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Thursday 18th September 2014

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Tigerair PEDs friendly

SMARTPHONES, e-books and tablets are now approved for use in flight mode for the duration of the service from today on budget carrier Tigerair Australia.

The green light makes TT the final major Australian-based carrier to get the green light for use of personal electronic devices (PEDs) during all stages of flight from takeoff to touchdown.

Tigerair Australia commercial director Adam Rowe welcomed the decision, saying the approval will "help further to make travel with Tigerair a seamless and enjoyable experience".

Seven pages of news!

Travel Daily today has seven pages of news and photos, including a front cover page for **Singapore Airlines** plus full pages: (click)

- AA Appointments jobs
- Travel Trade Recruitment

Trade: Keep PMC promise

OPPORTUNITIES for interested parties to consult and make their views known to the Australian Government will be available as part of a review into border-related fees, taxes and charges.

Announced yesterday by Federal Immigration Minister Scott Morrison, the Fees Review aims to develop a "better policy and operational framework" for how border-related revenues are set.

On the table to be reviewed are the Passenger Movement Charge (PMC), currently at \$55 per passenger, visa application charges and a number of import charges related to agriculture.

Morrison said the Fees Review will "strive to find the right

balance between supporting Australia's int'l competitiveness, relieving the administrative burden on industry and ensuring the costs of maintaining the integrity of our border are appropriately shared".

The proposal has galvanised travel and tourism industry leaders into action to remind the government of its pre-existing promise not to modify the PMC.

Australian Tourism Export Council managing director Peter Shelley said the government must keep any increase in fees & taxes "off the table".

"There is no good to be gained by increasing this tax - what the Government gains in revenue will be taken away from the growth of Australia's tourism industry."

AFTA chief executive officer Jayson Westbury echoed the call but said there was also a chance the charge could be reduced.

"The government made an election promise to not touch the PMC in its first term and AFTA expects that promise to be kept."

Tourism & Transport Forum acting CEO Trent Zimmerman went further still, pointing out the positives & benefits by removing the PMC charge altogether.

"In fact, the International Air Transport Association (IATA) estimates that abolishing the PMC alone would add some \$1.7 billion to the Australian economy annually, far outweighing the tax revenue," Zimmerman said.

QF/WS DOT approval

THE US Dept of Transportation has rubber stamped the new codeshare agreement between Qantas and WestJet for sectors from Los Angeles to Vancouver, Calgary & Edmonton and from Honolulu to Vancouver (**TD** Thu).

Singapore early birds

SINGAPORE Airlines has today launched its range of earlybird airfares, valid for departures from 01 Mar 2015 through 30 Sep.

Return Economy class fares are priced from \$1,519 departing Australian cities, with Business class fares starting at \$6,930.

More than 200 destinations in Europe across the SQ network are open for sale to 17 Nov 2014 and also offer an optional side trip to SQ & SilkAir cities in SE Asia.

The recently extended Changi Transit Program continues to offer \$540 in vouchers for SQ/MI pax to spend while in transit.

For more details, see the **front cover wrap** of today's issue.

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Extra QF WLG flights

QANTAS has cranked up trans-Tasman flight frequencies in the lead-up to Christmas, adding four new services to Wellington between 19-23 Dec "to cater for increased demand".

Three new return services will operate from Melbourne on 19, 22 & 23 Dec plus one extra return service from Sydney on 20 Dec.

Services will be operated using Boeing 737-800s, complementing existing capacity from each city.

SQ/Air NZ CHC assurances

THE alliance between Air New Zealand and Singapore Airlines has taken a further step forward after the carriers put in place "reasonable assurance" they would maintain current service levels on the Singapore-Christchurch route.

According to the New Zealand Ministry of Transport's final recommendation on the alliance made public this week, Air NZ/SQ have vowed to hold capacity, barring unforeseen circumstances.

The airlines have implemented the 'First Amendment to the Strategic Alliance Agreement,' which follows the pact's green light from the MOT (**TD 25 Jul**).

The First Amendment provides a clause where "the Parties will endeavour to maintain seven services a week on the Christchurch-Singapore sector [operated by Singapore Airlines], with adjusted numbers of seasonal services as market

conditions or major events warrant," subject to "exceptional circumstances of a material adverse change in conditions".

The MOT said there was no mechanism through which a foreign airline can be compelled to operate any services to New Zealand whether through an alliance or otherwise.

