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# Travel Daily

First with the news

Wednesday 5th March 2014

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## GA's new Europe options

**GARUDA** Indonesia is on a strong growth trajectory, with the carrier set to boost capacity to Australia as well as launch new destinations in Europe in the coming months.

Speaking last night in Bali where the carrier will today officially join the SkyTeam airline alliance, ceo Emirsyah Satar said that the carrier's new London route (**TD** 18 Mar 13) would finally debut in May, as well as confirming the launch of a new non-stop route between Jakarta and Amsterdam.

The start of the London flights had been delayed due to "runway issues" in Jakarta (**TD** 17 Jul), but this has since been resolved and Garuda's Boeing 777-300ER services will be able to operate with full loads, Satar said.

Satar said the final schedule of the London flights was not yet finalised due to slot issues, and so wasn't able to comment on connection times for the carrier's flights from Australia apart from saying that the "objective is that they not be too long - 2-3 hours."

However, regardless of the timing, the London and

Amsterdam services will provide a new one-stop option to Europe for Australian travellers.

Satar said other growth markets for Garuda included China, Saudi Arabia and Korea, with SkyTeam providing a strong network of partners in the destinations.

This year Garuda Indonesia will also launch new international routes to Mumbai and Manila.

The Garuda ceo said the carrier is "reconsidering" its current Abu Dhabi operations, which connect through to a number of Etihad destinations via an extensive codeshare agreement.

"We can't rely on the Amsterdam market to fly via the UAE," Satar said, with the new direct AMS flights a better option.

More from Garuda on pages **two** and **four** of today's **TD**.

### Eight pages of news

**Travel Daily** today has eight pages of news, a photo page from the **Travel Counsellors Conference** & full pages from:

- AA Appointments jobs
- Travel Trade Recruitment

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## SA/VA c'share to Sydney

**SYDNEY** has been included as a new destination under South African Airways' new codeshare agreement with Virgin Australia, subject to regulatory approval.

SAA's local boss Tim Clyde-Smith said the airline has received "a tremendous response" since announcing its venture with VA.

The addition of Sydney as a codeshare point was a "logical" next step, Clyde-Smith said.

Last month, SAA revealed its new tie-up with Virgin Australia on flights operating between Perth and Melbourne, Brisbane and Adelaide (**TD** 07 Feb), but excluding the Perth-Sydney route which it codeshares with Qantas.

SAA operates services between Perth and Johannesburg, with the QF code on its flights until 31 May.

The addition of Sydney comes two weeks after QF cut its long-standing hard-block codeshare deal with SAA on flights between Australia & South Africa, which included the SA code on QF metal between Sydney & Johannesburg.

Clyde-Smith said pax in Sydney "can now reach the African continent using one ticket via our Australian entry port of Perth."

As previously flagged, **TD** understands Qantas' decision to end ties with SAA was expedited by the Star Alliance carrier's move to align with Virgin Australia.

SAA was "unable to comment at this stage" on whether it intends to expand the codeshare alliance to allow Virgin Australia to place its code on South African Airways services between Perth and Johannesburg and beyond points.

### New LHW ANZ boss

**LEADING** Hotels of the World has appointed Craig Adamson as director for Australia and NZ.

Previously the director of sales & marketing at The Langham, Sydney, Adamson will take charge of LHW's strategic direction in the local markets.

### Legend makeover

**CARNIVAL** Cruise Lines has added a number of new features to *Carnival Legend* during last month's refurbishment, including a brand new Bonsai Sushi eatery, a lolly store called Cherry on Top and 'Hasbro, The Game Show'.

## Travel Daily on location in Bali, Indonesia

Today's issue of **TD** is coming to you courtesy of Garuda Indonesia, which will today officially join the SkyTeam airline alliance.

**THE** SkyTeam "welcoming event" has seen Garuda pull out all stops to showcase Bali to visiting dignitaries, with a full program highlighting tourist attractions and leisure activities.

The importance of the event is reflected in the guest list for a gala dinner celebration tonight, which takes place after the formal signing ceremony.

The airline ceos and SkyTeam officials from across the globe will be addressed by Indonesia's Minister for Tourism, and attendees will also enjoy a star-studded line-up of Indonesian celebrities including pop stars and media personalities.

Also appearing at the dinner is the Garuda Indonesia Color Guard, which is part of the airline's Marching Band, Flight Drum and Bugle Corps.

