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# Travel Daily

First with the news

Thursday 19th June 2014

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## Mantra ASX listing

**MANTRA** Group will list on the Australia Securities Exchange from tomorrow, with ceo Bob East ringing the bell to formally launch trading at 12 noon.

The listing will see the company become the only Australian-based hotel group on the ASX.

## New trust insurance option

**GOW-GATES** Insurance Brokers has launched another commercial solution for the Australian travel industry, with the release today of a "Travel Agent Client Trust Account Fidelity Insurance Policy".

Soft launched at an ATAS webinar yesterday, the initiative aims to help travel agents and intermediaries to "provide peace of mind to clients," with the policy specifically protecting client funds from fraud or theft.

Gow-Gates said that a properly structured client trust account provides a significantly better level of consumer protection than a single trading account, but there is always the risk of client money being misappropriated.

Under the policy, insurers will pay back on behalf of clients directly into a Client Trust Account any lost money, covering the risk of funds fraudulently withdrawn at any time, not just in the case of agent insolvency.

The new policy also covers client funds paid to the agent but not paid into the trust account as a result of theft or fraud.

Gow-Gates says there is a simple application and assessment process for the policy, with coverage provided for theft or fraud committed by any partner, director, officer or employee of the agent or intermediary and also by any third party.

The new policy joins other Gow-Gates options developed in collaboration with AFTA and CATO including Scheduled Airline Failure, End Supplier Failure and Travel Agent & Intermediary Failure Insurance.

### Seven pages of news!

**Travel Daily** today has seven pages of news & photos, plus full pages: ([click](#))

- AA Appointments jobs
- Traveltrade Recruitment
- Variety Bash 2014

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Penny Hall - PTM in SA

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## Variety Bash trivia

THE travel industry is being invited to support *The Wacky Races* and *Mario's Mini* vehicles in this year's NSW Variety Bash, via a Trivia Night charity fundraiser on Thu 26 Jun at Sydney's Menzies Hotel.

For details see the [last page](#).

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## Travel Daily

First with the news

Thursday 19th June 2014



### SA agent act repealed

**YESTERDAY** a key milestone in the reform of the Australian travel industry was reached, with the South Australian parliament passing the state's Travel Agents Repeal Bill.

Due to recent political ructions in SA there was some concern about the SA legislation going through in time for the 30 Jun deadline for the Travel Industry Transition Plan (**TD** 30 May).

However yesterday's vote means SA has joined NSW, Vic, Qld and the ACT in repealing legislation, with only Tas and WA still to finalise the move.

AFTA ceo Jayson Westbury said the legislative reforms are critical for the sector and the creation of a "deregulated industry-led travel landscape in Australia".

The repeal of licensing is a key step in facilitating the AFTA Travel Accreditation Scheme which Westbury said "provides a compelling value proposition for travel agents and consumers".

### Air NZ domestic revamp

**AIR NZ** is set to restructure its New Zealand domestic fares, with a new four-tiered arrangement offering differentiated pricing based on booking flexibility.

To roll out from next month, the new options are similar to the successful "Seats to Suit" structure used on the Tasman, but rather than based on inclusions such as meals or in-flight entertainment, the higher fares give travellers more ability to change flights.

The new domestic options are 'Seat' (seat only), 'Seat + bag' (including luggage), 'Flexitime' (allows users to change to an earlier or later flight on the day of travel) and 'Flexiplus' (also enabling date changes).

The move was revealed this morning during an investor day presentation in Auckland, with NZ chief sales & commercial officer, Cam Wallace, telling **TD** the move aims to differentiate the carrier's

offering for corporate customers.

He said NZ's "unmatched network offering" in the domestic market was seeing solid demand as Kiwi economic growth continues, with an overall 82% load factor being recorded.

Wallace also revealed an 84% load factor on the Tasman where NZ operates alliance services in partnership with Virgin Australia, with seasonal flights performing well but performance impacted by the lower Australian dollar.

Air New Zealand is also developing mobile as a sales channel, with a new smartphone app also offering online check-in and mobile device sales up 88%.

### Amadeus SAP pact

**AMADEUS** has announced an "industry-first" strategic agreement with corporate technology provider SAP, which will see the integration of the SAP Cloud for Travel and Expense system into the Amadeus e-Travel Management software.