However, the enhanced marketing support the services will receive through the tie-up "should strengthen the case to keep the service in Christchurch.

"Without the alliance there might be less incentive on Singapore Airlines to maintain them," the authority added.

The amendment also provides that Air New Zealand and Singapore Airlines must cease to give effect to the deal beyond four years from the date which Air NZ begins flights to Singapore.

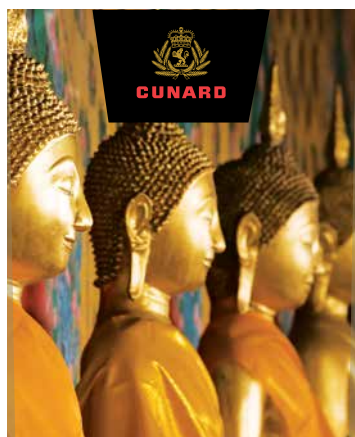
SQ and Air NZ plan to launch their alliance on 01 Dec.

Quest Townsville glee

SERVICED apartments operator Quest says local businesses and City Counsellors are anxiously awaiting the opening of the \$25m Quest Townsville on Eyre, slated to welcome first guests from Dec.

The property will offer 85 studio, one and two bedroom apartments, rooftop BBQ area, gym, conference facilities & more.

Located on the corner of Eyre & Leichardt Streets, it will be located five mins from the CBD.



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Abu Dhabi trade training focus

NEW trade tools and expanding the reach of travel agent training into more regional areas of the country are on the way from Abu Dhabi Tourism Authority.

Speaking with **Travel Daily**, Abu Dhabi Tourism Authority country manager Michael Woods says honing the skills of consultants is pivotal in drumming up interest in the emirate.

"Our focus this year has been trade education," Woods said.

"No matter how good your consumer campaigns are, if travel agents are not confident selling the destination they'll either switch-sell or not sell," he said.

A revamped e-learning program will be rolled out globally before the end of the year "to educate the trade about what there is to do in Abu Dhabi."

The online platform will contain 6 to 8 modules and cover topics including how to get there, what to do and where to go, the best

time to travel and more, attached to the visitabudhabi.ae main site.

There will also be an emphasis on Abu Dhabi's "key experiential pillars - luxury, culture and adventure," Woods said.

Next year's roadshow will be extended beyond the east coast to include Perth, Etihad Airways' newest Australian gateway.

A regional roadshow conducted in partnership with other Middle East tourism organisations is also on the radar to ramp up publicity of the Arabian Peninsula.

"I'd like to see Arabia evolve into its own destination, similar to Europe, where Australians go into one country or emirate and tour around for weeks at a time."

Woods indicated Abu Dhabi has had talks with Dubai and Oman Tourism about joint initiatives.

"As the years roll by, tourism offices in the region have realised there is a lot more strength in working together," he added.

Contiki sales on track

CONTIKI has bounced back following a lull in activity during Jun & Jul, with sales now "in line with where we want to be at this point in time," md Katrina Barry revealed to **TD** this week.

"I think the whole industry had a tough couple of months, and talking with my Flight Centre buddies, they said they had gone through a tough period and we follow everything that our friends at Flight Centre & STA experience.

"But we are seeing really strong growth in Europe," Barry said.

Sales from Contiki's pre-release program which was released last month have excelled (**TD Mon**) across all destinations in Europe, with Barry telling **Travel Daily** that at the same time last year numbers were "a bit down."

"It seems to me that last year it was a story of Australians going all over the world and maybe just easing back on travel to Europe, but this year it is the reverse."



Window Seat

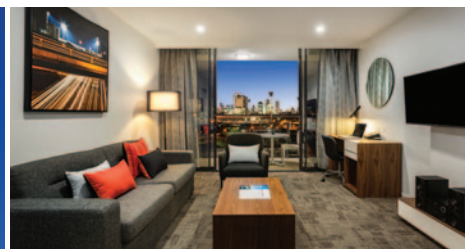
TOURISM New Zealand has today announced its "dronie" mini-campaign has been such a success, it will next be deploying the device to the North Island.

Essentially a flying camera, the dronie made its debut in Jul flying around the south island ski fields in Queenstown.

Since then, it has been a smash hit, capturing the attention of media locally and worldwide.

Now assigned to the recently launched 'Every Day A Different Story' marketing for the North Island, the dronie will tour the region, offering visitors the chance to record eight-second videos to upload to social media.