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## Menon praises trade

**DEPARTING** SQ boss Subhas Menon has praised the industry for its "unflinching commitment to quality" in his farewell speech.

Menon told **TD** he considered his role in the alliance between SQ and Virgin Australia as among his greatest achievements here.

"We have also now, in Virgin Australia, a like-minded partner whose focus on customer service as well as their vivacity, freshness and youth is taking Australia by storm," he said.

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## Changing of the guard at SQ

**SINGAPORE** Airlines has a new man at the helm as regional vice-president South-West Pacific with the relocation of Subhas Menon (**TD** 29 Jan), who today moves to a similar role in London for the carrier's European market.

At an event last night at Sydney Airport, the local industry was introduced to Tan Tiow Kor, known also as T.K., who has been with the carrier for 30 years.

Tan has now taken over the vice-president South-West Pacific role after steering SQ's Cargo division through the turbulence of the Global Financial Crisis.

His appointment to the region comes as part of SQ's regular management rotation policy.

Addressing attendees following his first week in his new position, Tan praised the departing Menon for his guidance, leadership and achievements in the region.

"I know I have a very tough act to follow," Tan said, adding that he knew he had a great team in the South-West Pacific region.

After five years in the role, Menon said Singapore Airlines feels truly at home in Australia.

"It has been a great privilege to work with our Australian teams.

"Our success here is owed to the great support that we have received from all our stakeholders, namely our customers, Sydney Airport, our service providers, the travel agent community, but most importantly our staff, who are simply the best".

The event coincided with the grand opening of Sydney Airport's brand new SilverKris Lounge, a gleaming facility now boasting separate sections for Business and First/Suites passengers.

More from the official opening of the new lounge on **page six**.



## Business Development Manager (NSW)

Excite Holidays is a leading online wholesale travel company, servicing travel agents in Australia and New Zealand. We provide the most advanced agent booking system that offers a vast array of travel products with over 250,000 properties worldwide.

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## Window Seat

**OUTGOING** regional vice-president South-West Pacific for Singapore Airlines, Subhas Menon once again displayed his wit and sense of humour in handing the torch to his replacement, Tan Tiow Kor.

Menon praised the near 50 year history of the carrier flying services to Sydney Airport.

"At 50, many are called, but few can even get up," he joked.

He referred to the intense competition among carriers for passengers, saying many used statistics such as the fastest to London, cheapest to Asia or even the biggest lounge, but quipped that statistics were "like hot Thai Chilli - tempting to look at but when you taste the real thing, it can get nasty."

**AUSTRALIA'S** Winter Paralympic Games team has been forced to deal with a fairly major inconvenience, with thousands of dollars worth of equipment and supplies going missing.

The team of 11 flew in to Sochi on a charter flight - specially arranged to try & avoid luggage going missing as can sometimes happen on commercial airlines.

On arrival, the team noticed a custom-built prosthetic racing leg used by snowboarder Joany Badenhorst had not arrived, along with a snowboarding boot used by Trent Milton and as much as \$10k worth of wax.

The Aussies aren't the only ones affected, with the French, Swiss, Italian, Norwegian and NZ teams all on the same flight.

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## CH Malaysia incentive

**ELEVEN** travel agents will have the opportunity to spend a week taking in Kuala Lumpur & Penang in a new incentive from Creative Holidays and Malaysia Airlines.

The trip will depart on 15 May flying aboard Malaysia Airlines, and will showcase the highlights of both cities, from the night markets in KL to the tranquility of Penang's beach resort lifestyle.

The highest-grossing and most improved sellers of Malaysia product with Creative Holidays from each state during the month of Mar will be invited to take part in the trip - for more information, contact your local Creative BDM.



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## OPT revamp lauded

**CRUISE** Lines International Association Australasia (CLIA) general manager Brett Jardine has welcomed confirmation from the NSW Govt of the extension to the Overseas Passenger Terminal.

Jardine said the plans will allow for faster turnarounds and an improved passenger experience, generating further benefits for Sydney's economy.

His comments were echoed by Tourism & Transport Forum deputy chief executive Trent Zimmerman, who added that the "missing link" in accessing Garden Island was now more prevalent.

"While this upgrade will allow bigger ships to use the OPT and improve passenger facilities at the terminal, it will not address the looming shortage of berth space in Sydney," he warned.

## Kirk Wong to Air NZ

**LONG-TIME** Garuda Indonesia marketing exec Kirk Wong has taken the role as Air New Zealand's trade marketing manager.

Wong had been with GA since 2009, with his career also including roles with Abu Dhabi Tourism and Malaysia Airlines.