The new offering will be available globally from Amadeus, and deliver a "unique end-to-end on demand solution" from a single travel industry supplier.

The product will offer a full range of services from booking through to expense refunding, providing a better customer experience, reduced travel management costs and consistency in policy compliance.

**MEANWHILE** Amadeus has also launched a strategic global partnership with Visa subsidiary CyberSource to create an integrated travel reservation and fraud management solution.

### EMD change fees

**QANTAS** is reminding agents that from 01 Jul all change fees must be receipted separately from tickets using the new Electronic Miscellaneous Documents (EMD-S) system.

Change fees can currently be collected using the YR code but from next month this procedure will no longer be available.

The Qantas agent website has more details on EMDs - for details on the system **CLICK HERE**.

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## ATAS seeking code chairman

**THE** AFTA Travel Accreditation Scheme has launched a search for an independent chairperson for the new AFTA Code Compliance Monitoring Committee (ACCMC).

Expressions of interest are being sought from "suitably qualified people" interested in serving in the role, which will lead the committee in enforcing the code which governs ATAS participants.

The Independent Chairperson will be appointed for an initial term of three years, with a committee comprising industry and consumer representatives making the final selection.

The ACCMC has several roles, including taking all reasonable steps to ensure the resolution of complaints, and monitoring participant compliance with the ATAS Code of Conduct.

It will also oversee the disciplinary process in relation to breaches of the code, and ensure that due process and procedural

fairness is afforded to both participants and complainants.

A key responsibility will be making recommendations on the suspension or cancellation of an ATAS participant's accreditation.

AFTA says that skills in either the travel industry, commerce, public administration or government service are being sought.

Expressions of interest can be submitted to AFTA's gm of accreditation, Gary O'Riordan on [gary@afta.com.au](mailto:gary@afta.com.au).

## Pier One comms issue

**PIER** One Sydney Harbour has been experiencing some internet and phone problems due to cabling issues in the area.

In the meantime reservations enquiries can be directed to [helen.omeara@marriotthotels.com](mailto:helen.omeara@marriotthotels.com), while Cluster Director of Sales & Marketing Helen Radic can be contacted on 0414 753 600.

## Tune keen on Victoria

**MALAYSIAN** budget hospitality group Tune Hotels says it will "continue to pursue business growth in Victoria" following strong trading at the Tune Hotel Melbourne which opened in Oct.

Vic tourism minister Louise Asher met with Tune ceo Mark Lankester in Kuala Lumpur yesterday to discuss growth plans.

Malaysian visitation to Vic has surged in the last few years, with Malaysia Airlines and AirAsia X both recently boosting their Vic capacity to a combined five daily MEL-KUL flights.

Asher said it's estimated that by 2022-23 Vic will receive about 152,000 Malaysian visitors a year.

Lankester said demand for Tune Melbourne had been strong from day one due to "the invaluable support we have received from the Victorian Government, which accelerated our establishment process and promoted Melbourne as a destination of choice to international and local tourists".



## Window Seat

**THIS** could be huge for inbound tourism - Australian men have been chosen as the "sexiest on the planet" in a poll conducted by dating site [MissTravel.com](http://MissTravel.com).

More than 60,000 US women using the site voted in the so-called "Sexy World Cup" survey, with Aussie males coming out on top ahead of Italians, Brits, Scots and Spaniards.

MissTravel founder Brandon Wade said: "It seems that American women are drawn to a distinct type of man."

"This man is handsome, sophisticated and the accent doesn't hurt either," he said.

Men surveyed voted Brazilian women as the most sexiest, followed by Russian, Colombian, British, Filipino and Spanish females, with Aussie women coming in seventh spot.

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Thursday 19th June 2014

## BNE traffic jumps 7%

**BRISBANE** International Airport yesterday said it had achieved 7% growth in international arrivals during May compared to the corresponding month in 2013.

The increase was supported by a 5.2% (28,000 seat) jump in seats to the Queensland capital.

The highest growth markets were Taiwan (47%), USA (17%), India (24%) and Germany (20%).

Domestic passenger carriage slipped 1.7%, ahead of capacity decline on 0.9%.

## Happy Hawaii winner!



**THIS** is Nina Marchioli from RACT Travel World - the envy of the Australian travel industry after taking out last month's **TD** competition for a trip to Hawaii.

