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Travel Daily

First with the news

Thursday 26th June 2014

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Blissful Bali

FREESTYLE Holidays is today showcasing the COMO Shambaha Estate in Ubud, Bali as one of the upmarket properties in its 'The Collection' brochure.

A three night package at the holistic wellness resort starts at \$1259 per person including daily breakfast, a complimentary massage and 'Bali Concierge' fast track service - see **front page**.

Five brands for helloworld

HELLOWORLD today confirmed that about 100 locations will continue operating under their Harvey World Travel, Jetset, Travelscene and Travelworld brands (**TD** breaking news).

In a wide-ranging update the company said over 890 locations had signed agreements to join helloworld across its three retail models, with 300 fully branded agencies, 400 Associates and 300 Affiliates, along with a further 440 Concorde Agency Network long-term affiliates.

Together with 195 locations

in New Zealand (which operate under the United Travel, HWT and Travel Brokers) brands, the total network will exceed 1700 stores. More from helloworld on **p4**.

Dubai show sponsor

DUBAI Tourism has signed on as the official Exhibition Sponsor of the upcoming Travel Industry Exhibition, which takes place next month in the lead-up to the National Travel Industry Awards.

Dubai Tourism director Julie King said partnering with the show "provides us with an exciting platform to further educate our key trade partners moving forward to 2020.

"We are significantly lifting our investment and efforts in the market to further increase our support to the trade," she said.

See travelindustryexpo.com.au.

New TA regional gm

TOURISM Australia has named Michael Newcombe as its new Regional General manager for South/South East Asia & Gulf.

Based in Singapore, Newcombe joins TA from the aviation sector where his career has included various roles with Jetstar in Asia.

He replaces Karyn Kent who has taken up a new role in Adelaide.

More appointments on **page 7**.

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Thursday 26th June 2014



EY tick for AZ stake

ETIHAD Airways will acquire a 49% stake in Alitalia after the carriers confirmed agreeing to the principal terms and conditions of the proposed transaction.

"The airlines will now move to finalise the transactional documents, that will include the agreed upon conditions, as soon as possible," Etihad and Alitalia said in a joint statement.

The Abu Dhabi-based carrier will inject about €560 million (AU\$810 million) into the struggling Italian carrier, paying around €400 million for the stake, *Bloomberg* reported yesterday, citing two sources familiar with the deal.

New listed travel group

WEST Australian mining explorer Red Gum Resources will change its name to The Australian Travel Group, as part of a major shift to focus on the "internet travel and leisure industry".

The move has seen the group purchase 100% of online travel agent Holiday Planet Pty Ltd, as well as confirming the \$3.5m acquisition of Asia Escape Holidays, with the deals to be funded by a share issue.

What is more, "negotiations involving additional acquisitions in the travel industry are continuing as part of the company's travel business aggregation strategy to achieve scale, efficiencies and greater distribution," the company said.

Holiday Planet and Asia Escape together generated combined sales of around \$65 million last financial year, with the company saying that Asia Escape provides the "perfect counterpart to Holiday Planet's on-line and high end retail leisure tourism focus".

The Asia Escape acquisition also gives Holiday Planet distribution into 3,000 Australian retail

agents, according to a statement.

Asia Escape chief Mason Adams will join the company's board.

Strategies going forward will include expansion of the current Holiday Planet websites with new "world class" online booking engines, adding three new long-haul destinations for Asia Escape and expansion of the Holiday Planet Luxury Program into east coast markets.

The group is also looking at SME Corporate travel as well as groups and conventions.

EVA Brisbane boost

TAIWANESE carrier EVA Air is increasing flight frequencies to Australia with a new third weekly service between Taipei Taoyuan and Brisbane planned to debut at the end of the year, according to its online flight timetable.

The seasonal boost will be operated using Airbus A330-200 aircraft commencing 11 Dec (ex BNE), through until 29 Jan.

The new service will depart Brisbane on Thu, complementing BR's current Wed & Sat operation.

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Kilimanjaro, Kigali	AUD1600*	AUD6200*
Freetown	AUD1800*	AUD6400*

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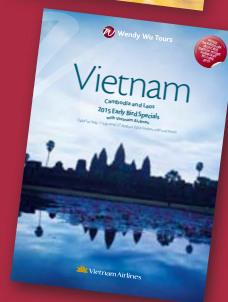
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Cosmos wins World Youth Day

THE Globus family of brands' Cosmos division has been selected by the Australian Catholic Bishops Conference to coordinate arrangements for an estimated 2,000 Australian passengers taking part in World Youth Day 2016 in Poland.