## GA planning for hundreds of aircraft

**GARUDA** Indonesia will announce major aircraft orders later this year, with ceo Emirsyah Satar confirming the airline is looking at a range of options for fleet renewal and expansion.

The GA corporate plan aims for an average fleet age of just five years, meaning the airline needs at least 100 new planes over the next decade "and that's not even allowing for expansion," he said last night in Bali in the lead-up to the airline's SkyTeam accession.

Satar said GA currently has 194 planes, and will take delivery of 27 more this year.

He said the carrier was considering 787s, A350-1000s and 777Xs with a decision to be made this year.

Allowing for growth, the total would be more like 200, he said.

## GA ATRs to grow new destinations

**GARUDA** Indonesia's new fleet of Bali-based turboprop aircraft (**TD 26 Nov**) is part of a strategy to compete with the raft of fast-growing Indonesian point-to-point low-cost carriers.

GA ceo Emirsyah Satar told **TD** last night that as the only full service carrier in Indonesia, Garuda can offer Aussie travellers easy onward connections to other destinations from Bali, with two ATRs currently operating and a further six arriving this year and a total of 35 on order.

The new "Explore" sub-brand opens up new destinations because the smaller aircraft can land on shorter runways across Eastern Indonesia.

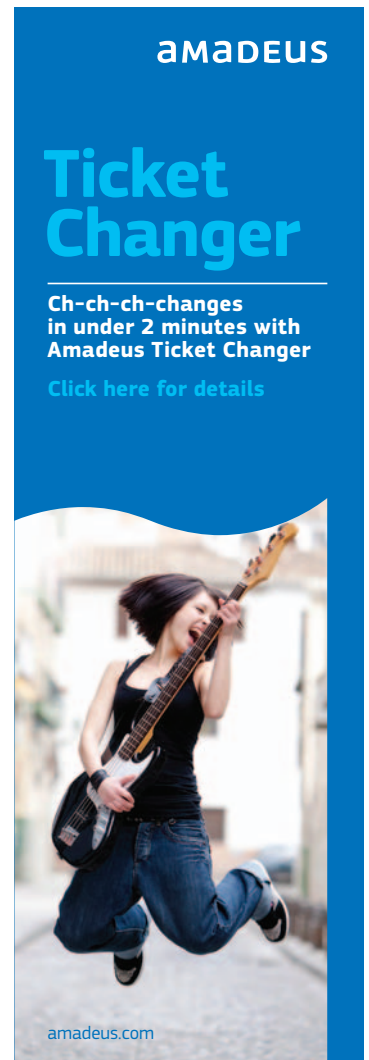
## Bali arrivals soar

**TOURISM** officials from Indonesia are set to announce strong growth in visitation during Jan this year, with the country seeing an uptick in arrivals as travellers avoid the ongoing unrest in Thailand.

GA ceo Emirsyah Satar said that although formal results haven't been released yet, the carrier had seen very strong leisure demand for travel to Bali with passengers switching their holiday plans.



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## Dubai hotel stays up

**HOTEL** guest numbers in Dubai soared to over 11 million in 2013 with Australia leading the growth surge, Dubai's Department of Tourism & Commerce Marketing has reported.

Hotel stays by Aussies increased 39% compared to the year earlier, with the result fuelled by Qantas' alliance with Emirates which began 11 months ago.

Overall annual growth was up more than 1 million guest nights.

DTCM director general Helal Saeed Almarri said the jump "is a positive first step on our journey to 2020," the same year the emirate will host the World Expo.

**MEANWHILE**, Sun Island Tours is advising Dubai's new Tourism Dirham Fee (**TD 29** Jan) for accom stays will be added to guests' bills and collected at check-out.

The Dh7 (\$2) to Dh20 (\$6) per room per night levy is effective 31 Mar, for stays beginning 01 Jun.

## CT bdm appointed

**CT CONNECTIONS** has recruited Suellen Whitfield as the firm's new business development manager for NSW.

Whitfield has 22 years travel industry experience including 16 years in sales roles.

The position will see Whitfield work closely with CT's (Corporate Travel Connections) national network of travel professionals.

Her tasks will include identifying and forging new business ties and strengthening existing alliances.

## Jet into Abu Dhabi

**INDIAN** carrier Jet Airways has this month commenced new daily nonstop services between Hyderabad and Abu Dhabi.

Flights are operated using Boeing 737-800 Next Gen aircraft.

