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SilkAir DRW upgauge

SILKAIR has revamped its product used on the Singapore-Darwin route, with newly acquired Boeing 737-800 aircraft now deployed on the route.

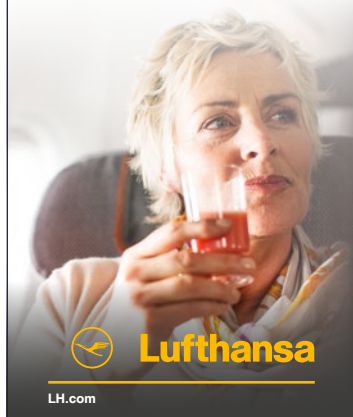
The Next-Generation 737s offer an extra 12 seats compared to the previously used Airbus A320s.

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Travel Daily

First with the news

Thursday 20th November 2014

ABC News takes VA flight

VIRGIN Australia is continuing its focus on the corporate market via a new partnership with the national broadcaster, giving passengers access to daily ABC news bulletins on VA's domestic and international networks.

From early 2015, passengers travelling on Virgin's Boeing 737 and Embraer 190 aircraft will be able to stream dedicated daily news direct to their own devices. Comprising four separate

bulletins, the streaming news complements the 15 minute ABC News segments which have launched on Virgin Australia's wide-body fleet this month.

"The Virgin brand was born in entertainment and has a long history of leading this space," said VA chief commercial officer Mark Hassell.

"Today we are delighted to taking our in-flight offering to the next level with one of the most comprehensive and reputable news services in Australia."

Virgin says that its inflight entertainment app, available for Apple and Android smartphones and tablets plus Windows laptops has been downloaded more than 1.4 million times since it was launched in Jan last year.

Eight pages of news!

Travel Daily today has eight pages of news and photos, plus full pages: ([click](#))

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- Travel Trade Recruitment
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New itravel member

INDEPENDENT retail group itravel has announced the launch of its 15th outlet.

itravel Medowie is the second store for itravel Raymond Terrace owners Greg and Glenda Higginbottom, who opened their first shop back in Jan (**TD** 23 Jan).



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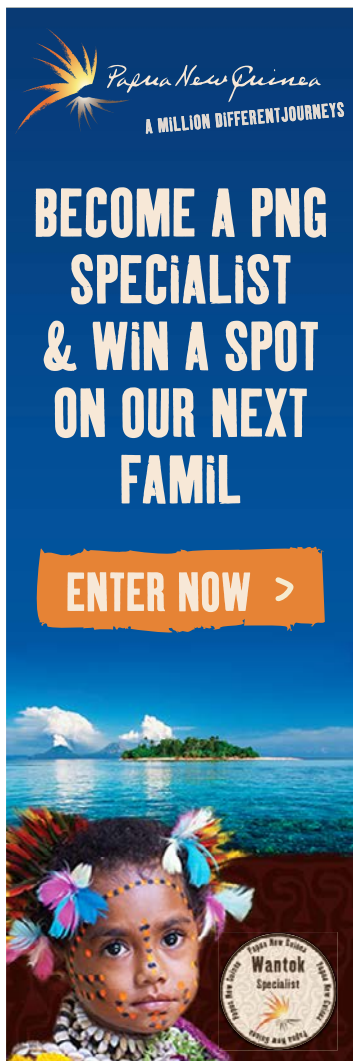
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QF touts MU pact benefits

QANTAS says its proposed tie-up with China Eastern Airlines (**TD** Tue) will result in "substantial benefits for Australian consumers," by offering shorter journey times, more schedule choice and improved connectivity between Australia and China.

In a submission to the ACCC covering the alliance, the carriers point out that their joint market share will be about 30% on the Australia-China route - only slightly higher than China Southern at 27.2% while Cathay Pacific has a 17% share.

"Alone, Qantas would not be able to keep pace with the capacity growth being driven by carriers such as China Southern

and Sichuan Airlines, nor would Qantas be able to offer a product proposition aligned with the principally leisure-oriented passenger base," the submission warns.

It's proposed that the alliance commence in Jun 2015, and the carriers envision that in time they could commence flights to Shanghai from both Brisbane and Perth, while over the longer term they would "review costs associated with domestic feeder services...to support more competitive pricing".

The ACCC has launched a consultation process, inviting submissions with a due date of 19 Dec and an indicative timetable that would see a draft determination issued in Feb or Mar 2015.