The appointment follows a six month selection process, which was exclusively highlighted in **TD** and **Business Events News** late last year (**TD** 30 Dec).

It's understood that most major tour operators working in the Australian market took part in the process, which kicked off with a combined briefing in Jan.

More than 30 groups of Australian travellers are expected to take part, and Cosmos is believed to be developing a special website for the pilgrimage.

The group already offers a specialist program of religious tours throughout Europe and the Holy Lands, with the recent

release of the Globus/Cosmos 2015 Religious Travel brochure.

Arrangements for World Youth Day pilgrims will be tailored specifically for the Krakow event taking place 25 Jul-01 Aug 2016.

Globus md Stewart Williams said the Cosmos team were excited to be managing such a large, specialist operation.

"We understand not only the logistical importance of this event, but also the spiritual impact for the young people and the whole church in Australia."

TG SYD switch

THAI Airways International is set to replace three of its weekly 747-400 flights between Sydney and Bangkok with a 777-300.

GDS screens show TG471/472 operating with the 777s effective from 26 Oct 14, while the daily TG475/476 service will continue to utilise 747-400 jumbos.

TC member meetings

TRAVELLERS Choice will reveal the group's strategic direction to new and existing shareholder members at a series of briefings to be held nationally next month.

The mid-year forums will be conducted by Travellers Choice chairman Trish Ridsdale and ceo Christian Hunter, and will also detail the retail group's current focus and financial performance.

Members will also have the opportunity to chat with senior management about industry matters such as the AFTA Travel Accreditation Scheme - which will only just have been rolled out.

"These meetings invariably shed light on specific challenges facing our members and create a form in which we can collectively find solutions," Hunter said.

The Member Meetings will take place in Adelaide (02 Jul), Melbourne (03 Jul), Sydney (04 Jul), Canberra (05 Jul), Brisbane (06 Jul) and Perth (08 Jul).



Window Seat

EMIRATES divisional senior vice president commercial operations, Barry Brown, says the EK advertising machine appears to be "working a treat" particularly when it comes to the airline's soccer sponsorship.

He told **TD** that a corporate colleague had contacted him about a recent flight with a competitor airline (on a sector where Emirates doesn't operate) where he was thrilled to be able to watch the FIFA World Cup live in the clouds.

"What bemused him is that the other airline's inflight video broadcast our sideline advertising, repeatedly stating 'Fly Emirates'," Brown said.

"Now if I can only get them to broadcast America's Cup Sailing, Tennis, Rugby, Formula 1, Cricket....," he quipped.

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Thursday 26th June 2014

Helloworld set to join ATAS

HELLOWORLD'S trading update this morning (see **p1**) also included confirmation that the group is committed to joining the AFTA Travel Accreditation Scheme.

CEO Elizabeth Gaines said ATAS is a positive step forward for the travel industry, "encouraging travel professionals to operate to uniform high standards across Australia.

"We are confident that the introduction of ATAS will provide an accreditation scheme which defines reputable travel professionals and accommodates

the changing needs of our customers," she said.

Gaines also confirmed that Helloworld's Customer Protection Policy, "backed by our unique insurance policy," would "provide customers transacting with Branded and Associate *helloworld* agents with the peace of mind previously afforded by the TCF".

Writedowns possible

HELLOWORLD says its full year accounts, to be released in Aug, will include an assessment of the carrying value of intangible assets to ensure that the figures are appropriately supported.

Any "non-cash impairment" will be communicated once the review is completed, the company said.

Helloworld expects a full year \$40m-\$41m "adjusted EBITDAI" result, not including \$15m-\$16m in helloworld implementation costs or other non-recurring items.

QBT back in black

HELLOWORLD'S QBT travel management operation appears to have turned the corner, trading profitably in the current quarter with the company today saying it had "benefited from the implementation of restructuring and productivity initiatives".



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FY15 profit prediction

HELLOWORLD expects a significant improvement in its profit performance next year, with the "focused, consolidated helloworld network" set to provide "a strong platform for future growth in a multichannel environment".

