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ITG lays out big ambitions

INDEPENDENT Travel Group ceo Tom Manwaring has bold aspirations for the company to become the second biggest travel group in Australia.

Speaking at the ITG Business Forum in Hawaii on the weekend, Manwaring outlined the strong growth being experienced by the firm, which has seen its air TTV sales up 21% and passenger numbers up 28%.

The figures are on top of exceptional growth in non-air product incl cruising, touring and ground content, driven by big increases in agency numbers.

Across the Independent, Select and new italktravel brands, the group now has 607 members and is continuing to grow.

It was the fifth annual gathering for the Independent Travel Group,

which first met in Phuket in 2010 with just 17 members.

A milestone at the conference was the inaugural gathering of the now 27 fully branded members of the italktravel brand, which is targeting 100 members in the next few years.

"We are unashamedly a multi-brand business," Manwaring said, also revealing that the parent operation, Orient Express Travel Group, will be formally renamed as the Express Travel Group effective 01 Jan 2015.

The business is now on track to exceed \$1.5b in TTV, Manwaring added, with expectations it will reach 800 combined members over the next two years.

A range of new Express initiatives were outlined at the ITG conference - more from the event on **pages 2, 3 and 5** of today's **TD**.

Corporate jobs

CORPORATE Traveller is advertising a range of opportunities for corporate travel specialists in Sydney, Brisbane, Melbourne, Hobart and Perth.

For details, see **page ten**.

Today's issue of TD

Travel Daily today has seven pages of news and photos, plus full pages from:

- AA Appointments jobs
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- Corporate Traveller job ads
- Consolidated/QF incentive



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ITG launches agent training portal

TRAVEL agencies will be able to improve their business, destination and product knowledge via a new Express Academy training portal which was launched at the Independent Travel Group Conference in Hawaii over the weekend.

Express Academy will be a "holistic approach to training and professional development," according to ITG's Jackie Gordon, who told **TD** it would comprise a central portal with a portfolio of training programs suitable for everyone right through from trainees to consultants, managers and agency owners.

Launch partners include Cornerstone People Solutions, Leadership Management Australia plus industry bodies and the group's supplier partners.

Independent, Select and italktravel members can also keep up to date via a new group-wide **Travel Daily** subscription.

HA appoints Gai Tyrrell

FORMER Sabre Pacific ceo Gai Tyrrell has been appointed to the newly created role of Regional Director Australia/NZ for Hawaiian Airlines, **TD** can reveal.

HA ceo Mark Dunkerly confirmed the move in Honolulu over the weekend, telling **Travel Daily** the move reflects the ongoing strength of the Australian market for Hawaiian Airlines.

After launching services a decade ago, Hawaiian has "grown by leaps and bounds thanks to the terrific support of the Australian travel trade," he said.

"We've now reached the size and scale where we need a bigger presence on the ground."

Tyrrell will work from the offices of World Aviation Services in Sydney, Hawaiian's local gsa.

Her appointment continues a strong involvement by Aussies in Hawaiian Airlines, where former Sabre regional chief, Melbourne-born Theo Panagiotoulas, was

recently named senior vp of global sales & alliances.

Australia is performing well for Hawaiian, with Dunkerly saying "we couldn't be more pleased with our presence".

As well as the longstanding Sydney route, such has been the success of the new direct flights from Brisbane to Honolulu that HA's new A330 aircraft will be deployed to BNE from next month, and although there are no firm details yet, it's understood that the carrier is also seriously considering expansion into additional Aussie destinations.

As well as the traditional leisure market into Hawaii, there has been a strong uptake for travel onwards to mainland USA, with Dunkerly saying smooth connections over Honolulu mean overall travel time to many cities such as Seattle, Las Vegas, Portland or New York can be less than flying via Los Angeles.

ACTE offers reports

EVERY delegate at the upcoming Association of Corporate Travel Executives Global Travel Conference will receive a copy of the CAPA Centre for Aviation/4th Dimension Interim Aviation and Airfare Analysis report (**TD** 10 Oct).

The conference takes place in Sydney 08-09 Dec - for details email akelly@acte.org.