New for Sabre Online

SABRE Pacific has added a new 'Guest Traveller' feature to its Sabre Online corporate booking tool, which makes it easier to book travel plans for third parties in accordance with policy.

MD Jeremy van de Klundert said the enhancement was much better than creating multiple profiles for ad hoc bookings.

Tigerair bundling

VIRGIN Australia's budget offshoot Tigerair has launched a new "Express Fare" package, which gives customers a 10% discount when purchasing an airfare coupled with seat selection and "queue jump priority".

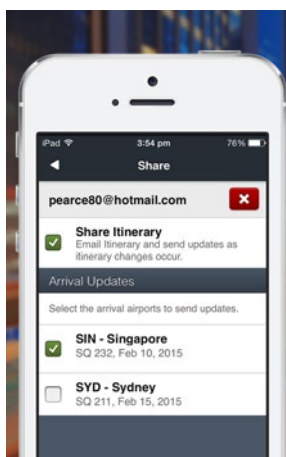
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Honeymoon over for AAX

HEAVY financial losses in the third quarter of 2014 due to soft demand and growing competition will see low-cost long-haul carrier AirAsia X cut some of its 2015 capacity to Australia.

According to the *Sydney Morning Herald* today, the airline reported a nett loss for the Sep quarter of MYR\$210.9 million ringgit (AUD\$72.9 million) on its Australian operations, taking its full year losses to \$96 million.

Details on which services will be

reduced were not outlined.

The carrier currently flies to Sydney, Melbourne, Brisbane, Adelaide, Perth and the Gold Coast up to twice daily.

Staff in Malaysia have also been told they will be paid their wages on a "staggered basis" due to late arrival of incoming funds.

Further, forthcoming aircraft deliveries intended for Kuala Lumpur will be slowed to allow for newer routes to mature.

Aircraft will instead be sent to its Indonesian and Thai offshoots.

"Capacity allocation in 2015 will see a drop in the number of flights to Australia, while North Asia and other regions will see an increase in the number of flights," AAX ceo Azran Osman-Rani said.

Osman-Rani added it was confident that with carriers cutting capacity and amid falling fuel prices, AirAsiaX expects to turn things around, potentially as early as next quarter.

Fine dining education

A NEW module focused on the Restaurant Australia program has been added by Tourism Australia to its Aussie Specialist Program.

The course aims to educate Aussie specialist agents about the quality of Australian food and wine and will be released globally.

Gourmet recipe suggestions will also form part of the module.

Aus Open ticket comp

TODAY marks the second day of Emirates' Australian Open golf competition in partnership with *Travel Daily*, with the tournament taking place from 27-30 Nov.

Two more General Admission double passes are up for grabs today for the first two correct answers to this question:

In total, how long has Emirates been the naming rights sponsor of the Emirates Australian Open?

Send your answer by email to emirates@traveldaily.com.au.

Airports conference

BRISBANE West Wellcamp Airport chairman John Wagner will address delegates on the opening day of the Australian Airports Association (AAA) National Conference next week.

The annual event will see 630 airport industry leaders meet with government reps to discuss issues and trends affecting both major gateways & small airfields.



Window Seat

KLM Royal Dutch Airlines has launched a deal in partnership with accommodation site AirBnB which is certain to appeal to all aviation nuts.

The carrier is advertising a night's stay in Amsterdam in a "Spacious Airplane Apartment" which is in fact one of its just-retired MD-11 aircraft.

Offering two bedrooms and wi-fi, the lodging also includes two kitchens, a living room, 116 windows and "eight small bathrooms," KLM said.

There are a number of house rules to keep in mind, including "no flying," "don't use the inflatable emergency slide," "no marshmallow roasting with the jet engines" and of course "smoking is not allowed when the non-smoking sign is on".

Successful applicants also receive KLM flights to AMS.

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Thursday 20th November 2014

McLachlan posse at premiere



ABOVE: Several staff from Mat McLachlan Tours walked the red carpet in Sydney this week for the global premiere of Angela Jolie's *Unbroken*, which was filmed, in part, in Australia.

Pictured from left are Kelly Polson, Bianca Signorelli, Mat McLachlan, Jackie Prazmowski and Jane McCallum.

Cebu cheap seats

AIRFARES to the Philippines priced from \$199 one way are available on Australia's newest int'l airline, Cebu Pacific Air.