This year the reduction in its retail network is forecast to hit pre-tax earnings by between \$5m and \$10m, but this is "expected to be partly mitigated by growth in online trading through helloworld.com.au," the firm said.

Helloworld remains committed to investing in marketing, with "a key focus on growing brand awareness and driving customer traffic to our network of passionate and committed agents and members."

Non-recurring costs would significantly reduce next year, the firm said, with the helloworld implementation "largely completed" by next Mon 30 Jun.

Another Mayo alert

HOUSE of Travel chairman Barry Mayo says the collapse of NSW helloworld agency All Travel (exclusively revealed in **TD** yesterday) "further highlights the need for mandatory consumer protection" when ATAS becomes a reality next week.

Mayo said that the TCF will pay out affected clients, who he believes would be "facing a very different situation" if the collapse had happened after 01 Jul.

However it's understood that in fact the Helloworld Consumer Protection Policy, which is being highlighted by a number of helloworld member agents, would cover situations like this.

Helloworld's policy, listed on the company's website, states that "in the event that a helloworld member ceases to trade or otherwise fails financially, it will provide either the travel products and services or the appropriate refund."



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klia2 Tune opening

BUDGET hotelier Tune Hotels yesterday officially opened the 'greenest' hotel in Malaysia, the 400-room Tune Hotel klia2, linked to Kuala Lumpur Int'l Airport 2.

Starwood hits the road



STARWOOD Hotels & Resorts and Malaysia Airlines hosted the first event of the 2014 Starwood Australian Expo on Mon with a breakfast seminar in Perth at the Four Points by Sheraton.

Fifteen visiting Starwood properties attended the function, updating Perth trade on existing and new hotels around the globe, while providing an opportunity to win prizes to experience the hotels firsthand.

The roadshow includes expos in Sydney, Melbourne and Brisbane, highlighting the nine distinctive brands of Starwood.

Regional director of sales and marketing Daniella Tonetto said this year's show was expected to be the biggest yet, showcasing new developments.

One of the lucky winners at

the Perth event was Nathan Johnstone, MTA mobile travel agent who won a great prize courtesy of Malaysia Airlines.

Nathan is pictured above with Vilma Rovedatti, sales manager WA, Malaysia Airlines; Leonard Lee, director of sales & leisure, Starwood Sales Organisation, Malaysia National Sales Team; Ivy Tan, area manager, Malaysia Airlines and Daniella Tonetto.

Bench early bookers

AGENTS have until next Mon 30 Jun to guarantee their clients 2014 brochure prices on select African safaris departing in the first five months of 2015.

Destinations where the offer applies incl South Africa, Namibia and southern & east Africa.

Langham Melb tops

WOTIF.COM has revealed its top rated hotel in Australia, based on reviews by verified guests, is The Langham Hotel, Melbourne.

The online agent released the result today after amassing one million Australian hotel reviews.

With a score of 4.74 out of 5, The Langham Hotel, Melbourne outranked The Westin Sydney and The Playford Adelaide - MGallery which were the second and third best rated properties.

More than 9,500 providers have received reviews nationally.

Nearly 80% of all reviews were positive, 16% were neutral and 5% of feedback was negative.

TNZ Chair re-elected

NEW Zealand Prime Minister John Key today confirmed that Tourism New Zealand has reappointed Kerry Prendergast as chair of the board.

Prendergast's reappointment for a one-year term will take effect starting 15 Aug.

101 SureSave winners

CONGRATULATIONS to Barry Cutmore from National Travel Bendigo who has been named as the major winner in a SureSave travel insurance incentive.

The incentive was launched to promote Sure Rewards, a scheme that recognises agent sales.

Over 1,200 agents have joined Sure Rewards since its launch four weeks ago, with the first 100 agents offered 200 bonus points, which can be redeemed for more than 100 different eVouchers and digital gift cards.

Another incentive being run this month will reward all agents who sell five SureSave policies with bonus points, while details of a Jul promotion will be revealed soon - see surerewards.com.au.

Counsellors surge

HOME-BASED travel network Travel Counsellors has reported a 16% uptick in new professionals joining the company compared to the same time last year.

Local Travel Counsellor numbers currently stand at 120, while abroad there has been a further 1,200 new sign-ups.