Nina was presented her prize this week by competition sponsor, Hawaii Tourism Oceania, which included return flights for two to Honolulu with Hawaiian Airlines, five nights accom at the Outrigger Reef on the Beach & transfers.

Her winning entry to the final question was:

*"A week in Oahu? Hard to take! Pearl Harbour, North Shore, Surfing the break, Cocktails, shopping, Hanauma Bay. Can it be extended, by the way?"*

## Sunrise NZ coverage

**CHANNEL 7's** *Sunrise* breakfast show is being broadcast live from Queenstown, NZ over the next two days, showcasing the South Island's "winter magic" according to Tourism New Zealand's gm Australia, Tony Saunders.

It's the first time the entire show has been broadcast in NZ, and will feature Kiwi artist Stan Walker who will perform live from the Queenstown lakefront.

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## AA to use iBeacons

**AMERICAN** Airlines will be the first carrier to utilise Apple's new "iBeacon" technology, via the SITA Common-use Beacon Registry launched this week.

iBeacon is a new technology introduced by Apple in iOS 7 using Bluetooth Low Energy and "geofencing" to display location-relevant information on devices at the right time and in the correct situation.

Airport beacons allow airlines to provide passengers with key details such as walk times to gates, indoor directions, lounge access and boarding alerts.

The SITA Common-use Beacon Registry gives airlines a single point of contact for common-use beacons deployed at airports, with systems currently being rolled out at Dallas Fort-Worth, San Francisco, London Heathrow, Shanghai and Copenhagen airports.

## MU-VX partnership

**VIRGIN** America and China Eastern Airlines have flagged a new codeshare deal which from next month will see the MU code placed on 17 VX domestic routes.

## Mantra, Rafter renew

**AUSTRALIAN** tennis icon Pat Rafter has signed on for another 2 years as ambassador for Mantra Hotels, Resorts & Apartments.

Mantra Group exec director of sales, marketing and distribution Kent Davidson said the past three year partnership with Rafter had boded well with guests.

"Pat clearly resonates with the Australian public as a respected & trusted figure and we have greatly benefited from our association with him," he said.

Davidson added Rafter would be an "integral" part of Mantra Grp's future opportunities as a listed company (see **page one**.)

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## KQ live inflight TV

**KENYA** Airways has launched a new inflight entertainment service called KQ TV, which allows passengers to watch live News and Sports channels on board.

## ACCC slams VA, JQ “drip pricing”

**FEDERAL** Court proceedings have been scheduled in Sydney during Aug as the first stage of action against both Virgin Australia and Jetstar brought by the ACCC (**TD** breaking news).

Both carriers have been accused of making “false or misleading representations in relation to particular airfares,” with the ACCC particularly concerned about booking and service fees which are charged to most customers.

Although Jetstar offers a fee-free option, by making payment using a Jetstar-branded credit card, payments using other methods attract a mandatory \$8.50 processing fee, and the ACCC says it’s concerned because the fee applies to the “substantial majority of online bookings”.

The Commission has also taken exception to Virgin Australia’s

\$7.70 fee for bookings paid by credit or debit cards or PayPal.

“The ACCC is concerned about advertising that draws consumers into an online purchase process but fails to provide sufficient disclosure of additional fees and charges that are likely to apply,” said ACCC chairman Rod Sims.

So-called “drip pricing,” where fees are gradually added during an online booking process, is a particular target of the ACCC under its Compliance and Enforcement Policy for 2014.

## Cathay cans Karachi

**CATHAY** Pacific will delink Karachi in Pakistan from its route network, effective 28 Jun, due to “commercial reasons.”

Karachi is the country’s largest city, and is currently accessed from Hong Kong via Bangkok.

To avoid disruptions to the expected hundreds of passengers travelling to Ramadan during the holy month of Jun, CX will operate six more return services on 20, 21, 23, 25, 27 and 28 Jun.

Rebooking charges will be waived for all tickets issued worldwide on/before 10 Jun, for travel between 17 Jun and 29 Jun.

## Cardona opening

**NZ** ski resort Cardrona has confirmed that it will open tomorrow, after temperatures dropped “just in time to allow our snow guns to operate”.

Limited lift facilities will be available until snow allows further terrain to be opened up.

