER -INDUSTRY
SYDNEY – SALARY PACAKGE TO \$100K PLUS**

Join a name you can trust with a portfolio of interesting top level clients to manage. Create impeccable service standards delivering over and above to your clients on a daily basis. Your industry contacts and relationships will be highly regarded in this senior role. You will be able to formulate solutions and provide up to date reporting to your clients. This company offers career advancement on a global scale, roles are rare here so ring today to find out more.

NEW ROLE

**INDUSTRY SALES MANAGER – LUXURY PRODUCT
SYDNEY- SALARY PACKAGE \$100K PLUS**

If you're going to be a sales manager you might as well have a fabulous product to take to market, your agents will always welcome you with this luxury product.. You will be managing NSW and ACT, presenting at Expo's and info nights. You will be immaculately presented and have a passion for the finer things in life. A generous salary and car allowance on offer, ring for a confidential chat today.

LOOKING FOR THE NEXT STEP IN SALES?

**REGIONAL SALES MANAGER
SYDNEY – SALARY TO \$90K**

Our client provides a diverse range of products and services to the travel, tourism and resources sectors and is currently looking for a strong regional manager. Based in Sydney with the main focus of building team capability to deliver strong sales outcomes, you will be accountable for leading and developing a regional team. To be successful you will be need to be an experienced sales leader and have managed staff.

TRAIN THE INDUSTRY THAT YOU LOVE

**PART TIME TRAVEL INDUSTRY TRAINING MANAGER
PER – TOP SALARY PACKAGE**

This industry leader is looking for an experienced training manager with proven training and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace. You will have to be in the office on a Monday but the other day is up to you, ring today to find out more.

HIT THE HEIGHTS OF CORPORATE SALES

**CORPORATE SALES MANAGER – SME MARKET
SYD & MEL – SALARY PACKAGE OTE \$100K+**

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

THE EASY SELL

**INDUSTRY SALES MANAGER – PREMIUM PRODUCT
MELBOURNE - SALARY PACKAGE \$100K PLUS**

This fantastic new sales role has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here. Enjoy a high salary including high base, car allowance and big bonuses

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Working in partnership with the Australian Travel Industry

Travel Consultant

Brisbane. \$DOE + comm + incentives. Ref:1147PS1

Sick of low yield bookings? Passionate about cruise? Calling all cruise lovers who want to step into a travel role with a high focus on cruise! If you have solid worldwide destination and product knowledge and have a keen interest in cruise then this role with an awarding winning independent could be the opportunity you have been looking for. You will need to be target focused and be able to work one weekend in six. An above average salary package is on offer!

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

Travel Agency Branch Manager

Sydney West – Competitive Salary Package – Ref: 0760RF1

Are you an experienced retail consultant looking for a step up? Or an existing branch manager looking for a new challenge? Our client is a household name in retail travel. They are on the hunt for a new branch manager to manage one of their long established agencies. To be successful at this role you will be an experienced retail travel consultant with a solid understanding of business management. A competitive salary and bonus package is on offer to the right candidate.

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

Fares & Ticketing Administrator

Melbourne \$47k Ref: 1196KF1

Do you have a flair for fares? Are you terrific at ticketing? If you know your GDS inside out and would like to step away from reservations and gain a new travel role with a difference, then this is the job for you! This well known online travel company centrally located in Melbourne are in need of an experienced team member! This is a great opportunity for an experienced travel industry professional to specialise in fares and ticketing and work in an after-sales environment.

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

Retail Travel Consultant

Adelaide \$DOE Ref: 1148LB1

Calling all experienced travel consultants living in the south of Adelaide that are keen to become a part of this well respected brand! Rare vacancy for one of the top travel companies in SA, this is an agency consultant's fight to get a foot in the door with, due to their excellent working conditions and great salary packages on offer! If you have a solid 2+ years of travel consulting experience and a passion for fantastic retail service, apply now to be considered.

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

Travel Consultant

South Brisbane. \$DOE+COMM. Ref:1172PS1

Are you a Galileo trained travel consultant with at least 2 years experience in retail sales? If you enjoy working in a small team environment but are able to work autonomously then this locally based role could be your opportunity to reap the rewards of working for a well renowned independent agency where you will earn a competitive base salary plus commission. Solid worldwide destination knowledge, strong fares and ability to work in a fast paced environment are essential!

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

Cruise Consultant

Sydney - \$50k – Ref: 6711SJ1

All Aboard and Cruise into your new career! Do you have good cruise product knowledge & travel sales experience? A leading & reputable travel provider is ever expanding due to on going success & are looking to recruit an experienced Cruise Consultant for their busy office. Selling luxury international cruise itineraries to a loyal clientele following & enjoy great perks & benefits in return for your hard work. I'm looking for an ASAP start so get in touch today!

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

International Travel Consultant

Melbourne \$Competitive Ref: 1194MD1

Get your work life balance back in a locally based role. Successful candidates must have 2 years experience in the travel industry working on a GDS with excellent worldwide product knowledge. You would be working in a fun and friendly environment whilst still offering your clients a professional experience. You will be rewarded with Monday to Friday trading hours with no more Sunday trading! If you are confident, highly focused, versatile and experienced then apply now!

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

Travel & Cruise Consultant

Perth \$DOE Fantastic Package Ref: 0105LB2

Rare opportunity within a successful travel agency in Perth for an experienced travel consultant with a fantastic knowledge of cruise, and cruising products. A great work/life balance is on offer with Monday – Friday hours with only the occasional Saturday mornings. If you have 2+ years of solid travel consulting experience behind you and love all things cruise, don't delay in applying as this role will not last! Generous salary package is on offer for the right person!

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