General manager Australia Tracy Parkinson said global sales were up 12%, and members were achieving an average margin of 18% when using the firm's inhouse Phenix booking platform.

A webinar for potential staff will be held on 09 Jul - (03) 8517 8207.

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Secretary – PERTH

Malaysia Airlines Commercial Division requires the services of an experienced Secretary. Primary responsibilities include: provide Secretarial support to the Area Manager and overseeing administration, manage all Staff related matters, coordinate Staff Travel, drafting of minutes for meetings, action reports, Group Sales Management, SAP system data entry.

Please email your application to the HR & Administration Manager at sydh@malaysiaairlines.com applications close 02 July 2014.

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Google flight search

GOOGLE has redesigned its "Flight Search" site, with a major overhaul which is currently being rolled out across the globe.

Under the new features, fare search results to a particular airport are displayed on an interactive map, alongside live prices for flights to surrounding destinations.

There's also a "seasonality" bar graph indicating how fares change throughout the year.

A new 'I'm Feeling Lucky' button aims to inspire travellers who are feeling adventurous.

Users can enter a price or time limit and Google will suggest a new destination complying with the parameters each time the button is clicked.

The updated Google flight search site also recommends destinations based on the user's past searches.

See flights.google.com.

More ships for Tauck

TAUCK will expand its river cruise inventory by 2016 with the addition of three new vessels, the line's ceo Dan Mahar revealed.

Hot on the heels of the launch of the brand new *MS Savor* (see **TD Cruise Update** today for full coverage - **CLICK HERE**), a fifth Jewel-class ship, named *Esprit*, and two more Inspiration-Class ships are now on the order books.

The new vessels will be built by Basel-based shipbuilder Scylla AG and once delivered, will take the line's total river fleet to nine ships.

Russia program boost

SIGNIFICANT enhancements have been made to Travelmarvel's Russia River Cruising brochure for 2015, with the addition of new land and rail journeys to support a core river cruise itinerary.

The 12-day Treasures of Russia Cruise travels between Moscow and St Petersburg, with six new full charters of the refurbished *MS Yesenin* added to satisfy increasing demand for Russia.

Now available, the 48pg guide features 21 departures of five different itineraries including a 15-day Trans-Siberian train trip.

TIME networking at TTC HQ



THE Travel Industry Mentor Experience held a networking function in Sydney last night at Travel House in Bondi Junction - the home of travel juggernaut The Travel Corporation.

Industry representatives had the opportunity to meet with past and present Mentors and Mentees of TIME, and also hear from Sabre Pacific's md Jeremy van de Klundert who was a special guest speaker.

Pictured above are the latest TIME intake which include, from left, Peta Clarke, Virgin Australia - mentee; Sue Graham, CT Partners - mentor; Kate Telfer, Destination NSW - mentee and Shane Low, Sabre Pacific - mentee.



BELOW right: Some of the old faces from TTC, Andrew Yell, Creative Holidays and Lorraine Sharp, former Insight Vacations md (right), with Nicole McMahon from Virgin Australia.

ABOVE: Hosts for the event, The Travel Corp's Lorelle Cooney and John Weeks with TIME Committee's Simon Woodward, American Express.



LEFT: Guest speakers Glenyce Johnson from PEAK Adventures and Jeremy Van De Klundert, from Sabre Pacific.

See more images from the TIME function on our website www.traveldaily.com.au/photos.



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Please note: telephone and postal applications will not be entertained. Applications close Sunday 6 July 2014.

Only candidates who meet the minimum requirements will be considered and contacted.

Palm Springs facelift

A PEDESTRIAN friendly urban village will be built in downtown Palm Springs, California, as part of a revitalisation plan, with over 85% of the Desert Fashion Plaza Mall to be demolished for space.

Rosie's Corner

Today's update is brought to you by Rosie Holidays

Welcome to Rosie's Corner!

In this edition, we highlight a range of sightseeing tours and experiences on offer across Fiji. With a wide selection to choose from, there's something to suit every type of visitor and it's a great way to increase your booking value.

Let's begin with Fiji's most popular eco-cultural tour – the Sigatoka River Safari! The 4.5-hour tour explores the Sigatoka River and surrounds on board a custom built safari jet boat, stopping at a Fijian village, where guests can enjoy a traditional kava ceremony, Fijian lunch and an opportunity to mingle with the locals.