## Sonaisali connected

**SONAISALI** Island Resort, Fiji has introduced wi-fi accessibility across the entire island, responding to passenger demand.

Guests are provided with four internet options ranging from a two-hour/250MB data plan to the seven-day/6GB pass.



**QUEENSLAND** Tourism Minister Jann Stuckey has heralded the opening of Four Points by Sheraton Brisbane yesterday as a show of confidence for tourism.

The 246 room hotel is Brisbane CBD's first globally branded new-build hotel in more than a decade and joins sister Four Points properties located nationally in Sydney, Geelong and Perth.

Located in a 32-storey tower on Mary Street, the property offers 312sqm of flexible meeting space equipped with state-of-the-art technology, a rooftop venue dubbed Altitude and fully equipped fitness centre.

Guests will be close to the city's attractions including Queen Street Mall, Brisbane Botanical Gardens, the Qld Performing Arts Centre, Treasury Casino and a short taxi ride to the Brisbane Convention & Exhibition Centre.

Stuckey said the hotel will boost visitation to the city by thousands of guests annually.

"This will also be a big boost for the local precinct and is another step in the revitalisation of this part of the city's CBD, which will see significant redevelopment in the coming years," she added.

Brisbane Lord Mayor Graham Quirk welcomed the return of Starwood to the Queensland capital in 10+ years.

"It's always a good sign for Brisbane's economy when major international brands set up shop and serve as a drawcard for interstate and international tourists," Quirk commented.

A special opening rate of \$149 per room per night including wi-fi is available for stays between now & 03 Sep - phone 1800 074 545.

**Pictured** at yesterday's opening are Brad Mercer, gm Four Points by Sheraton Brisbane; Jann Stuckey, Qld Minister for Tourism & Major Events; Lord Mayor Graham Quirk; Paul Chong, Felicity Hotel owner & Sean Hunt, regional vp Pacific, Starwood.

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## After Hours Corporate Travel Consultant Weekend and Evening Work

We have a new position available for an experienced travel consultant who has thorough knowledge in fares and ticketing. This is a great role which services all enquiries out of business hours. It has great flexibility and is based on a rotational roster. Great for an experienced corporate travel consultant looking to return to work. Must have corporate travel consulting experience to apply.

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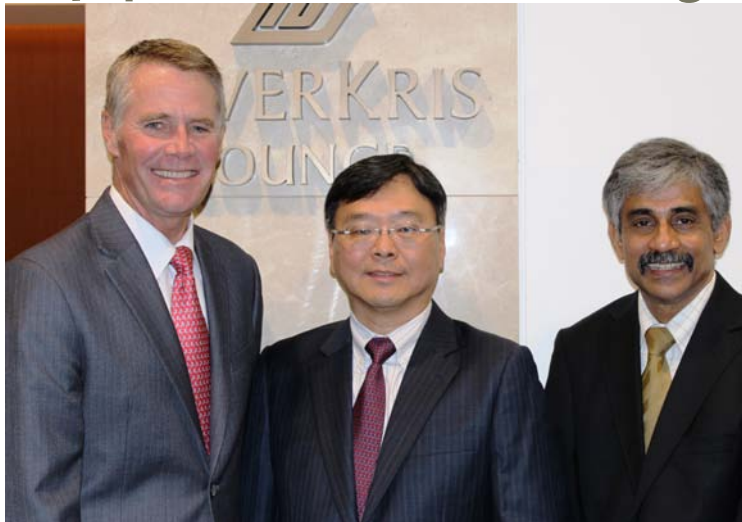
You will make new bookings and service existing bookings. A high level of customer service. Be a problem solver, for last minute issues that arise. Ability to work well under pressure, and a high level of accuracy and attention to detail.

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# SQ opens SYD SilverKris lounge



NSW Deputy Premier Andrew Stoner last night proudly declared the brand new Singapore Airlines SilverKris Lounge at Sydney Airport officially open.

Designers ONG&ONG envisaged and delivered a luxurious while homely haven for the carrier's premium passengers to enjoy prior to flying, which departed regional vice-president South-West Pacific Subhas Menon described as "just right".

"The lounge is just a fantastic hors d'oeuvre – the main course is still up in the air," he said.

Business and First/Suite class passengers now have their own dedicated area to relax or work,

with the formerly communal area now entirely separate.