The dronie will be hovering in and around Auckland, Waiheke Island, Hobbiton, Te Puia in Rotorua and at Huka Falls in Taupo over the next five days.



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italktravel addition

INDEPENDENT Travel Group has added Harvey World Travel Doncaster to its italktravel network, rebranding as italktravel Doncaster effective today.

Qatar Air A380 delivered, at last



THE first of 10 Airbus A380 superjumbo aircraft has been delivered to Qatar Airways at a ceremony in Hamburg on Tue.

"The A380 that we are introducing is not just any A380; we have completely designed every element, giving it a signature touch that has never been seen before on board," QR ceo Akbar Al Baker commented.

Qatar Airways was expected to launch A380 services in Jul but was forced to postpone the induction due to quality concerns several months ago (**TD** 23 Jun).

It features a three-class cabin, with 8 seats in First Class offering a 90" pitch with a full flat bed, 48

seats in Business (52" pitch that reclines to full flat bed) and 461 in Economy (32" pitch).

The airline plans to introduce the double-decker aircraft on flights from Doha to London next month, followed by Paris Charles de Gaulle "shortly thereafter".

QR is preparing to take delivery of four additional A380s before the end of this year.

Malawi Ebola action

AUTHORITIES in Malawi have introduced new health screening measures at airports and land borders to prevent the entry of Ebola, DFAT advises.

Hotel Jen makes its debut

SHANGRI-LA Hotels & Resorts has this week opened its first property under the new concept and branding of Hotel Jen (**TD** 26 Aug) in Singapore.

The colossal 502-room newbuild Hotel Jen Orchardgateway is located within the shopping centre which shares its name and offers guests fast, free wi-fi, a selection of restaurants, 24hr order-in service and 24hr fitness centre, located in the heart of Singapore's popular Orchard St.

Nine existing Traders Hotels in the Asia Pacific region will also rebrand as Hotel Jen over the next six months, the next being Traders Hotel, Singapore which is slated to adopt the name later this month.

Senior vice president of sales & marketing for Shangri-La Hotels & Resorts Barbara Pang said the repositioning of Traders Hotel to Hotel Jen was driven by a desire to appeal to a wider audience.

"It aims to attract the leisure market as well as the corporate sector," Pang told **Travel Daily**.

"We wanted to differentiate the brand from Shangri-La properties into a simpler hotel concept where everything is ready for people on the go."

Pang said Hotel Jen's marketing activity will be pitched towards

a younger market and guests visiting the hotels are likely to see younger Gen Y staff.

"Some people look for service whereas others like to do their own thing and that's the segment 'Jen' will target," she commented.

Traders Hotel, Brisbane is in line for its refresh by the end of 2014.

Quizzed about future Hotel Jen developments in Australia, Pang said Shangri-La was "always looking for new project locations that make sense to us."

"I think Melbourne would be somewhere we would be looking but we don't have anything yet."

"If we found the right partner we would definitely consider it."

Frozen heads to Epcot

DISNEY Parks has confirmed construction has begun on a new *Frozen* inspired attraction at Walt Disney World Resort in Florida.

The new attraction will replace Maelstrom at the Norway Pavilion in Epcot.

Guests will visit a virtual replica of Arendelle, where they can meet & greet characters from the film including Anna and Elsa.

"We think these 'Frozen' elements are great complements to the Norway Pavilion," Disney executive Tom Staggs said.

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Taiwan
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Taiwan Tourism Bureau

Time for Taiwan

Thursday 18th Sep 2014

Train fees to remain

CALLS by a NSW State Govt cross-bench committee to reduce train fares to Sydney Airport for families, groups and employees have been rejected.

The *Sydney Morning Herald* reported only 15% of around 150,000 people daily travelling to the airport were doing so by train, clogging up access roads and other modes of transport.

Tourism & Transport Forum acting CEO Trent Zimmerman said the TTF was "disappointed" with the outcome, saying more people needed to be encouraged to use the train to the airport to reduce surrounding traffic congestion.

LH Grp aircraft order

LUFTHANSA Group has placed a US\$3.24 billion order with Airbus for 25 new Airbus A320 family aircraft, intended for Swiss Int'l Airlines and its low-cost start-up subsidiary Eurowings.

The order is made up of 10 A320ceo and 15 A320neo aircraft.

Eurowings is expected to launch service from early next year.

IASC QF applications

OTHER applications are being invited by the International Air Services Commission for capacity from Australia to Vancouver after filing an application from Qantas for 1,092 seats per week.