For the thrill-seeking clients, the 5-hour Ultimate Shark Encounter, at Beqa Lagoon, is the number one shark diving experience in the world, and boasts eight species of sharks and hundreds of fish species to view.

The Zip Line Tour is a great option for clients looking for an exhilarating adventure. Given the title of 'most thrilling zip line in the South Pacific', the tour consists of traversing from treetop to treetop through the jungle. The tour operates rain or shine, 7 days a week with several daily departures and includes roundtrip transfers and light refreshments.

For further information on our great range of tours or to make a booking, call Rosie Holidays on 1300 133 524.



Indigenous champions

FOUR tourism enterprises in Western Australian and the Northern Territory have been admitted into the Indigenous Tourism Champions Program.

The scheme is a joint initiative run by Tourism Australia and Indigenous Business Australia, in partnership with STOs, aiming to create awareness of reputable tourism providers worthy of being promoted on the global stage.

New 'Champions' include Brian Lee Hunters Creek Tagalong Tours and Barraddict Sport Fishing Charters in the Kimberley, Bundy's Cultural Tours in Broome & Maruku Arts in the Red Centre. **CLICK HERE** for more details.

AC LHR T2 lounge

AIR Canada has opened its 21st International Maple Leaf Lounge at London Heathrow Airport's recently launched Terminal 2 - 'The Queen's Terminal.'

The 700sqm facility features a Quiet Zone consisting of three reclining pods, spa-inspired shower area, business centre, free wi-fi, cooking station where food is made-to-order by a chef, bistro-style dining and bar.

The new lounge is available to eligible Air Canada Altitude Super Elite 100K, Elite 75K and Elite 50K members, Star Alliance Gold members and Business Class pax.

PHG summer sale

PRICE reductions of up to 35% or free nights are available at select Preferred Hotel Group properties globally taking part in a 'summer sale' promotion.

The campaign is valid for stays through until 10 Sep, or 30 Sep for hotels in the Americas - see preferredhotelgroup.com/summer.

Skyscanner China buy

GLOBAL travel search provider Skyscanner is lifting its presence in China after acquiring local flight, hotel and package holiday metasearch company Youbibi.

CEO Gareth Williams said the move follows a tenfold in growth from the China market since launching there two years ago.

"This acquisition brings the best of both worlds with Skyscanner's international coverage & Youbibi's domestic travel search and intimate knowledge of the Chinese traveller," Williams said.

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.

Newly named **Pier One Sydney Harbour** General Manager Kim Mahaffy has assembled her Sales & Marketing Team. **Helen Radic** as (Cluster) Director of Sales & Marketing; **Chris James** as Business Development Manager - MICE; **Michael Anderson** as Director of Sales; **Denee Wallace** as Wedding Sales Manager and **Erin York** as Wedding Sales Executive.

Qatar Airways Chief Executive Officer **Akbar Al Baker** has been re-elected to the IATA Chair Committee and will serve until the end of the 2015 AGM.

Bringing 20 years industry experience, **Complete Travel Marketing** has recruited **Claire Bradley** to the role of Trade Marketing Manager. Bradley will look after trade famils, industry rates, trade shows and campaigns.

Tourism Tropical North Queensland has filled its Destination Content Director position, appointing **Kate Duffy**, who will commence next week.

Beginning in his new role from next week, airline veteran **Rolf Huber** has moved into wholesaler travel, joining **African Wildlife and Natural Focus Safaris** as its new Business Development Manager (Victoria).

Roland Svensson has been welcomed as the new General Manager at luxury Thai resort **The Sarojin Khao Lak**.

Sunshine Coast Destination Ltd recently appointed **Susan Maynard** as its new Tourism Development Manager. Maynard has worked in the tourism industry for over 20 years in retail, wholesale, accommodation and most recently with Tourism and Events Queensland.

United Airlines' Bill Miller will serve a one-year term as the Chairman of the SITA Board of Directors, following the firm's Annual General Assembly.

Royal Caribbean International will soon welcome **Sean Treacy** to his new role of Regional Commercial Director Asia-Pacific. Treacy will relocate from Miami, Florida to Sydney, replacing the promoted Adam Armstrong. Treacy has been with RCL Cruises since 2006, holding a variety of positions.

Tracy Martin has joined **Sofitel New Zealand** as Director of Sales and Marketing. Martin will be based at the Sofitel Auckland Viaduct Harbour.