VN 787s to London

VIETNAM Airlines has begun loading details into the GDS of initial routes for its new Boeing 787 Dreamliners, with the aircraft to debut on flights to London Gatwick effective from Jul 2015.

Celebrity upgrades

CELEBRITY Cruises is offering a complimentary upgrade to a Balcony or Concierge Class stateroom on a selection of 2014-15 Australia and South Pacific sailings, for bookings to 25 Nov.

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Bright future for Aussie agents

TRADITIONAL “bricks and mortar” travel agents in Australia are well positioned to benefit from the ongoing strength of the outbound travel market, with the growing appetite for overseas travel expected to continue over the medium to long-term.

That was the overall conclusion of an intriguing presentation at the Independent Travel Group business forum in Honolulu over the weekend, where Bell Potter Securities senior research analyst John O’Shea outlined his analysis of major industry trends.

Australians have demonstrated an ever-growing appetite for outbound travel, which has grown at 10% per annum over the last eight years - three times the rate of domestic growth.

O’Shea said a greater proportion of disposable income is being allocated to overseas holidays, with the most important driver being household consumption

expenditure which had a very close correlation to departure numbers - a much stronger effect than currency fluctuations or even the price of travel.

O’Shea also presented a fascinating analysis of booking patterns in the flights segment, concluding that airline direct bookings for international flights have stabilised at around 16% of the total, while bookings through OTAs are also plateauing.

“Bricks-and-mortar travel agents remain the largest share of the \$26 billion per annum flights segment (domestic plus outbound),” O’Shea said.

For international travel, traditional agents “dominate the landscape” at 65% market share with corporate agencies accounting for a further 8%.

While the internet segment has grown over the last decade, it is still relatively small at just 11%, O’Shea concluded.

EY/AZ deal cleared

THE European Commission has granted merger clearance to Alitalia and Etihad Airways, which will allow the carriers to proceed with their proposed strategic partnership (**TD** 11 Aug).

As part of the review, the carriers agreed to facilitate the entry of new airlines on the route between Rome and Belgrade, and now hope to finalise the transaction by the end of Dec.

Etihad will take a 49% stake in Alitalia, with ceo James Hogan saying “we are delighted to be able to move forward”.

OZ SFO suspension

AVIATION authorities in Korea have ordered Asiana Airlines to stop flying the Seoul-San Francisco route for 45 days as part of sanctions following last Jul’s crash of a Boeing 777 as it landed at SFO.

OZ flies the route daily and will take a significant revenue hit.



Window Seat

HAWAIIAN Airlines ceo Mark Dunkerley was refreshingly frank when he addressed the Independent Travel Group business forum in Honolulu over the weekend.

The ITG gathering coincided with an auspicious occasion, as the carrier celebrates 85 years in operation (**TD** Fri) and Dunkerley said “we’ve been profitable for at least 5% of those years”.

In fact HA turned the corner about a decade ago, and Dunkerley also endeared himself to the audience when he outlined Hawaiian Airlines’ flexible approach to distribution in the local market.

“Australian consumers tell us they want to work through independent travel agents - we embrace that,” he said.

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Mantra Spring Hill

MANTRA Group has confirmed signing a management deal with Malaysian-based Richmond Holdings for a brand new 110-room boutique property in Brisbane's Spring Hill.

Richmont Hotel by Mantra is slated to open in Dec 2015 and will boost Mantra's portfolio in Brisbane to eight hotels.

Four Seasons jet trips

FOUR new Private Jet itineraries have been released by Four Seasons for 2016 after the launch of the 2015 experiences earlier this year (**TD** 23 Apr).

Options for 2016 include three 'Around the World Journeys' on 26 Jan, 14 Apr and 17 Sep, each with their own theme and unique itinerary plus a Cultural Escape through the Middle East & Africa which operates on 04 Nov.

The RTW tours are priced from US\$125,000 per person.

TG 787s back to PER

THAI Airways International is set to resume *Dreamliner* flights between Bangkok and Perth from 16 Jan, according to GDS displays.

TG will replace A330-300s with the 787s on its 5 weekly services.

Vale Kenneth Chang

KOREAN outbound travel pioneer Kenneth Chang has died at his home in Seoul after a long battle with cancer.