The discounted fares include fees and fuel surcharges & are on sale (ex Sydney) until 21 Nov but exclude meals & bag allowance.

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EY/AZ seek ACCC approval

ETIHAD Airways has sought interim authorisation from the Australian competition watchdog to enable it to cooperate with Alitalia on a range of matters and to better compete on air services between Australia and Italy.

The airlines this month advised the Australian Competition & Consumer Commission that their planned cooperation agreement will cover scheduling and pricing of international air services for a period of not less than 10 years.

According to a submission by the partners, the proposed commercial partnership will also cover marketing, distribution, codesharing, reciprocal frequent flyer schemes, lounge access, product development and more.

"The Partnership foresees the generation of significant public benefits through Alitalia's use of Etihad's Abu Dhabi hub for travel from points in Italy to and from points in Australia and Asia," the

carriers told the ACCC.

Etihad Airways and Alitalia say the partnership will deliver public benefits "immediately" once in place, providing Aussie travellers with new access to smaller Italian cities including Venice, Catania and Bologna, via Abu Dhabi.

The carriers state the alliance will stimulate tourism to Australia from the Italy market by creating new online itineraries, and that they plan to "improve the scheduling" of Alitalia flights to support the development of traffic to and from Australia.

It will also help them compete against the likes of Singapore Airlines, Qatar Airways and Qantas/Emirates to Italy.

To fast-track benefits, EY and AZ have sought interim authorisation to begin marketing the deal to enable the public "to realise the full benefits".

Submissions from interested parties are sought by 28 Nov.

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Citadines to S. Korea

THE Ascott Limited has today revealed it will open its largest property globally in South Korea in the second half of 2015.

Branded under the Citadines Apart'hotel portfolio, the 468-room Citadines Haeundae Busan will be Ascott's first serviced residence in the country, and takes its network to 79 properties in 49 cities worldwide.



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ATE, Australia's largest travel and tourism trade event, is taking place in Melbourne, 21 to 25 June 2015

REGISTER AT:
www.tradeeventsaustralia.com/ate



VA/SQ conversion live

VIRGIN Australia and Singapore Airlines has launched their conversion initiative (**TD 25 Sep**), allowing Velocity and KrisFlyer frequent flyer members to convert points across both programs.

Guests can move points between the two schemes at a rate of 1.35:1 due to each program operating in a different currency.

Flight rewards on SQ and SilkAir can now be redeemed on the Velocity Frequent Flyer website.

"We recognise the value our alliance with Singapore Airlines offers, providing access to more than 80 international destinations, and we are thrilled to now enable our members to experience the best of both our networks through these unique features," Velocity Frequent Flyer ceo Neil Thompson said.

Record month at MEL

THE International Convention of Jehovah's Witnesses contributed largely to a record month for int'l arrivals at Melbourne Airport, the facility's Oct statistics show.

Overseas arrivals topped 694,000 for the month, up 9.5% year-on-year, while the domestic tally closed over 2.17 million, an increase of 4.6% on Oct 2013.

Japan recorded a staggering 88.2% growth in arrivals, clearly the strongest nationality for the month over China at 32.4%, while arrivals from USA were up 28.5%.

Regus/NMBS p'ship

GLOBAL workspace provider Regus has forged a pact with Belgium's railway operator, which will see the company's network expand to business lounges across the country's rail network.

The new Regus Express/NMBS centres are part of Regus' global initiative to open professional work facilities at transport hubs.

Star Alliance's big guns!



STAR Alliance hosted more than 120 agents to a networking function at the National Maritime Museum in Darling Harbour last night, providing partners with a chance to meet ceo Mark Schwab and member airline executives.

Schwab's whirlwind 2-day visit to Sydney included participating in a symposium with other online and offline Star Alliance members that operate to Australia.

The Frankfurt-based exec said 2015 was proving to be an unusual period for global airline alliances, with Star Alliance, SkyTeam and oneworld yet to announce any pending future member additions after many years of expansion and airline consolidation.

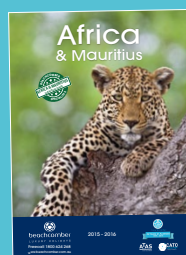
Schwab confirmed to **Travel Daily** the group was in talks with

a potential airline in Brazil to further broaden the alliance's scope in South America.