Both lounges offer panoramic views over the airfield - take a peek at our photo gallery [HERE](#).

In addition to Sydney, the new lounge concept is open in London, Hong Kong and at the carrier's Singapore hub.

Discussions will soon take place to bring the design to the four other ports in Australia served by mainline Singapore Airlines.

**Pictured** above at the facility from left is Hon Andrew Stoner with Singapore Airlines incoming regional vice-president South-West Pacific Tan Tiow Kor and the outgoing Subhas Menon.

# More Moxy in Europe

MARRIOTT International has earmarked future growth for its new "innovative lifestyle" Moxy Hotels brand (TD 07 Mar) across Germany & Norway in 2015.

Joining the already announced Moxy Milan Malpensa Airport hotel (slated to open in Sep) also in Germany are Moxy Munich Airport, Moxy Berlin Ostbahnhof, Moxy Frankfurt Gateway Gardens and Moxy Berlin Airport, with Moxy Oslo Exporama scheduled to open next year in Norway.

Marriott revealed it intends to sign a further 13 Moxy hotels in Europe in 2014, with a projection of 150 hotels within 10 years.

# Olsen solo special

FRED Olsen Cruise Lines has announced it is waiving single supplement charges on a select range of cabin types and cruise itineraries departing in 2014/15.

The 'twin-for-sole-occupancy' fares for solo travellers apply to cruises including *Braemar's* nine-night Canary Islands fly-cruise from Southampton on 23 Nov, priced from \$1,999 in a category 'D' outside twin-bedded cabin.

Phone 1300 669 369 for details.

# PHG appointment

ANTHONY Ross has been named as executive vp for Asia Pacific, Middle East & Africa for Preferred Hotel Group.

Ross brings more than 25 years of international hospitality experience to the position, most recently as vp of operations for Marco Polo Hotels.

The Victoria University graduate will be based in Hong Kong and takes over the role from Ananya Narayan who departed in Feb.

# Tigerair BNE bargains

FARES priced from \$44.95 are available on Tigerair Australia to and from Brisbane ahead of the budget carrier's launch from its new Queensland base.

Brisbane services to Darwin, Cairns and Adelaide start from next week.

Tigerair also confirmed two brand new Airbus A320 aircraft will arrive at the Brisbane base on 11 Mar and 15 Apr.

The sale, which starts today and runs until midday 07 Mar, also includes the Melbourne-Brisbane and Brisbane-Sydney routes.

# HA suspending FUK

FUKUOKA in Japan will no longer be part of the Hawaiian Airlines network from 30 Jun, with the route to be suspended.

CEO Mark Dunkerley said HA had not seen sufficient passenger growth to justify continuing the service since its Apr 2012 debut.

Services to Tokyo, Osaka, Sendai & Sapporo in Japan will remain.

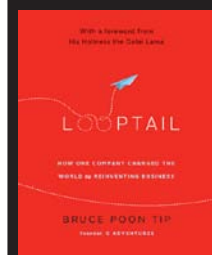
# SIVB global PR role

SOLOMON Islands Visitors Bureau ceo Josefa Tuamoto has announced the appointment of Mike Parker-Brown to handle management of the firm's global public relations.

Tuamoto said Parker-Brown would be heavily involved as the SIVB steps up its push to attract more international tourists.

# WIN 'LOOPTAIL' BY BRUCE POON TIP

Every day this week, **Travel Daily** is giving one lucky reader the chance to win 'Looptail' by Bruce Poon Tip and T-shirt, Courtesy of **G Adventures**.



'Looptail' is the extraordinary true story of Bruce Poon Tip and how, with only two credit cards

and a burning desire to create an authentic travel experience, he created G Adventures, the world's most successful adventure travel company. Bruce reveals his unusual management secrets that allowed him to keep growing his company, his employees fully engaged, and his customers extremely happy.

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Congratulations to yesterday's winner **Dylan Lawrey** from **Infinity Holidays**.

# Client Relationship Manager/ Team Leader

**Travel Daily** is Australia's leading travel trade publisher, with a portfolio of publications also including **Business Events News**, **Cruise Weekly**, **TD Cruise Update** and **Pharmacy Daily**.

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# Travel Counsellors shine at Melbourne conference

**BELOW:** Andrew Denishensky and Kim Rudd.



**RIGHT:** Travel Counsellors General Manager Tracy Parkinson with Carol Mills and Tina Millington felt like celebrities at their annual gala ball as they walked the red carpet.