## National Operations Manager

CT Connections, one of Australia’s fastest growing TMCs, is seeking a talented individual to join our team as our new **National Operations Manager**. The successful applicant will:

- Have proven leadership skills, be customer-focused and service-oriented
- Be experienced in staff management, including performance management, conflict resolution and staff development
- Have excellent written and oral communication skills, including business presentation skills
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- Show proficiency in technology and systems
- Possess business acumen
- Be required to travel

For more information on the role and how to apply, please visit [www.ctconnections.com.au/careers/](http://www.ctconnections.com.au/careers/). Applications close **Wednesday 25 June 2014**.



## Tahiti’s new look



THE ISLANDS of  
**TAHITI**

**TAHITI** Tourisme showed off its colourful South Seas island heritage in Sydney last night when it launched its new global brand (**inset**) to the industry, complete with performances by Tahitian dancers.

The branding draws on the untouched natural beauty, sophisticated luxury and authentic culture of the islands of Tahiti.

“We developed the concept of over-the-water bungalows which has been copied by others, but we need to differentiate ourselves going forward by emphasising the physical and emotional impact of Tahiti’s stunning natural beauty,” said Robert Thompson, Director

Tahiti Tourisme, Australia.

Thompson admitted Tahiti faced fierce competition, but he said the islands are synonymous with romance and are renowned for their warmth which entices visitors to the islands.

Tahiti Tourism Chief Marketing Officer, Thomas Rebergue said the new brand sets the scene for more in-depth storytelling and encourages travellers to consider the beauty that lies beneath the picture-perfect postcard image of those who visit.”

Thompson is **pictured** above at last night’s event with Caroline Hitchen and Tara Sena-Becker of Creative Holidays.

## Business Development Executive Melbourne

Due to the expansion of our business and in particular the recent opening of our Queen St, Melbourne office, World Travel Professionals is looking for a dynamic and talented individual to drive corporate sales.

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## KQ live inflight TV

**KENYA Airways** has launched a new inflight entertainment service called KQ TV, which allows passengers to watch live News and Sports channels on board.

## Vintage flight with Hawaiian



**ABOVE:** Hawaiian Airlines recently took these lucky Aussies for a spin over Hawaii's volcanic coastline in its very first plane.

The 1928 Bellanca has been restored and is kept in a hangar in Honolulu, with HA ceo Mark Dunkerley occasionally takes some staff for a spin.

**Pictured** above are James Vaile, Rola El-Azzi and Andrew Denman from World Aviation and Hawaiian in Sydney preparing for their flight.

## Muggle alert!

**UNIVERSAL Studios** in Orlando has announced that the Diagon Alley expansion of its wildly popular Wizarding World of Harry Potter will open on 08 Jul.

The original Hogsmeade precinct opened four years ago, with the new 20-acre Diagon Alley themed area connected (you guessed it) by the Hogwarts Express train.

Diagon Alley features a new *Harry Potter and the Escape from Gringotts* roller coaster as well as themed restaurants and shops.

## Slovenian Starwood

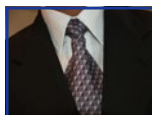
**STARWOOD Hotels & Resorts** has announced its entry into Slovenia, with the debut of the 114-room Four Points by Sheraton Ljubljana Mons.

Formerly operating as the Mons Hotel, the property will be renovated and join the Four Points brand on 30 Jun.

## QF LAX lounge bonus

**QANTAS** has launched a fare sale to celebrate the opening of its new Los Angeles business lounge (**TD** yesterday), with special deals available on North America fares in First, Business and Premium Economy.

Customers who book a Premium Economy sale fare will receive a complimentary pass to the new lounge, with QF emailing the contact listed in the booking within 21 days of ticketing to confirm postal address details.



## Industry Appointments

**WELCOME** to Industry Appointments, **Travel Daily's** Thursday feature, covering 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](mailto:appointments@traveldaily.com.au).

**Brisbane Airport** has appointed a third Aviation Business Manager in **Denise Deveney**, who brings 30 years tourism industry experience along with her most recent nine years at Tourism & Events Queensland.

Current **Cover-More** Chief Operating Officer **George Saunders** will move to Singapore to take on the newly-created role of Chief Executive Officer, Asia. Saunders will be tasked with driving further expansion in China. Elsewhere, current Chief Financial Officer **John Murphy** will move into the role of Group COO to replace Saunders & oversee all Aus/NZ operations.