In the early 1980s when South Korea first allowed overseas travel, Chang was a pioneer in the drive to develop tourism from Korea to Australia.

He was the Qantas GSA in Seoul for many years, and also participated in the first Australian Inbound Tourism Travel Trade Mission in Seoul in 1982.

He was awarded an honorary AM in the General Division of the Order of Australia in 2005, and was a frequent visitor to Australia with many friends in the tourism and travel industry.

RV winery experience

MAUI Motorhomes has rolled out its 'Winery Havens' program in Australia after its success in the New Zealand market.

Initially offered in regional Vic from Dec, the experience includes overnight parking in a specific vineyard and a gourmet hamper for 2, priced from \$140 per night.

Wineries taking part include Brown Brothers, Feathertop, Dal Zotto, St Leonards and Cofield.

CLICK HERE for more details.


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Here is an exciting opportunity to join the Australasian Head Office of international travel company, Abercrombie & Kent, widely regarded as the leading luxury travel company in the world. Based in South Melbourne, this opportunity is for a Product Manager. Abercrombie & Kent believes in designing the most inspiring travel experiences in a personalised, intelligent style throughout the world. Our mission is to provide travel that enhances and changes lives.

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Six-star hotel for Wave Break

UP TO six new hotels including Australia's first "Gen Y hotel experience", an eco-resort and a 6-star property will be developed as part of a revised Master Plan for the Gold Coast Integrated Resort and Cruise Ship Terminal.

Unveiled yesterday, the re-envisioned project on Wave Break Island will feature close to 2,900 hotel rooms which will also be comprised of one 4.5-star and three 5-star

hotels, providing "a significant choice for all tastes and budgets," the ASF Consortium said.

The island's North Shore will boast "the most beautiful north facing beaches of the entire Gold Coast," the developers say, offering views over the Broadwater and Moon Island.

Moon Island will be a "remote" island and home to approximately 35 eco-resort villas.

The \$7.5 billion project also features three marinas, an observation tower dubbed 'The Shell', world-class shopping, over 20 restaurants and cafes, residential zones and an international school.

"It will bring new attractions & experiences that complement the Gold Coast's current tourism offering & become a valuable part of the local beach, community and tourism cultures," ASF Consortium project director Allan Fife commented yesterday.

The new master plan will see the Cruise Ship Terminal open in 2019, "delivering visitors to the heart of the resort".

ASF said the cruise terminal "will not only function as a tourism transport gateway, it will also be a visually-breathtaking icon – the architecture resembles ocean waves and creates a unique welcome image as cruise ships arrive to the Integrated

Resort Development".

The 6-star accommodation will open at the same time in 2019, while the remainder of the Integrated Resort Development (pictured below), is scheduled for delivery for 2021, while other



facets will be rolled out between 2022 and Jul 2026.

Once completed, ASF estimates approx 1.9m people will visit the integrated resort annually.



MOVEMBER will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**.

It's not too late to join - **register at au.movember.com** (add your company name after your name and choose to join the **Amadeus IT Pacific team**).

Email your before and after pics and progress updates to mocomp@traveldaily.com.au and we will showcase them on **Facebook** and in **Travel Daily**.

Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

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Hawaii welcomes ITG



THE welcome dinner at the Independent Travel Group business forum in Hawaii on the weekend took place at the upmarket Outrigger Canoe Club, just up the road from the conference venue at the Westin Moana Surfrider hotel.

After riding in a traditional trolley car, delegates were welcomed to the club by Ashlee Galea and Holly Ballard of Hawaii Tourism Oceania, which was the dinner's sponsor.

Authentic local entertainment naturally including hula dancing was complemented with great food and of course lots of tasty mai tais which may or may not have left some sore heads the next morning!

Hawaiian Airlines, which has recently become a preferred partner for the group, was also a major sponsor of the conference.

Pictured above from left are:

Andrew Denman, Hawaiian Airlines; Ashlee Galea, Hawaii Tourism; AFTA ceo Jayson Westbury; Holly Ballard, Hawaii Tourism and Independent Travel Group ceo Tom Manwaring.

AFTA lodges formal complaint with DFAT

AFTA ceo Jayson Westbury has written to Foreign Minister Julie Bishop about wording in the newly released CHOICE guide to travel insurance (**TD** 22 Oct).