Qantas this week announced it would operate six seasonal flights from Sydney direct to Vancouver in Jan to cater to strong demand.

QF also applied for codeshare rights with SriLankan Airlines to codeshare on the Singapore route.

Ballot for Fat Duck

SEATS to dine at famed British chef Heston Blumenthal's multi-sensory restaurant The Fat Duck will be chosen by random ballot at www.thefatduckmelbourne.com.

Registrations for the ballot will be open from 9am on 08 Oct until midnight 26 Oct, with successful applicants informed on 10 Nov.

The Fat Duck will open at Crown Towers Resort Melbourne from 03 Feb to 15 Aug, with a seating priced at \$525pp excluding drinks.

Flat Aug results by SQ

SINGAPORE Airlines reported a modest 1.9% total increase in pax carried for the month of Aug, with 1.68m carried network-wide.

The South-West Pacific route however was a standout success, with loads spiking 7.1% to 85.6%.

Solomon Islands cruise into town



THE largest tourism delegation from the Solomon Islands in years was in Sydney this week to meet with cruise lines and wholesalers to discuss future opportunities for the South Pacific island nation.

Last year, the Solomon Islands welcomed a modest 25,000 int'l visitors, the majority of which (11,100-odd) from Australia.

More than 40% of international visits were made by business travellers, Solomon Islands Visitor Bureau (SIVB) ceo Josefa Tuamoto said, a figure he is hoping tourist numbers will eat into over time by elevating holiday arrivals.

The Solomon Islands remains a very "niche" destination.

Such is the low number of outside visitors, tourists come to the Solomon Islands 'by invitation only,' the former Tourism Fiji chief quipped to *TD* yesterday.

Permanent Secretary to the Solomon Islands Ministry of Culture & Tourism John Wasi said tourism has emerged as a key industry for the country's GDP, with logging and mining industries either reaching exhaustion or on hold.

"From the government's perspective, we are embarking on a very vigorous process, especially over the past couple of years, because of the potential

tourism presents and we want to make this potential a reality," Wasi said at a trade media event.

"We see the cruise industry offering the biggest potential we have in the short term."

The delegation included reps from the Solomon Islands Port Authority, who are now working in hand with the government and SIVB to capitalise on cruise interest in the Solomon Islands.

This week's mission has seen the group hold talks with Carnival Australia, Royal Caribbean Int'l and Lindblad Expeditions to gauge what they can offer to improve the guest experience and to detail a new \$4 million interim cruise terminal that is expected to break ground next month.

For more details, see today's **Cruise Weekly Trade Update**.

Pictured from left are Josefa Tuamoto, chief exec officer SIVB; Josef Mamau, Solomon Islands Dept of Tourism; Barney Sivor, director, Solomon Islands Dept of Tourism; John Wasi, Permanent Secretary to the Solomon Islands Ministry of Culture & Tourism; Savita Nandan, deputy director, Dept of Tourism; Glyn Joshua, director corporate services, Solomon Islands Ports Authority and Mike Parker-Brown, pr/communications manager, SIVB.

Business Development Manager - VIC

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COSMOS®

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Xmas League sold out

ORGANISERS of the annual Christmas TravelLeague Luncheon in Melbourne on 10 Dec advise this year's event is sold out with over 800 bookings confirmed.

A waitlist is available, email craig@christmastravelleague.com.

VS goes with Gogo

VIRGIN Atlantic will become the first European airline to partner with American global aero communication service provider Gogo for its in-flight connectivity solution on existing aircraft.

Under the still to be finalised agreement, Virgin Atlantic's fleet of aircraft will be retrofitted with Gogo's 2Ku solution.

Le Merid Ahmedabad

STARWOOD Hotels & Resorts Worldwide has announced plans to expand the Le Meridien brand in India with a new hotel slated to open in Ahmedabad in 2018.

The Le Meridien Ahmedabad will offer 200 rooms and feature the city's largest convention centre at 74,000 square feet.

RW, UA E-Jet deal

US REGIONAL carrier Republic Airways has adjusted its Shuttle America E-Jet agreement with United Airlines to add 50 new Embraer E175 aircraft.

The carriers have also agreed to adjust its Q400 capacity purchase agreement allowing for a wind-down schedule beginning in Jan 2015 and ending Sep 2016.