**RIGHT:** Michelle Kember, Sales Director Malcolm Hingley, Jzanelle Wilkins, Commercial Director Kirsten Hughes and Danielle Cutrupi.



**ABOVE:** Courtesy of Tourism New Zealand, a traditional Maori performer belted out a thunderous rendition of the haka for conference attendees.



**BELOW:** Nadine Kutz, Travel Counsellors General Manager Tracy Parkinson & Matt Schmitz take part in a panel discussion at the conference.



**ABOVE:** Award winners were celebrated at the Gala Ball. Taking out top prizes for 2014 were Nadine Kutz, Christine Jenkins, David Phillips, Rosemary Metcalf, Cheryl Andrews, Suzanne Watson and Liz van-Boxel.



**LEFT:** Jennifer Julio, Vlado Ristevski, Pamela Pavitt.

**RIGHT:** Tania Huppertz, Dayana Brooke, Emma Morris & Travel Counsellors MD Steve Byrne.



**BELOW:** Geoff Ivin and Julie Moore ham it up on the red carpet at the Gala Ball.



**ABOVE:** Timely considering the recent Winter Olympics, guest speaker Stephen Bradbury challenged Travel Counsellors to see who could maintain a speed-skater pose for the longest time.



**TRAVEL** Counsellors this weekend held their biggest conference yet at the iconic Crown Melbourne.

From welcome drinks with personalised cocktails and inspirational speakers to the haka and a glamorous gala dinner, the event was a phenomenal success.

The star-studded event gave the Travel Counsellors a chance to look closely into their business, catch up with friends old and new, a chance to win \$30,000 worth of prizes and be recognised by the best in the business for their sales and customer service achievements.



**ABOVE:** Jamil and Nada Daibes, Liz van-Boxel, Trish Hollis. Front row: Kate Trickett, Debbie Oram, Melissa Train (VA), Michelle Chrimes, Felicity Allan (VA) and Natalie Freeman.



## AAX three-day sale

AIRASIA X has discounted fares from the Gold Coast, Sydney, Adelaide & Perth to Kuala Lumpur from \$149 and beyond, on sale to 07 Mar, for travel in Mar & May.

## Niue getting more accessible

NIUE is a place few have heard of, but for the tiny Polynesian island situated between Tonga, Samoa and the Cook Islands, that's about to change.

"Up until now, most haven't heard much about Niue - if at all - but they will in the next 12 months," said Richard Skewes, Niue Tourism's rep in Australia.

Briefing the industry at a function in Sydney last night, he said the island, with a population of less than 1,500, is currently served by only one Air New Zealand flight per week ex-Auckland, but the carrier will add a second weekly service from 21 May due to growing demand.

"Niue, a three-and-a-half hour flight from Auckland, is not like other SOPAC islands," he said.



"It has the smallest population of any nationality outside of the Vatican City, there is only one resort, but we have 11 restaurants and lots of good quality motels and apartments for tourists."

"There are no traffic lights, and crime is almost unheard of with not one person in the town's jail and everyone speaks English," Skewes commented.

The island's isolation and coral makeup creates a rugged coastline and reef which provides intimate swimming coves as opposed to the typical long stretches of sandy beaches found elsewhere in Polynesia.

"It's a very different island destination, that's what makes it so special," Skewes added.

## Port Douglas promo

EVENT coordinators booking a conference or incentive to Tropical North Queensland have the chance to win a six-night delegate experience to the region with Port Douglas Incentives.

To enter, event organisers need to complete a three question survey before 31 Mar.

**CLICK HERE** for more details.

## Nines a ten out of ten

AUCKLAND recorded its biggest weekend of int'l visitor arrivals since the 2011 Rugby World Cup finals weekend last month thanks to the inaugural NRL Nines event and a concert by rapper Eminem.

The two events ran over 14-16 Feb and contributed to an influx of 200,000 visitors to the NZ city, the Auckland Tourism Events & Economic Development.

Of this, more than 95,000 jetted in for the rugby league event at Eden Park, comprising more than 6,000 Australians.

As a result, hotel occupancies swelled with participants, visitors and sponsors, with nearly 33,000 hotel room nights and upwards of NZ\$3.87m in the local economy.

## Hotels not fazed by mining

AUSTRALIAN hotel room rates climbed 4% in 2013 to a median \$177 per night, ahead of a global average rise of 3%, according to the Hotels.com Hotel Price Index.