The guide, commissioned by the Department of Foreign Affairs and Trade, includes a clause urging consumers to haggle with travel agents when purchasing insurance, implying that they are making a disproportionate profit.

Speaking at the ITG conference in Hawaii, Westbury said it's hoped that the online version of the guide can be revised.



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ITG Business mgt

MEMBERS of the Independent Travel Group will be offered a new business management system which will analyse data to help agents understand their operations better and aid productivity and decision making.

Speaking at the ITG conference in Hawaii, executive gm Ari Magoutis told delegates the new software will include an agency profitability profiler and allow managers to set and monitor KPIs for staff.

The as-yet-unnamed suite will launch in early 2015 with land and ancillary sales modules, with a profitability module to be added in the middle of next year.

KQ 787s to London

KENYA Airways will deploy its new Boeing 787-8 aircraft on flights between Nairobi and London Heathrow from 19 Jan, with the *Dreamliner* service replacing the existing Boeing 777-200ER on the route.

Abu Dhabi relocates

THE Sydney offices of the Abu Dhabi Tourism & Culture Authority are moving to a new address at Level 7, 235 Pyrmont Street, Pyrmont.

Abu Dhabi is represented locally by PR firm Hill & Knowlton, with the move seeing the agency move under the same roof with its sister advertising group JWT.

The move takes place 20-21 Nov, with limited access to internet and phones those days.

Express plans dynamic packaging

THE Express Hotels wholesale portal used by Independent Travel Group members now offers USA sports tickets as well as a range of other event options.

At the ITG conference in Hawaii executive gm Ari Magoutis outlined other enhancements in the works, with dynamic packaging coming soon along with a mobile application.



Leaders in providing TMCs as well as corporate and government clients with global hotel booking and payment solutions, The Lido Group is currently undergoing rapid expansion and restructuring. We are seeking enthusiastic and ambitious candidates to fulfil two newly created full-time roles in our Sydney office.

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Fairmont Bali opens

LUXURY brand Fairmont Hotels & Resorts has debuted in Bali, rebadging the former Regent Bali as the Fairmont Sanur Beach Bali.

The 18-month old 120-room resort occupies a stretch of Sanur beach, located around 25 minutes from Ngurah Rai Int'l Airport.

Fairmont is celebrating the new opening, offering 25% off suites and a Stay 2/Pay 1 on pool villas.

Google under the reef

USERS of Google Street View maps can now explore the depths of the Great Barrier Reef after the internet firm released underwater 3D mapping of the landmark.

The 2,300km ecosystem has been recreated online using more than 100,000 high-definition images, taken in partnership with the Catlin Seaview Survey using a specially designed camera which took shots every three seconds.

Other oceans around the world available to view on Google Street View include Sydney Harbour, the Caribbean Sea, Key Largo, the Gulf of Mexico, the Ligurian Sea, Hawaii and the Sulu Sea in Asia.

Kenya beat this?



DMS Destination Marketing Services, in partnership with South African Airways and Dragonfly Africa, recently hosted this lucky group on an exclusive educational to Kenya.

Participants enjoyed some fabulous activities including ballooning over the Maasai Mara, and of course plenty of game viewing.

They also took part in an event at the Mount Kenya Safari Club which is located directly on the equator - allowing guests to party in both the Northern Hemisphere

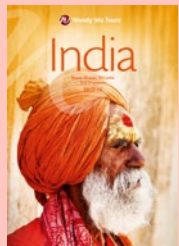
and Southern Hemisphere.

Pictured above beating the drums in a Crossing the Equator Ceremony are, front row from left: Mike Waller, Dragonfly Africa; Tara Alstadt, cievnts; Kristy Knott, ETM; Georgina Byrt, Sanford Travel; Marissa Fernandez, DMS and Tim Clyde-Smith, South African Airways.

Behind is Paul Edwards of Bunch Group.