**Jeannine Rheinberger** from Bespoke Marketing has been selected as the Australia & NZ rep of **LuxuryLink.com**, to build the website's local profile.

**Hawaiian Airlines** has welcomed **Meredith Salotto** back to the fold as its Business Development Manager NSW/ACT. Salotto has spent six years previously at HA and replaces Hugh Twomey, who has joined Helloworld.

Three executive appointments have been announced at the **Sofitel Fiji Resort & Spa**, with **Alan Burrows** named as the new General Manager; **Michael Bell** as Director of Sales & **Kerstin Willmes** as Director of Rooms. Each brings extensive experience in hotels in and around the Accor Group.

**The Expedia Group** has promoted **Ariane Gorin** to the role of Senior Vice-President and General Manager of the Expedia Affiliate Network. Gorin will take up the duties of her new position immediately.

**Kate Duffy** will begin her new role at **Tourism Tropical North Queensland** later this month, as the organisation's new Destination Content Director.

**GTA** has implemented a new structure to reflect the parallels in the APMEA region. **Andrew Hughes** has been named as the new VP Hotel Sourcing for APMEA; **James Phillips** takes the same role for the Americas while Head of Commercial Hotel Chains **Clive Wood** will move to the US to be nearer to the headquarters of the international hotel brands.

The **Daintree Discovery Centre** in North Queensland has appointed a new Marketing Manager in **Adam Smith**, who has now started in his role.

**Larry Burrows** has joined **Keith Prowse Travel** as its new Qld/Northern NSW Business Development Manager. Burrows will undertake his new role concurrently with his duties at rail wholesaler Rail Plus.

**Travelport** has recruited British Airways IT specialist **Mike Croucher** as its Chief Architect, based in Langley, UK. The position will see him take overall responsibility of delivery of Travelport's global IT architecture function.

**Cruise Lines International Association** in the US has named **Kim Hall** as Director of Technical and Regulatory Affairs, Operational and Security.

Aviation technology provider **SITA** has appointed **Bill Miller** of United Airlines as its new chair. Initially for a one year term, Miller takes the place of decade-long chairman Paul Coby who remains on the board. SITA also confirmed that Francesco Violante will continue as CEO.

## Win A GoPro

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Thursday 19th June 2014

## New GA destinations

**GARUDA** Indonesia has announced a significant expansion of its new ATR72-600 "Explore" service (**TD** 26 Nov 13), which will open up a number of new destinations.

Routes to be added include flights from Makassar to Bima, Luwuk, Mamuju, Baubau and Pomala, while there will be also new flights from Palankaraya to Balikpapan, Pontianak and Putussibau.

Schedules have been loaded into GDS but reservations are not yet available.



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## Thailand rebuilding

**THE** Tourism Authority of Thailand has flagged a campaign aiming to motivate Australians to travel to the destination, following the relaxation of a nationwide curfew as a result of the recent military coup.

TAT Director Australia, Ms Numphon Boonyawat, thanked the Australian travel industry for its "unbending support" for the country during the unrest.

She said that while the sector had suffered in recent weeks, "all the signs point towards a swift recovery".

Boonyawat said it was very much a case of business as usual in Thailand, with everyday life going on as normal for both visitors and local residents.

"The National Council for Peace and Order is extremely aware of how important tourism is to our country," she added.

## Quest industry deal

**QUEST** Serviced Apartments in Sydney's World Square is offering a special industry rate for people attending the Travel Industry Exhibition and NTIA next month.

Bookings before 05 Jul start at \$189 for an executive apartment, with the show on at Moore Park on 18-19 Jul - for further info on the Quest deal call 02 9291 1900.

## MEA 2015 to HTI

**HAMILTON** Island has been selected by Meetings & Events Australia as the host destination for its 2015 Annual National Conference, held 24-27 May.

It will be the second time MEA has held its ANC on Hamilton Island, the last time in 2002.

Registrations for the conference have now opened, with an ultra earlybird discount available to the first 50 people to sign up, priced from \$995 - **CLICK HERE** for more.

For more MICE news subscribe free to our sister publication **Business Events News** - see [businesseventsnews.com.au](http://businesseventsnews.com.au).