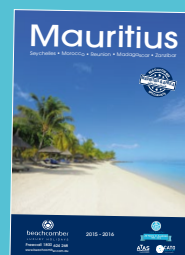
While coy to name names, **Travel Daily** understands Azul Brazilian Airlines is a front-runner.

He also said voids in the Star network still remain in Russia, Australia and "other pockets".

Pictured aboard *HMAS Vampire* from left are Alison Espley, United Airlines director Australia/New Zealand; Mark Schwab, Star Alliance ceo; Michael Zorbas, Air New Zealand commercial strategy & alliance manager; Irmgard Goetjes-Pedersen, Scandinavian Airlines Systems general mgr; Anil Rodricks, Lufthansa Group general manager Australia and Tim Clyde-Smith, South African Airways country mgr Australia.



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Agt's out of the dark on Hawaii



THIS group of travel agents were recently hosted on a famil to Hawaii courtesy of wholesaler Creative Holidays.

Highlights of the trip included a Luau at Paradise Cove, a North

Shore tour which offered the opportunity to swim with sea turtles and sunset drinks at the Modern Honolulu.

Pictured overlooking Diamond Head from the balcony of the luxurious Halekulani hotel in Waikiki from left are Jamie Davison, Croydon Travel; Justine Williams, Flight Centre Tunstall Square; Anna Welsh, helloworld Rosebud Ninth Ave; Trish Clowes, Flight Centre Gippsland; Lois Tippet, helloworld Swan Hill; Adam Baker, Creative Holidays; George Serour, Hawaiian Airlines; Kirrily Plum, Destination HQ; Caroline Hitchen, Creative Holidays and Tania Butterworth, Travel & Cruise Castlemaine.

A350 delivery soon

AIRBUS is expecting to deliver its first A350 carbon-composite aircraft to launch customer Qatar Airways around 12 Dec, an airline executive has reported.

SF Travel site revamp

THE San Francisco Travel Association has unveiled a new portal at www.sanfrancisco.travel following a top-to-tail redesign and freshly added content.

Site users can access tools to aid with planning and booking a holiday to the destination, with accommodation reservations processed via Booking.com.

JQ 2-for-1 to Japan

JETSTAR has released a two-for-the-price-of-one promotion on flights from Australia to Japan, on sale until 24 Nov or until sold out.

The deal is available for flights to Tokyo, Osaka, Fukuoka, Naha, Kagoshima and Matsuyama departing in 2015.

'Starter' fares for two people are priced from \$379 (Cairns-Osaka), with travel periods varying based on destination.

MEANWHILE, Intrepid Travel has reacted swiftly to the airfare sale, offering a 10% discount on five Japan itineraries departing between 08 Feb and 30 Apr.

To avail Intrepid's discount, bookings need to be made by 26 Nov using the promo code 11577.

Itineraries include the Japan Express, Land of the Rising Sun, Japan Winter Festivals, Classic Japan and Real Food Adventure - Japan - **CLICK HERE** for more info.

JU comm reduction

TICKETS on Air Serbia routings sold and issued in Australia will attract 5% commission from 01 Jan, down from the current 6%, the carrier's Australia GSA Aviation Online said this week.

Current levels will remain in place for tickets issued to 31 Dec.

Agents with any questions are advised to phone 1300 722 499.

Thursday 20th Nov 2014

Steady rise at SYD

SYDNEY Airport recorded year-on-year passenger growth in both domestic and int'l arrivals for the month of Oct, according to its official results released today.

Domestic arrivals climbed 3.3%, with int'l up a moderate 1.7% compared to Oct last year.

The results showed double-digit growth from China, Malaysia and the Philippines, with US up 9% on the back of dedicated UA capacity.

Accor, Corroboree jv

ACCOR has signed as the official accommodation partner for the Corroboree Sydney 2014 festival.

The event, which kicks off today and runs through until 30 Nov, aims to promote greater understanding, appreciation and enjoyment of Australia's Indigenous culture, Accor Pacific chief operating officer Simon McGrath said this morning.

Over the next 10 days, more than 200 events, performances & seminars will take place across the city during Corroboree Sydney.

It is the second year Accor has shown its support to the festival.

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.

In what year did Tony and his wife Nicola go to Africa?



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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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Luxperience deadline

POTENTIAL exhibitors for the 2015 Luxperience luxury travel showcase have until Fri 28 Nov to take advantage of a 10% early booking offer.