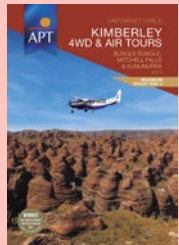
Brochures of the Week

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



Wendy Wu Tours - India 2015/16

Rising awareness in Australia about lesser known and more natural regions of India has led to a gradual jump in passenger numbers. The newest guide offers a dedicated section showcasing family-friendly tours with highlighted activities which are suitable for kids. These include Bollywood performances, camel rides and much more. The company's range of Indian itineraries features in the brochure, with guests taken to all corners of the subcontinent. Prices are also inclusive of airfares.



APT - Kimberley 4WD & Air Tours - 2015

Designed as a flip-style brochure, the dedicated APT guide to the Kimberley showcases tours incorporating off-road 4WD action in a luxury air-conditioned Land Cruiser, and light air tours over natural highlights such as the Bungle Bungle, Mitchell Falls and more. The operator's network of luxury lodges aimed at self-drive travellers visiting from May to Sep is also featured. Group sizes are limited to just four pax on guided land touring. Also included in nightly rates is a three-course dinner & brekkie.



Tempo Holidays - Greece & Turkey 2015

A massive 108 pages covers the new Tempo Holidays brochure for Greece and Turkey, released recently. Countries also covered in the guide include nearby Croatia and Slovenia, the latter of which has been reintroduced due to popular demand. Highlights of the season include a range of new small group escorted journeys in Turkey and new combined land & sea cruise adventures in Croatia around the Dalmatian Coast.

Users of the brochure can enjoy augmented reality smartphone content.



Infinity Holidays - Mexico & The Caribbean 2015

Australians are heading in ever increasing numbers to Mexico and the Caribbean, both on cruises and also on land adventures. Fresh on the shelves is Infinity Holidays' latest guide, with each section offering something new. New hotels have been added in Cancun, Riviera Maya, Ixtapa & Zihunatanenejo, Mexico City & Jamaica. Lovers of luxury have an expanded range of five-star resorts from which to select, while new stopover options to break up the trip have also been added.

COMO Shambhala

BALI'S COMO Shambhala Estate is offering a resort credit of US\$100 and a complimentary extra night with every booking of a 5 night stay on any wellness program or daily discover rate.

The offer is valid for stays from now until 19 Dec and from 25 Feb - 25 Mar 2015 - for details, see www.comohotels.com.

EY sponsors NYCFC

ETIHAD Airways has signed on as Principal Partner with the New York City FC Major League Soccer franchise in the United States.

The five-year partnership will see EY's branding on all of the team's playing jerseys.

Nanuku rebranding

EIGHT-MONTH old luxury Fijian property Nanuku Resort & Spa has rebranded after signing a management contract with US-based Auberge Resorts Collection.

The property is now known as Nanuku Auberge Resort Fiji.

Win The Hunter by Tony Park

This week *Travel Daily* and Swagman Tours is giving five lucky readers the chance to win *The Hunter* by Australian author Tony Park.



Safari guide and private investigator Hudson Brand is on the trail of Linley Brown who's been named as the beneficiary of a life insurance policy. Linley's friend, Kate, supposedly died in a fiery car accident in Zimbabwe, but Kate's sister wants to believe it is an elaborate fraud. South African detective Sannie van Rensburg is also looking for Linley, as well as a serial killer who has been murdering prostitutes on Sannie's watch. Top of her list of suspects is Hudson!

To win, simply be the first person to send through the correct answer to the question below to: tonypark@traveldaily.com.au.

Check out www.tonypark.net or www.swagmanafrika.com.au for a hint.

What animal appears on the cover of the Swagman Africa 2015 brochure?

FR expand Euro bases

RYANAIR will house two aircraft at a new base in the Slovakian capital of Bratislava from March next year where it will operate 60 frequencies weekly from BTS.

TA treats world foodies to dinner



AUSTRALIA'S finest gourmet food and wine was prepared for the palates of some of the world's foremost F&B VIPs and special guests last Fri as Tourism Australia hosted the first "Invite The World To Dinner" event.

The Museum of Old & New Art (MONA) in Hobart came alive as writers, critics, bloggers and TV personalities came together with some of the world's most prominent chefs for the occasion.

These included Heston Blumenthal, Sanjeev Kapoor and Yifan Liu who joined local culinary identities Maggie Beer, Matt Preston, Matt Moran and more.