# Maestro expands its offering

**THE** Maestro Group has launched a new version of its business platform, which allows member agents to buy nett rate product direct from suppliers across the globe.

Maestro launched in Oct 2012 giving access to DMCs and other product in 28 countries, with the expansion now incorporating a further 15 countries and a partnership with TDS ARENA's distribution and booking system.

Rather than an agency network, founder Simon Hills said that Maestro is an "exclusive coterie open only to like-minded agents with a strong FIT client base".

The 21 existing members pay an annual fee which covers access to the group's buying power, member dedicated website, 24 hour supplier response, training,

famils, sales support and a seamless payment gateway for international transactions, with no foreign currency exposure.

Hills said the expanded offering was the result of feedback from members who say access to the product had seen bottom line results above expectations.

"Maestro has quickly proved itself, which gave us the scope to really build the money-earning potential for members," he said.

"We have effectively eliminated one link in the supply chain so our member agents have control over pricing which is delivering improved yield and remaining competitive with consumers buying direct on the internet".

Hills said he was confident of achieving a target of 80 active members in the next year.

## WIN A TRIP TO NEW CALEDONIA

Throughout June, **Travel Daily** is giving readers the chance to win a 4 night holiday to New Caledonia for 2, courtesy of **Aircalin, New Caledonia Tourism and Le Stanley Hotel & Suites Noumea**.

The prize includes return economy class airfares to New Caledonia with Aircalin, airport transfers and 4 nights accommodation at Le Stanley Hotel & Suites Noumea, for 2 people.

Every day this month **TD** will ask a different New Caledonia-related question. The subscriber with the most correct entries and the most creative response to the final question will win this holiday.

Email your answers to:  
[newcaledoniacomp@traveldaily.com.au](mailto:newcaledoniacomp@traveldaily.com.au).



**Q13: What is the cost for a 10 day stay n the Port de France Suite (package Riviera 10)?**

Hint: [www.lestanley.nc](http://www.lestanley.nc)



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## WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

### \*JOB OF THE WEEK\*

#### REGIONAL RETAIL MANAGER SYDNEY – EXECUTIVE SALARY PACKAGE

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 or have managed a retail outlet and ready to step up to a regional role.

### PLAY WITH GLOBAL PRODUCT

#### PRODUCT MANAGER BRISBANE – UP TO \$87K PKG

A smart negotiator? Pride yourself on your supplier relationship skills? Then come and join this global team as product manager. Focusing on South Pacific destinations you will be responsible for the negotiation of competitive rates, allotments, bonus offers, campaign activity and more. Rarely does the opportunity arise to step into a product management role within this forward thinking and innovative company in Brisbane

### SENIOR SALES PEOPLE STEP FORWARD

#### NATIONAL SALES MANAGER SYDNEY –EXECUTIVE

Make the move you won't regret! We're looking for a strong sales professional who has experience with national management. 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 great brand you'll go along way in your career.

### LOVE RETAINING ACCOUNTS?

#### CORPORATE CLIENT RELATIONSHIP MANAGERS SYD & PER EXECUTIVE SALARY PACKAGES!

Think all TMC's are the same? Not these ones. By joining one of these company's you will be able to make a real impact on client activity and generate the best relationships possible with your client portfolio. With your strong communication and relationship building skills you will be able to drive solutions for your clients improving expenditure and creating a lasting impression, resulting in retention & growth in your portfolio.

### HOT SALES SKILLS PAY OFF HERE

#### 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.

### COMPETITION IS HOT FOR THESE GREAT ROLES

#### CORPORATE SALES MANAGER X 2 – SME SYDNEY and 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.

### STEP AWAY FROM YOUR CURRENT PCO

#### DIRECTOR OF SALES - EVENTS SYDNEY EXECUTIVE SALARY PACKAGE

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

### THE BUSINESS OF TRAVEL & EVENTS

#### 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.

## AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

CONTACT OUR NATIONAL TEAM TODAY ON: 02 9231 2825

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FOR MANY MORE EXECUTIVE VACANCIES VISIT OUR WEBSITE

[www.aaappointments.com/aus](http://www.aaappointments.com/aus)





*Working in partnership with the Australian Travel Industry*

### Galileo Travel Consultant

**Brisbane, Northern Suburbs. \$DOE+COMM. Ref:1167PS1**

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 CBD – \$Base + incentives –Ref: 1794RF2**

Are you cruise crazy? Do you want to spend your days selling cruise? I am looking for an outstanding retail consultant with an good knowledge of cruising to join an industry award winning cruise agency located in the Sydney CBD. Previous cruise experience is a must, as is at least 2 years retail travel experience and a strong command of online cruise booking systems. A generous salary and excellent incentive scheme is on offer to get the ideal candidate on board.