Filling a joint role between **Tourism & Events Queensland & Gold Coast Tourism**, **Jason Thomas** has been appointed to the position of Director Destination and Corporate Partnerships, beginning from 14 Jul.

The Langham, Auckland has named **Michael Shah** as its new Director of Sales and Marketing. Shah's most recent role was with qualia in Qld.

Pan Pacific Hotels Group has recruited a new Vice-President, Sales in **Fabian Seet**, who will be based at corporate headquarters in Singapore. In his new role, Seet will drive global sales for the group in 12 countries.

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- A Passion for all things Ski/Snowboarding with at least 2 Ski resorts visited in the last 2 years

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Travelport takes partners to Bali



TRAVELPORT hosted more than 350 travel agents, airlines, hoteliers, developers and corporate partners at its annual Asia-Pacific Customer and Partner Conference at Bali's Grand Hyatt Hotel last week.

The event was themed *Redefining Travel Commerce*, around Travelport's newly launched brand vision, with presenters including eNett founder and ceo Anthony Hynes, AirAsia X ceo Azran Osman-Rani, and Mark Meehan, recently appointed as Travelport's Asia Pacific managing director.

Pictured above from left are Monique Jensen of Travelport; Jamie Glenn, Flight Centre area leader Digital Solutions; Mike Yates, Travelport APAC marketing director; Niklas Andreen, Travelport; Nicole Hague, Travelport; and Michaela Forsen and Nicole McMahon, both of Virgin Australia.

DFAT updates

THE Department of Foreign Affairs and Trade has this week reissued a significant number of its Smartraveller country advices, adding information about the availability of services for Australians via Canadian consulates in each destination.

Although not previously being listed by Smartraveller, DFAT told **TD** the Australia/Canada reciprocal consular sharing agreement is a long-standing arrangement, with 14 Canadian missions providing assistance to Aussies in Cote D'Ivoire, Algeria, Kazakhstan, Mali, Hungary, Venezuela, Gambia, Guinea, Senegal, Cuba, Congo, Burkina Faso, Ecuador, Morocco, Tunisia, Cameroon and Gabon.

Australian missions similarly provide assistance for Canadians in places such as Samoa, Bali, Cambodia, Hawaii and Myanmar.

£80m UK travel deal

BRITISH private equity group Vitruvian Partners has confirmed the £80 million acquisition of London-based JacTravel Group, which is a "technology driven B2B hotel accommodation wholesaler and provider of inbound travel services".

JacTravel currently processes almost 1 million bookings annually, partnering with more than 12,500 independent and chain hotels in 800 cities across the globe.

Since the company was acquired by vendor Bowmark Capital in 2007, it has seen sales grow 16% annually, while profit has surged 22% on average each year.

Now established as a global player under its new ownership, JacTravel will "accelerate its investment in technology and continue pursuing growth in new markets," the company said.

Travel Daily
First with the news

Thursday 26th June 2014

Serko US patent

NEWLY listed New Zealand company Serko (**TD** Tue) has been granted a travel expense automation patent by the United States Patent office.

The firm said the product provides "a method of monitoring the expense of a traveller during the process of an itinerary" and utilises Near Field Communication (NFC) to process mobile payments linked to the itinerary.

Serko said it considers expense reconciliation and payments via NFC to be a "key development in the technological evolution of corporate travel".

WIN A TRIP TO NEW CALEDONIA

Throughout June, **Travel Daily** is giving readers the chance to win a four night holiday to New Caledonia, 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 four nights accommodation at Le Stanley Hotel & Suites Noumea, for two 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



Q18: Where is the Stanley Hotel located?

Hint: www.lestanley.nc



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PORT TRAVEL – PORT MELBOURNE

Do you have a passion for the travel industry? We're looking for someone with experience that needs a change of scenery and would like to work in lovely environment with a Positano View, you'll feel like you're working in Italy every day!

Open opportunity for full time or 4 days per week, or if you're a consultant working from home and fed up with trying to have a life away from work, there is a private room office waiting for you with your freelance work.

We are a boutique agency, a member of the Hello World Associate/Amex located in Port Melbourne. Luxury retail with moderate corporate work. Offering great conditions, and looking for a passionate person interested to help grow the business.