TA's long-running and highly successful Restaurant Australia reached its pinnacle as head chefs Ben Shewry, Peter Gilmore and

Neil Perry delivered a specially designed unique Australian menu.

Held over three chapters, guests began with Tasmanian oysters and West Australian wines on the dock before being ferried to the Glenorchy Art & Sculpture Park for freshly prepared seafood.

Mains came at MONA itself, with the three chefs presenting dishes including red kangaroo and bunya bunya, smoked pig jowl and grilled sirloin.

The event was capped off with The Great Australian ice-cream cart, fresh lychees and date tart.

"What our Restaurant Australia Head Chefs pulled together and the setting in which the meal was served was nothing short of breathtaking and has truly demonstrated the exceptional quality and unique produce we have on offer here in Australia," TA md John O'Sullivan said.

Pictured above at the event from left is Ben Shewry, Peter Gilmore, Heston Blumenthal and Neil Perry AM.

REDY2GO now at T2

AIRPORT shuttle operator REDY2GO has opened a dedicated service desk in the T2 arrivals hall at Sydney Airport.

The company said the new desk was "timely" with the expected Christmas rush around the corner.

WIN with Air Mauritius

This month **Travel Daily** is giving the travel industry a chance to win a trip to Mauritius, courtesy of **Air Mauritius** and **Sun Resorts**.

The prize includes:

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- 4 nights staying Long Beach resort
- Breakfast daily

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The subscriber with the most correct answers and the most creative answer to the final question will win this great prize.

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



Which Sun Resorts hotel cater for adults only (16 years and over)?

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UA, 4U codesharing

GERMANWINGS has signed a new codeshare agreement with United Airlines enabling the US carrier to place its code on 19 routes operated by the airline.

Codeshare routes operate from London Heathrow, Cologne, Dusseldorf, Hamburg, Munich, Stuttgart and Zurich to multiple destinations.

The pact will enable members of UA's MileagePlus frequent flyer scheme to earn and burn mileage across the entire 4U route network.

See Snowies in spring

TOURISM Snowy Mountains has signed a partnership with Europcar to promote road trips through the Snowy Mountains region during the warm months.

The 12-month tie-up will see Europcar promote a number of driving routes including the Kosciuszko Alpine Way through special car rental offers.

CH incentive to Dubai

AGENTS can win a holiday to Dubai in a new incentive launched last week by Creative Holidays in conjunction with Dubai Tourism and Atlantis, The Palm.

The prize includes airfares, four nights accom, tours and transfers, with entries earned by depositing Dubai bookings of four nights or more with Creative by 13 Dec.

IHG Insider Guides

INFORMATIVE guides to help different traveller demographics plan holidays and execute events have been released by InterContinental Hotels Group.

The Insider Guides to Travelling for Special Occasions are the fourth in the series and offer tips on planning vacations with kids, celebrating special events & more.

Backed by expert opinions and InterContinental inside knowledge, the guides also offer suggested itineraries and photography tips.

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

RARE IT MANAGEMENT ROLE ****NEW****

IT MANAGER
SYDNEY SALARY TO \$80K

This opportunity won't last long so take note. This popular travel company have a newly created role available, bringing their IT functions in-house rather than using an external supplier you will be responsible for all IT, including data base phones and booking systems. You will have at least one direct report initially and maybe more as the position grows. This could be your chance to step up into a more senior role, please submit CV and full cover letter

YOUR CHANCE TO SHINE ****New****

SENIOR SALES MANGER
SYD – EXEC SALARY \$100K PLUS

If you have the ability to lead a sales team, provide strategic direction, drive revenue growth, manage key high level relationships whilst leading and directing your team, then this leading travel organization has an opportunity for you within their Australian business. You will have strong established relationships throughout the industry, and have lead strong successful teams. This is a great opportunity to step up in your sales career.