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

### Corporate Travel Consultant

**Melbourne \$50-60k Ref:1174KF1**

This well known international travel agency are looking for a senior travel consultant to join their winning team! Working with corporate clients only on SME accounts this position is varied, busy and most importantly fun! If you have a proven track record in sales, experienced on a GDS and are looking for something different to a large TMC then apply today! This position is centrally located in the Inner Suburbs of Melbourne and easily accessible by public transport.

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

### Retail Travel Consultant

**Adelaide \$DOE Ref: 1168LB2**

Are you an experienced Travel Consultant with fantastic international product knowledge, that prides yourself on offering excellent service based attitude to your clients?! Candidates living in the south-west of Adelaide with a solid 2+ years of travel consulting experience will be considered for this rare vacancy. If you have a passion for service focussed consulting and use Galileo currently, apply now to join this established, reputable, nationwide company!

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

### Travel Consultant

**Sunshine Coast. \$DOE+ COMM. Ref:1166PS1**

Get your work life balance back in a locally based role If you are already working as a Travel Consultant with at least 3 years experience using a GDS teamed with excellent worldwide destination and product knowledge then I'd love to hear from you! Exceptional customer service skills are a must for this position within this friendly and supportive team. You will be rewarded with 9-5 working hours no Sunday trading and a very competitive base salary and commission structure.

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

### Business Development Executive

**Sydney – \$Competitive Ref:1154RM1**

Rare BDE opportunity for a fantastic and well known and respected touring company! Do you have sound Business Development experience within the travel industry and a proven sales record? This leading tour company are looking for an experienced Business Development Sales Executive to assist with their ongoing expansion across the travel market based in NSW but also covering the ACT. Fantastic benefits and an amazing opportunity to help increase their market share further!

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

### Leisure Travel Consultant

**Western Melbourne \$40-45k Ref:1026KF1**

An excellent opportunity has arisen with an established Leisure Travel Agency based in the Western Suburbs of Melbourne, for a motivated, positive and experienced consultant to join their team. The successful Travel Consultant will have worked in the industry for a minimum of 2 years with relevant experience as a Leisure Travel Consultant. You will be well travelled in order to provide personalised destination knowledge to your customers and have experience with GDS system.

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

### Corporate Travel Consultant

**Perth \$DOE Ref: 1182LB2**

An experienced Corporate Travel Consultant is required to join this boutique travel agency based in the west of Perth. Offering a competitive base salary and long term career opportunities this is a fantastic company to get on board with ASAP. Perfect if you currently work for a large TMC and are looking for a change!! If you can use Amadeus and like working in a supportive office environment predominantly from Monday – Friday then I want to hear from you!

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



Find your ideal travel job at [www.TravelTradeJobs.com.au](http://www.TravelTradeJobs.com.au)  
**online... on mobile... in branch**



# Trivia Night Fundraiser

## Thursday, 26th June at 7pm

**THE MENZIES SYDNEY, SPORTERS BAR**  
14 CARRINGTON ST, SYDNEY

Already in its 2nd year, this top notch Trivia Night, is set to become an annual event on the Travel Industry social calendar! The event is held by 'The Wacky Races – Car 1972' and 'Mario's Mini', both entrants in the NSW Variety Bash. 100% of your entry fees go to Variety the Children's Charity!

As both cars entering the Variety Bash are old Mini's, this year will feature the inaugural 'Mini Brain of the Year' award. Along with a fantastic night of random trivia questions, there will also be a 'Special Round' of 10 questions all about Minis... and I don't mean the new BMW kind!

There will be a silent auction as well as loads of raffles and prizes with all proceeds going to Variety ... So bring your CASH with you!!

**Register HERE!**



ENTRY FEE **\$35**  
TABLES OF  
TEN ONLY **\$250**

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