Call Vivien Agosta @ Port Travel for a confidential chat 0419 005528
Vivien@porttravel.com.au

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Join this forward thinking operator using your analytical skills & travel systems experience. As part of this dynamic product team you'll be responsible for managing large scale projects for systems utilised by the business on a global level and liaise between end users and vendors to ensure the business requirement are delivered in IT solutions. You'll have a strong understanding of travel business practices and the ability to produce workable solutions to a range of problems

A MIX OF CULTURAL FUN

**PRODUCT MANAGER
SYDNEY – EXECUTIVE SALARY PACKAGE**

Looking for a challenging new destination to market? This wholesale company requires the skills of an adaptable Product Manager. You will be well organised and have the ability to source and develop new and unique products to your competitors while being able to develop a brochure that stands out from the rest. With your talents you will have a creative flare and an eye for detail.

A SUPERB SENIOR ROLE

**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.

USE YOUR SKILLS TO TRAIN OTHERS

**PART TIME TRAVEL INDUSTRY TRAINING MANAGER
SYDNEY – 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 two days are up to you, ring today to find out more.

LOVE THE LIMELIGHT OF NATIONAL SALES?

**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.

FOCUS ON THE ACADEMIC MARKET

**CORPORATE TRAVEL ACCOUNT MANAGER
BRISBANE – EXECUTIVE SALARY PACKAGE**

Are you a master in keeping relationships strong? Well connected throughout the academic sector & travel industry? We are looking for a polished & professional individual to join this recognised leader. As part of this successful sales team you'll be responsible for maintaining and growing their key academic accounts. This superb role is available now for a motivated account manager looking for wider horizons and aiming for greater success.

CHOOSE YOUR DAYS!!

**3 DAYS A WEEK CORPORATE SALES
MELBOURNE – LUCRATIVE SALARY PACKAGE**

Know how to target new business? With your winning ability to develop a pipeline, negotiate deals and win new business you will be rewarded within this corporate Travel Management Company. Representing a well known brand in the market you will be proud to be part of this growing team, showing off your sales skills and creative flare. Choose the days you want to work!

HUGE REWARDS FOR HUNTERS & COLLECTORS

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

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

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Working in partnership with the Australian Travel Industry

Travel Consultant

Sunshine Coast, \$DOE+ COMM. Ref1166PS1

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.

Travel Sales Representative

Sydney – \$Competitive Ref:1154SJ3

This is a great opportunity to step into an on the road position as a sales rep for a leading touring company! If you have business development experience within the travel industry or a proven sales record this could be the role for you. I am looking for a candidate who knows the travel market well and someone who can network, train and help increase my clients market share. A fantastic benefit package and an amazing opportunity to get out of the office and on the road.

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

Leisure Travel Consultant

Tasmania Attractive Package Ref:1189KF1

A fantastic new opportunity has arisen for an experienced travel consultant to join this leading travel agency. If you are looking for a change and know your travel destinations inside out then this could be the job for you! As well a great travel consultancy position in an energetic environment, there is also the opportunity for career progression within the company. This position is a great opportunity for retail consultants wanting to take on a new challenge.

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

Corporate Travel Consultant

Perth \$DOE Ref: 1182LB1

Calling all Corporate Travel Consultants! Exciting opportunity to join a boutique travel agency based in central 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.

Galileo 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.

Corporate Domestic Consultant

Sydney– Generous Salary – Ref: 1183RF1

Calling all corporate domestic consultants! We need you!! We have an excellent opportunity for a corporate domestic travel consultant to make the move into an award winning boutique agency in the CBD. Positions at this particular branch do not come up often so you will need to get in fast! If you have 2 years experience in a similar role (Sabre experience an advantage) and are looking for an opportunity to go above and beyond for your clients then this is the role for you!

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

Retail Travel Consultant

Melbourne South East – Generous Salary + Comm . Ref 1188MD1

Are you an experienced, passionate and confident Travel consultant that enjoys working face to face with your clients? We have an opening in a highly successful agency seeking a strong consultant to join their growing business. We are looking for a Travel Consultant that can hit the ground running to cease this excellent career opportunity that is closer to home! Strong product and GDS knowledge is a must. This is a hot desk with un capped potential. Excellent chance to take the next step in your career !

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

Leisure 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 3+ 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.



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online... on mobile... in branch