Canada figures

NEW monthly arrival figures for Canada show the number of Australian travellers entering the country in Jul rose 2.5% year-on-year to 32,888.

Year-to-date Aussie figures are tracking 5.6 percentage points ahead of Jan to Jul 2013, with more than 154,000 arrivals.

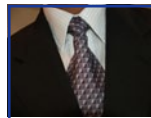
Across all markets, the number of visitors jumped 12% in Jul & is ahead 8.4% on the year-to-date.

Seahaven star success

SEAHAVEN Noosa has achieved a 4.5-star rating by Star Ratings Australia AAA Tourism for its self catering serviced apartments.

The property is celebrating the achievement by offering a \$100 discount per night when booking a standard two-bedroom beach-front apartment on select dates from 15 Nov to 15 Dec.

Phone (07) 5447 3422 to book.



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.

Adele Labine-Romain will shortly join the team at **Tourism Australia** in the role of Executive General Manager Strategy and Research. Labine-Romain has spent the last five years at the Tourism & Transport Forum.

Working in the Sydney office, **Lufthansa Group** has this month welcomed **Beth Scott** as the firm's new Marketing and Online Sales Manager.

A newly formed position of Director, Industry Relations at **TripAdvisor for Business** has been filled, with the firm promoting **Helen Egan** to the role. Egan will oversee and lead all industry relations for the travel site.

Brett Annable has rejoined the team at **Carnival Australia** as Director of Entertainment, a role he held from 2007-11. The former *Fairstar* Cruise Director was recently Entertainment Director at Jupiters Hotel & Casino.

SeaLink Travel Group has hired **Michael Hughes** as its new Commercial Director. Hughes is tasked with identifying new acquisition opportunities.

Carnival Corporation has promoted **David Dingle** to Chairman of Carnival UK, while **David Noyes** has also ascended to the role of Chief Executive Officer. Both will report directly to global CEO Arnold Donald.

Experienced sales leader **Dylan Rowland** has been hired to fill a newly created role of General Manager of Sales for **BridgeClimb** in Sydney.

Overseeing 97 hotels in the APAC region, **Carlson Rezidor Hotel Group** has named **Sandy Russell** its new Vice-President Commercial Operations Asia-Pacific. Russell will also join the Asia-Pacific Revenue Committee, and has been tasked with driving revenue strategies in the region.

Bringing over 25 years experience, **The Mauritius Tourism Promotion Authority** has named **Sydney Pierre** as the organisation's new Chairman.

Starting earlier this month, **Francisco Portilla** is the new Sales Manager Asia Pacific for **LATAM Airlines Group**. Based in the group's Sydney office, Portilla will represent all of the group's airlines in the local market.

Spicers Peak Lodge has named **Helen Kretschmann** as General Manager. Her partner **Alastair Oakman** has also joined as Experiences Manager.

Check-in.com.au management firm **Disruptive Investments** has named **Andrew Jensen** as a Non-Executive Director of the organisation.

Business Events Sydney CEO **Lyn Lewis-Smith** has been appointed to the Business School advisory board at the University of Technology Sydney (UTS) following recent assistance in a business events study.

Responsible for Parker Bridge Group IT in Australia, **John Terry** has been named as General Manager by trade recruitment firm **TMS Talent**.



Business Development Manager NSW STH/ACT

Back-Roads Touring is a unique small group touring concept offering fascinating and leisurely regional tours throughout the UK & Europe. With a maximum of 18 people per tour, we provide more of an intimate and relaxing travel experience, taking our guests off the freeways and onto the back roads to enjoy seasonal cuisine, charming accommodation and authentic cultural experiences.

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Apsara to take flight

A NEW Chinese backed airline known as Apsara International Air will launch in Cambodia this month, flying domestic and short-haul routes in Asia and to Russia.

FC team leaders buzzing in red



KARON Beach in Phuket turned a different shade of red recently as nearly 80 Flight Centre Travel Group team leaders, the WA nation leader and area leader buzzed in for a team conference. Held late last month, the WA team gathering was held at the five-star Centara Grand Beach

Resort Phuket, with a dress-up buzz night held on the property's Luna Bar overlooking the beach.

The group was broken up into smaller groups of 15 or so to dress up in different themes, with red being the colour of choice for the group pictured above.

No expense was spared for the party, with a live DJ, photo booth and plenty of cocktails provided for the occasion.

"The set up of photo booth, DJ and food was exactly what we were looking for to make the night a huge success. We look forward to the continued support and amazing travel experiences Centara will help us create," Infinity & Explore Holidays area leader Shaun Robertson said.