A RARE FIND IN BRISBANE

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

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

USE YOUR STRONG INDUSTRY CONNECTIONS HERE

ACCOUNT MANAGER X 2
SYDNEY – \$80K PLUS BONUS

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

STEPPING STONE TO ON THE ROAD SALES

ACCOUNT MANAGER INSIDE SALES
SYD – EXEC SALARY \$70K PLUS

Here is a role where career progression is guaranteed if you perform well. Looking for a role to advance your way to an on the road position? Our client is looking for a focused individual to manage and foster long term business relationships as well as new business. You will ideally come from a front line consulting role where you have used your skills to maintain and grow an existing or new database. This role will create many opportunities for the right person

COMBINE YOUR LOVE OF CRUISE AND OPS

CRUISE OPERATIONS MANAGER
SYDNEY – SALARY TO \$90K

Do you have impeccable management skills within the cruise market? Have the ability to manage a busy operations team whilst overseeing product and documentations? This company is looking for an operations manager with exceptional cruise experience. You will work to create a solid team working environment whilst focusing on the development of the department including product offering and itinerary planning.

BOUTIQUE WHOLESALE COMPANY

WHOLESALE RESERVATIONS SUPERVISOR
MELBOURNE - SALARY PKG TO \$70K + BONUSES

Looking for your next challenge?

A long standing boutique wholesale travel company is seeking a passionate and experienced Manager to lead their Africa team to success! If you have a genuine passion for Africa and have travelled there extensively, together with experience leading and managing a team, we want to hear from you. Amazing employee benefits on offer to the successful applicant.

BRING YOUR AIRLINE AND INVENTORY KNOWLEDGE

TEAM LEADER –AIRLINE SUPPORT
SYD – SALARY PACKAGE UP TO \$80K

We are looking for a leader to join this global provider to the travel industry. Leading a team of up to 8 staff, you will ensure your team are meeting all SLA's whilst providing support and feedback on a daily basis. You will have proven leadership experience, strong systems knowledge and an understanding of airline inventory. With a strong base salary and penalty rates on offer plus your chance to progress your career, this role will commence January, interviewing now.

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Our Brisbane office is now open, pop in to meet one of our consultants today!
300 Queen St. (07) 3023 5023



Cruise Travel Specialist

Brisbane, OTE, Ref: 1361AW1

Are you a cruise specialist looking for a change? We have an exciting role for you! Our client is an award winning business experiencing growth. Located in heart of Brisbane CBD they sell cruise around the world, airfares and land product. Bring your GDS knowledge, cruise selling experience, impeccable sales skills and enthusiasm to this role. My client will reward your hard work with lucrative commission and invite you to attend high end educational trips and cruises. Send your resume now!

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

Travel Sales Manager - NSW

New South Wales, DOE, Ref: 1373MB1

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

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

Regional Sales Manager

Melbourne, \$60k, Ref: 1342KF6

Rare sales manager opportunity for a fantastic and well respected touring company! Do you have sound Business Development or Sales Manager experience and a proven sales record? This leading wholesale company are looking for an experienced Sales Manager to assist with their ongoing expansion across the travel market based primarily in Victoria but also servicing Tasmania and Southern Australia. Excellent benefits are on offer for the right candidate with amazing travel perks and bonus!

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

Corporate Travel BDM

Perth, \$80K OTE Ref:1431LB1

Amazing opportunity! Ready to leave consulting behind and get involved in business development? We are looking for a BDM to work in the corporate sector for this award winning TMC. If you are currently working in corporate travel and looking to step up into a new & financially rewarding role, this is your chance starting in January 2015! You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Excellent salary and incentives on offer.

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

Retail Travel Consultant

Gold Coast, \$Competitive, Ref: 1789PS1

Are you an experienced Retail Travel Consultant looking for a better work life balance? This independent travel company are recruiting now and are looking for well travelled, target orientated consultants to join their centrally located Gold Coast office. If you have solid GDS skills, extensive worldwide product knowledge and looking for a better work life balance; this could be the chance you have been looking for! Working Mon – Fri, 9 – 5 and a half day Saturday once per month !!

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

Wholesale Reservation Consultant

Sydney CBD, \$Competitive, Ref: 4840SZ1

Energetic, passionate & experienced wholesale consultant required for a fast paced but rewarding wholesale role in the CBD. This position is not your standard reservation role, you will not only be required to consult and demonstrate your expertise in travel but you'll also get to tailor holiday packages from all around the world! Ideally you will enjoy working in an environment where no two days are the same plus the thrill of the perks and working on a uncapped commission structure.