The annual show is scheduled to be held in Sydney from 06-09 Sep. Individual Suites, 4m² in size, are priced at \$6,990.

CLICK HERE for more details.

Travel Daily

First with the news

Thursday 20th Nov 2014

AW Grand Americana

ADVENTURE World has rolled out its 2015/16 Grand American Adventures brochure featuring a collection of small group tours in North America and trips across Central and South America.

In 2015, itineraries are more focused on wildlife, specialist walking options and two new cross-country tours.

Saving of up to 15% are offered on all new 2015 product or 5% off all existing products returning in 2015 if booked before 28 Nov.

See www.adventureworld.com.

France & Italy saving

ALBATROSS Tours is offering a discount of \$600 per couple on its 18 day Provence & Tuscany to Umbria tour if booked by 15 Jan.

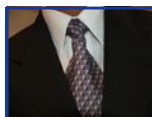
Destinations visited during the trip include Nice, Rome, Cannes, Monaco and Florence.

The tour operates from May to Sep and is currently priced at \$7,289ppts - call 1300 135 015.

EY launch San Fran

ETIHAD Airways has launched new nonstop services between Abu Dhabi and San Francisco - the carrier's fifth gateway in the USA.

The daily service is operated using Boeing 777-300ER aircraft.



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.

The Virgin Australia annual general meeting included the re-election of several existing Directors & the ascension of new Directors to the Board. Outgoing chairman **Neil Chatfield** was returned as a Director, along with **Mark Vaile** and **Joshua Bayliss**. Air New Zealand CEO **Christopher Luxon**, Etihad Airways CEO **James Hogan** and Singapore Airlines CEO **Goh Choon Phong** were all elected as new Directors to the VAH Board.

Karen Sweeney has been named as Tourism - Business Development Executive for **Gladstone Area Promotion Development Ltd**.

Travel insurance firm **Cover-More Group Limited** has named its new Group Chief Financial Officer as **Mark Steinberg**, who will take over from Jan next year. Steinberg moves to the role from Colonial First State.

Two new team members have joined **APT**, with **Damian Borg** coming onboard as Distribution Manager. In the BDM ranks, **APT** has welcomed **Claire Haggarty** - formerly of Creative Holidays - to its NSW/ACT team.

Corporate travel firm **Carlson Wagonlit Travel** has boosted its leadership team, appointing **Martin Buckland** as its new Senior Director Sales & Program Management for Australia & New Zealand. In addition, **Graeme Pearcey** was named Senior Director Traveller Services for Australia & NZ.

After a period away from the industry, former Sabre Pacific CEO **Gai Tyrrell** has returned, this week unveiled as the new Regional Director - Australia and New Zealand for **Hawaiian Airlines**, based in Sydney.

Grand Hyatt Melbourne has hired **Nicole Pasqual** as its new Director of Sales and Marketing. Pasqual brings 22 years in hotels to her new role.

Kellie White has taken on the duties managing the Product Development and Marketing team at **Qantas Holidays / Viva! Holidays**. White's new responsibilities come as Michelle Kerr begins maternity leave next week.

Peppers Airlie Beach has welcomed **Mercedes Ireland** as its new Sales Executive, to focus on Leisure, Groups and the MICE market.

Tour operator **On The Go Tours** has bolstered its sales ranks, welcoming **Nick Landy** as its new Business Development Manager for Northern NSW. Landy joins the team after three years as a travel consultant in NZ.

North Queensland eco-resort **Thala Beach Nature Reserve** has recruited **Fiona Harper** as its new Communications Manager.

Rebecca Nicol has been named as the new Destination Tourism Manager for **Whitsundays Marketing and Development Limited (WMDL)**. Nicol has held senior roles with Virgin Australia and Delaware North Companies.

Royal Caribbean Cruise Lines president and chief operating officer **Adam Goldstein** has been elected to the role of Chairman for **Cruise Lines International Association (CLIA)**, the global cruise industry body.

Grand Merc to Sebel

ACCOR has announced the rebranding of the former Grand Mercure Pinnacle Valley Resort in the Victorian high country to The Sebel Pinnacle Valley Resort.

Legendary new portal

COASTAL holiday hotspots organisation The Legendary Pacific Coast has launched its new www.pacificcoast.com.au website, which is now mobile optimised.