The latest survey conducted by the OTA showed Aussie hotels are looking past downturns in the mining and resources sector to steady growth in tourist hotspots.

Rates saw growth in Melbourne, Sydney, Hobart & Canberra, while Darwin surged ahead as the only city to record a double-digit rate climb of 12% to \$182 per night.

A forecast slowing in the mining boom coupled with less corporate demand saw room rates in cities linked to the mining fall, with

Perth dropping 8% to \$195, Brisbane down 3% to \$168 and Alice Springs also 3% off at \$109.

The strengthening of the tourist market was supported further with the Whitsundays topping the charts at an average \$257 per night room rate.

Tourist-centric regions including the Gold Coast & Blue Mountains both recorded increases of 4% and 2% respectively, helped by a struggling AUD and strong inbound tourist arrival numbers.

Overseas, popular tourist cities Anaheim and Boracay recorded the highest jumps in average room rates, up 24% year-on-year to \$163 and \$161 respectively.

## WIN A MAGICAL WINTER ESCAPE TO NEW ZEALAND

### 100% PURE NEW ZEALAND



Throughout March, *Travel Daily* is giving readers the chance to win a five night holiday to Queenstown for two valued at over \$3,500, courtesy of **Tourism New Zealand** and **Air New Zealand**.

The prize includes two return economy class airfares from capital cities in Australia to Queenstown with Air New Zealand, five nights accommodation at Millennium Queenstown, a 3-day ski pass and rental from NZ SKI and Kawarau Bridge Tandem bungee tickets from AJ Hackett.

Every day this month *Travel Daily* will ask a different NZ-related question. The subscriber with the most correct entries and the most creative response to the final question will win this magical holiday.

### Q.3: The South Island of New Zealand is home to what magnificent Alps?

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

[Click here for terms & conditions](#)



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DOMESTIC ONLINE CONSULTANT  
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This is your golden opportunity to move away from face to face consulting and take a step forward into corporate travel. Work for a nation wide TMC in their lovely Sydney office based in the heart of the CBD, close to shops and transport. In this role you will be provided with full training to become a qualified corporate consultant. What a great opportunity to move away from retail. If you have 12 months travel experience and are ready to take on a new challenge, apply today.

**CALLING ALL CRUISE BUFFS!**

**WHOLESALE CRUISE RESERVATIONS  
MELBOURNE (INNER) – SALARY PKG UP TO \$70K + (DOE)**

Are you a passionate and experienced travel expert who loves all things cruise? We have a sensational role that will see you selling your favorite products but will allow you to move away from face to face sales! This well known wholesaler now requires a sales driven cruise expert to join their expanding team. You will work with uncapped commission and be offered amazing global incentives that could see you partying across the world! If you have 2 years industry experience and love cruise this role could be yours!

**HAKUNA MATATA**

**HIGH END AFRICA WHOLESALE RESERVATIONS X 2  
MELBOURNE (INNER) – SALARY PKG UP TO \$55K + (DOE)**

There has never been a better time to move to this specialist wholesaler and sell Africa to your loyal agents! This role will see you working Monday – Friday hours only and will see you working in a social and fun team environment while servicing the discerning traveller. You will sell 5 star lodges with private pools to 5 star camping adventures; no two days are ever the same! If you have high end Africa experience and a true passion for the region then we want to hear from you! Call us today to find out more! Min 5 yrs experience.

**MAKE THE MOVE IN 2014**

**RETAIL TRAVEL CONSULTANTS X 2  
ADELAIDE (VARIOUS) SALARY PACKAGE UP TO \$50K (DOE)**

We have two sensational opportunities in Adelaide for experienced retail consultants! These roles will see you moving away from the large chains and into boutique environments. You will service your loyal clients with their worldwide leisure holidays and create unforgettable experiences. From Bali to Europe and beyond, no two days are ever the same! If you have at least 2 years industry experience and a can do attitude then we want to hear from you! Call us today and start your new adventure in 2014!

**AUSSIE, AUSSIE, AUSSIE**

**DOMESTIC WHOLESALE TRAVEL CONSULTANT  
BRISBANE CBD - \$45K - \$50K OTE**

This "fair dinkum" offer will see you working in a wholesale domestic consulting role. You will assist and guide your retail partners in booking travel within Aust. & NZ for their clientele. The benefits of this job are endless, from famils, ongoing training, conferences, gym access and financial and health advice. You will be located in the CBD and have the potential to earn fantastic \$\$\$\$. Min. 12 months travel industry or reservations experience is required.