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

Travel Consultant Retail

Melbourne, \$45-\$50, Ref:1357MD2

Are you looking for a opportunity to shine as a travel consultant? This perfect role is for those retail travel consultants that are looking to step up in their next role. This new role within a successful and established Leisure Retail Travel Agency based in Melbourne, for a motivated, positive and experienced consultant to join their team. Successful candidates must be proficient on Galileo, crosscheck & have at least 3 years in the travel industry in a similar role. Apply now!

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

Senior Travel Consultant

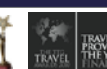
Adelaide, \$DOE Ref: 1433LB1

Currently there is a fantastic opportunity for a travel professional with ideally 3+ years experience within a small travel company in Adelaide. You would be joining a small team working with both domestic and international high end product. This is a role for those with a proven background in silver service as well as sales, and will attract consultants willing to go that extra mile for their clients. Working Monday – Friday only this rare opportunity is only on offer for the right person!

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

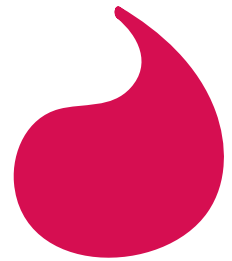


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the one
that we want.



Travel Expert positions are currently available in the following locations:

Travel Manager - North Sydney, North Ryde & Norwest:

<http://applynow.net.au/jobs/F163104>

Commercial Partnership Manager - North Sydney:

<http://applynow.net.au/jobs/F167475>

Travel Manager - Brisbane:

<http://applynow.net.au/jobs/F166660>

Account Manager - Melbourne & Surrounds:

<http://applynow.net.au/jobs/F164687>

Travel Manager - Melbourne, Geelong & Surrounds:

<http://applynow.net.au/jobs/F164013>

Travel Manager - Hobart:

<http://applynow.net.au/jobs/F166940>

Business Development Manager - Melbourne:

<http://applynow.net.au/jobs/F166026>

Travel Manager - Perth:

<http://applynow.net.au/jobs/F166228>



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Walk the Red Carpet at G'Day USA

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Win a place at the LA Gala in Los Angeles

Rub Shoulders with worldwide recognised celebrities

How to win

To qualify for the grand prize, simply achieve the highest Qantas International ticketed sales (plus growth) between 27 October - 5 December 2014 to be in the running to win

Grand prize

Departing 30 January 2015

Package includes:

- Return flights to Los Angeles
- 3 nights accommodation
- Transfers

More ways to win

- **Weekly prize of a \$500 Voucher** for the highest weekly Qantas International ticketed sales
- **Daily prizes of a \$100 Voucher** issue five Qantas return tickets to any of these destinations; Hong Kong, Shanghai, Jakarta, Manila and London (QF9/10)



Valid for tickets issued by Consolidated Travel or via Quikticket between 27 October and 05 December 2014 on QF International itineraries ex Australia plated on QF (081) ticket stock on the Consolidated Travel IATA only. Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The top eight national agents who have the highest Qantas International ticketed sales with a minimum of \$50,000.00 and a minimum 40% growth during the campaign period, when compared to the previous year qualify for a place on the grand prize. One agent each week will also qualify for a weekly prize voucher of \$500 by achieving the highest weekly Qantas International ticketed sales with a minimum of \$20,000 and above when compared to other agents during the campaign period. Agents who also ticket a minimum of five Qantas tickets per day in any combination on the following routes: Jakarta, Manila, Hong Kong, Shanghai and tickets containing London (from/to Melbourne on QF9/10) will qualify for a \$100 prize voucher during the campaign period. Prize vouchers are capped, please email promotions@consolidatedtravel.com.au to claim your prize vouchers by COB 10 December 2014. The prizes are open to all full time international selling agents only. Consolidated Travel and Qantas Airways reserve the right to alter or cancel the promotion any time. The Grand prize includes one return economy class ticket for the winning agent from their nearest Qantas port to Los Angeles. Three nights' accommodation, in a twin share standard room at a property in Los Angeles and one ticket to attend the LA Gala Event, all additional travel expenses, insurance, ancillary costs etc are at the passenger's expense. Air tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 22 October 2014.