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Tourism bodies gather to party



TOURISM organisations from five states and one territory across Australia invited industry partners in Sydney to its end-of-year festive drinks last night.

The event was jointly hosted by Destination NSW, Tourism Victoria, South Australia Tourism Commission, Tourism Tasmania, Tourism WA and Tourism NT.

Attendees included retail agency groups, online travel businesses, wholesalers, hotels and suppliers.

Each organisation gave thanks to their industry friends for the successes of the year coming to a close & expressed excitement at the promises of the one to come.

Entertainment for the night included a photo booth with props for guests to have fun with, as well as live music from Lionel Cole, nephew of iconic American crooner Nat King Cole who found individual fame earlier this year on Channel 9's *The Voice*.

Pictured above are the state

tourism organisation reps, in the back row from left is Melissa Librandi, SATC; Alessandra Higgins, DNSW; Julieta Valance, Tourism NT; Victoria Langford, Tourism Tasmania and George Christakis, Tourism Tasmania.

Front row: Lisa Anderson, SATC; Pollyanna Middleditch, DNSW; Emily Robertson, SATC; Brooke Gregory, Tourism WA; Kathleen Finneran, Tourism NT and Rebecca Walden, Tourism NT.

Unable to attend on the evening and not pictured was Jenny Mittan and David Grattan, both representatives of Tourism Vic.

Hotel Cairns sold

CHINESE investors have been confirmed as the purchasers of the 4-star Hotel Cairns following a six-week international marketing campaign (**TD** 10 Sep).

CBRE Hotels said the hotel will change hands in Jan next year.

MU fined for delay

THE US Dept of Transportation has fined China Eastern Airlines US\$10,000 for failing to submit a Tarmac Delay Report on time.

The regulator said the 4hr & 10min delay at Washington Dulles International Airport on 21 Feb was only brought to its attention after a passenger complaint.

MU said the delay was a result of MU587 being diverted from New York JFK to IAD due to the closure of airspace as a result of heavy fog.

Norwegian deal done

NORWEGIAN Cruise Lines has strengthened its position as the third largest cruise operator in the world after finalising the sale of Prestige Cruises International.

The deal to buy Oceania Cruises and Regent Seven Seas Cruises (**TD** 03 Sep) sees Norwegian boost its product portfolio to span markets from contemporary to upper-premium to luxury.

Thursday 20th Nov 2014

APT Winter program

FOUR European River cruises and two Canadian Rockies tours feature in the newly released APT Winter Wonderland brochure.

The 2015 festive cruises include visits to Christmas markets and depart from 21 Nov to 24 Dec, ranging in length from 10-21 days.

Guests on the 15-day Canadian tours spend Christmas in either Whistler or Lake Louise.

Cruise prices range from \$4,545 per person twin share in Europe and \$8,295ppts in Canada.

More at aptouring.com.au.

Bibo into R&C

RELAIS & Chateaux has added Hong Kong-based French dining restaurant Bibo to its collection.

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:

- 2 return economy flights between Perth and Mauritius (excluding taxes)
- 4 nights staying Long Beach resort
- Breakfast daily

AIR MAURITIUS

SUN RESORTS

Everyday **TD** will ask a different question about Mauritius.

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: mauritiuscomp@traveldaily.com.au



Terms & conditions

At which Sun Resorts hotel can guests book spa treatments, enjoy gym/water/sports facilities?

Travel Manager

Perth, WA

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To become part of the FcM family, you'll need to have a solid background in travel sales, in either a retail or corporate environment. You'll also have the drive and determination it takes to become the best in your field. In return, you'll enjoy opportunities for professional development, global and career progression, renowned staff benefits and a market leading salary! Advance your career and apply now!

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AFRICA WHOLESALE SUPERVISOR

**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.

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.

YOUR CHANCE TO SHINE

**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 organisation 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.

RARE IT MANAGEMENT ROLE

**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

WORK FOR A GLOBAL LEADER

**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

A WHIZ WITH NUMBERS

**FINANCE OFFICER
BRISBANE CBD - TOP PKG ON OFFER**

This rare finance role in Brisbane CBD will see you join a leading TMC. Working closely with the HR team your responsibilities will range from processing payroll, new employee set up, reconciliations, cash flow management, reporting, accounts payable and more. The ability to work autonomously as well as part of a team is a must. Top salary package along with superb benefits on offer. This role is interviewing now so call today!