Don't miss this you beaut opportunity, APPLY NOW!!!

**MOVE BEHIND THE SCENES**

**ONLINE CUSTOMER SERVICE CONSULTANT  
BRISBANE CBD - \$50K - \$55K OTE**

An opportunity awaits to join a fast paced call centre environment which requires you to listen to your clients travel needs and offer alternatives to meet their budget. You will need to be able to resolve issues and offer support and encouragement to staff members. This company strives in providing a healthy work life balance and offers you the opportunity to progress up the ladder. Your chance to move away from face to face consulting & into the future of travel is here and waiting - CALL US TODAY!!!



*Working in partnership with the Australian Travel Industry*

### Senior Travel Consultant

Brisbane CBD - \$40K+ PLUS uncapped commission  
Ref: 1003PS1

Looking for a better work life balance without sacrificing your salary? An award winning leading independent agency is expanding and is seeking an experienced consultant with solid cruise product knowledge to join their team. Excellent base salary plus uncapped commission is on offer along with far stretching benefits and bonuses! If you are use to working successfully to targets, have extensive cruise experience and looking for a fresh challenge; what are you waiting for?

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

### Customer Support Travel Team Leader

Sydney – Competitive + bonus – Ref 1991SJ1

Do you have experience in travel customer service, airfares and ticketing and content management? I have a unique leadership opportunity with a leading travel company based in Sydney. I am looking for a strong leader with a varied travel background to manage a strong team in various travel support areas. An attractive salary package with bonus & incentives is on offer to the successful candidate. Interviewing ASAP so apply now and don't let this opportunity pass you by.

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

### Business Development Manager

Melbourne - \$65 – 75k + super + commission  
Ref: 1031KF1

Sales!!! Travel!!! Are these your two loves? Are you an experienced Business Development Manager and have no problem building new client bases? If you are hungry for sales, can work independently and are extremely organised, please call me today. This is an autonomous role, as a Business Development Manager your main responsibilities will be to increase sales in the Victoria region by capturing new business accounts and identifying new revenue opportunities.

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

### Business Development Executive SA & NT

Adelaide - \$50K + super + benefits – Ref: 1036LB1

Rare Sales Executive Opportunity! Work for a fantastic and well respected touring company! If you have BDM experience and/or a proven sales record? This leading tour company are looking for an experienced Sales Executive based primarily on the road in Adelaide, also looking after the Northern Territory. Excellent benefits are on offer for the most qualified person including overseas educationals, laptop, phone and internet. Interviewing now so don't delay!

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

### Corporate Travel Manager

Brisbane CBD - \$DOE + extensive benefits  
Ref:1033PS1

Are you an ambitious Corporate Travel Manager? Do you want to work for a leading TMC that's rapidly expanding? Experienced Corporate Travel Manager is required to ensure the smooth and successful running of its team. If you are customer oriented and able to establish strategic direction and team management you have the chance to be rewarded with a competitive salary package including extensive benefits & the chance to grow with the success of this top player in corporate travel.

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

### Senior VIP / MICE Travel Consultant

Sydney CBD - \$60 -70K + super – Ref: 1089LB1

Make your next move today with this excellent opportunity to join an innovative market leading Events and Incentives Company based in their travel team. This boutique agency are extremely busy with international events/incentives therefore need a strong Corporate/VIP/Groups Consultant to join their travel team. Can you work proactively and think outside the box? Be rewarded with a fantastic salary, a modern work space and the chance to work with a dynamic and expanding company.

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

### Travel Consultant – Ski Specialist

Melbourne – Competitive base + commission  
Ref: 1034DB1

Are you a fantastic travel consultant with a passion for skiing?! If so, this could be a great opportunity to specialise in what you love! This independent travel agency are looking for a new team member to join their growing team! Centrally located, great hours - no weekends! This position will be consulting with clients over the phone and email. Your responsibilities will include booking individual and group ski travel, using Sabre and SAM and selling tour packages.

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

### Senior Travel Consultant

Perth – Excellent base salary DOA – Ref: 1029LB2

Great opportunity to join an office that is service and support focussed! An experienced Corporate/Leisure Travel Consultant is required to join this Travel Management Company based in Perth's CBD. If you are passionate and professional about both your travel career and the customer service you provide, this could be the long term move you want to make. Salary is dependent on experience, and you will be awarded a generous base salary plus superannuation and incentives.

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