CONCEPT DEVELOPMENT YOUR FORTE?

**PRODUCT MANAGER
MELBOURNE - SALARY PACKAGE TO \$82K**

Having successfully operated for over 50 years, this luxury wholesale company is seeking an experienced product manager to effectively design and develop new Africa product. You will be responsible for research of existing & new product, itinerary design & supplier negotiation, brochure production & marketing plans. If you are results driven and are seeking a new challenge, this award winning operator could be your best move yet.

HIRING NOW - CORPORATE SALES

**BUSINESS DEVELOPMENT MANAGER
MELBOURNE - SALARY POTENTIAL \$60K - \$80K+**

Continuously seeing growth in their corporate travel arm, this global travel company is seeking motivated business development managers to join their progressive team. You will identify and secure new SME business through proactive sales activity and create, develop and maintain strong relationships. This is your chance to showcase your skills and move to a leading travel company that can offer ongoing career advancement and progression.

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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



Senior Travel Consultant

Westside Brisbane, \$38-40k + comm, Ref:1212HB1

Experienced travel agents are you sick of the commute into the CBD? A small, fun and friendly team requires you for their Western suburbs agency! A senior agent with at least two years retail travel experience with the ability to build high yield / complex bookings and a working knowledge of a GDS, will be required to hit the ground running in this established agency. Career progression and the chance to build a solid repeat client base whilst working closer to home is on offer.

For more information please call Helen on
(07) 3023 5027 or click [APPLY](#) now.

Corporate Travel Consultant - Sydney

Sydney E.Suburbs, D.O.E 50K plus! + Super. Ref:1428SZ1

My client is a reputable, leading independent TMC located in the Eastern Suburbs. They are looking for an experienced Corporate Travel Consultant with Amadeus experience to be apart of their ever growing team. As a Corporate Consultant you will be working on many last minute changes, including international & domestic flights, accommodation and car hire. You will need to be professional have an enjoyment for fast paced environment and working to deadlines. Monday to Friday business hours.

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

Travel & Events Manager

Melbourne, \$60-70k, Ref:1437KF1

My client, a leading group travel and event management company are looking for an experienced and passionate Event Manager - Team Leader to join their groups & events team in Melbourne. If you are a creative thinker, have strong communication skills, thrive working in a busy environment and have an exceptional eye for detail, then this opportunity is for you! The successful candidate can expect a competitive salary package, company benefits and ongoing professional development opportunities.

For more information please call Kate 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 will 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 Mon – Fri 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.

Domestic Wholesale Travel Consultant

Brisbane, OTE, Ref: 1391AW1

We are looking for a domestic travel specialist ready for their next career step. No more face to face consulting! Leads come to you! This leading wholesale travel company offers a base salary plus lucrative commission. You would have previous travel industry experience and a GDS knowledge. Your sales skills and customer service skills would be impeccable. Your will love working in a fast paced environment within a small team. This amazing opportunity will not last so apply today!

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

Travel Consultant

Western Sydney, \$DOE, Ref:1390MB2

Join a well established agency in a great team this is a rapidly growing travel agency in Sydney's West. We have a fantastic opportunity for experienced Travel Consultants with at least 2 years' experience in a similar Travel Consulting role, looking to expand on their knowledge and grow their career! You will be a part of a fun and dynamic team working with both domestic and international packages. Ideally you will have working GDS experience and love building relationships.

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

Japan Travel Specialist

Melbourne, \$ DOE, Ref:1435MD1

Have you travelled through or lived in Japan or Asia? Would you call yourself a Japan expert? If you are an experienced and passionate Retail or Wholesale Travel Consultant looking to specialise in an area you love to sell and would you like to join a well established wholesale company offering excellent benefits and salary, look no further! Creating bespoke international packages to Japan and Asia for travel agents and direct to the public in a lovely office in the CBD!! Apply now!

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

Corporate Travel Consultant

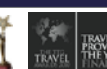
Perth, \$55-60K Ref: 1436LB1

Corporate travel consultant required for this boutique, independent travel company in Perth. You will be specialising in dealing with repeat corporate clientele servicing their requests as needed. This is a tight knit multi-skilled office with leisure and groups departments as well. To be considered for this role you will have a solid corporate consulting background with proven silver service when it comes to clients. Those with Sabre & SAM experience will be highly regarded!

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



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