New paint for Spirit

ULTRA-LOW cost American carrier Spirit Airlines has become the third airline in the space of a week to unveil a new paint livery. Unlike its rivals Southwest Airline & Frontier Airlines, which each went with subtle changes, Spirit has made a radical change, opting for a strong yellow over its former paint scheme (pictured below), which offered six colours including two shades of blue.

The first newly painted A320 was rolled out of a hangar in New York earlier this week.



HRA Lexis signing

HOTEL Representation Australia has been appointed local reps for Malaysian hospitality group Lexis Hotels & Resorts which operates Lexis Port Dickson & Grand Lexis Port Dickson.

The nearly 20 year-old hotelier is doubling its portfolio, with Lexis Hibiscus Port Dickson & Lexis Suites Panang properties scheduled to open next year.

Ancillary revenues spike

QANTAS has been ranked as the world's most successful airline in terms of loyalty marketing, in the latest annual report of global ancillary revenue from US consulting group IdeaWorks.

The report found that global ancillary revenue per passenger during 2013 was \$16, up more than 120% over the last six years.

Ancillary revenue was cited as helping airlines "tilt into the column of profitability while keeping fares modest," with carriers revealing it comprises as much as 38% of their revenue.

Nearly 60 airlines are included in the report, with QF recording \$1.27 billion in ancillary income or almost 11% of its total revenue equating to \$45.67 per passenger.

Of Qantas' ancillary revenue, 80% is associated with the Qantas Loyalty business unit.

Other notable successes included US carrier Southwest Airlines which achieved almost \$200m in 2013 revenue from its EarlyBird check-in feature which offers faster boarding and better access to carry-on space.

Hawaiian Airlines earned \$6.6m from the sale of preferred seating in 2013, while Norwegian Air Shuttle managed to raise over \$200,000 for the UNICEF charity by donating 1 krone from the in-flight sale of each water bottle.

EK lounges growing

EMIRATES is celebrating ten years since opening its first int'l lounge, with more than US\$320m invested in the facilities to date.

The carrier says it has served over 22 million customers in the global lounges in its first decade.

WIN A TRIP TO VANUATU

In September, **TD** is giving readers the chance to win a holiday to Vanuatu, courtesy of **Vanuatu Tourism Office**.

The prize includes return economy class airfares to Port Vila with Air Vanuatu, airport transfers, five nights accommodation at Grand Hotel and Casino and a Glass Bottom Boat Trip, for two.

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

Email answers to: vanuatucomp@traveldaily.com.au

Q14: What is the name of the Grand Hotel and Casino spa?

Hint: www.grandvanuatu.com



Terms & conditions

Vanuatu
DISCOVER WHAT MATTERS

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Vanuatu
Adventures in Paradise

GRAND
Vanuatu

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WANT YOUR CAREER SEARCH HANDLED CONFIDENTIALLY? CALL THE EXPERTS

MOVE TO A LUXURY BRAND NATIONAL BDM ACCOUNT MANAGER SYDNEY – EXEC SALARY PACKAGE

This fantastic company has a vacancy open with your name on it. Looking after the Australian market, you will be self-motivated and utilise your strong negotiation and contracting skills to qualify opportunities and increase sales, growing sales revenue and build strong ongoing relationships with key industry personnel. Your friendly personality, presentation skills & creative ability is required here.

ARE YOU THE MISSING LINK CLIENT RELATIONSHIP MANAGER – TRAVEL OPERATIONS BRISBANE – 6 MONTH CONTRACT

Come and join this leading travel management company that are leaders in innovation and growth on a six month contract. Working closely with internal and external clients you'll be responsible for handling the seamless implementation of new and existing clients onto the company's online booking tools. Staying abreast of technology developments you'll be able to identify and address system gaps and suggest necessary improvements.

*** NEW ROLE * GLOBAL TMC CORPORATE TEAM LEADER PERTH (CITY CENTRE) - SALARY PACKAGE TO \$80K**

Due to an increase in business, this Global Travel Management Company is seeking a competent travel manager with a proven track record managing a team of consultants. Working with this established team, you will be responsible for developing and driving the team to achieve results and maintain service levels. Management experience in a corporate travel environment is essential together with a hands on consulting approach when required.

DRIVE THIS BUSINESS TO SUCCESS CORPORATE SALES EXECUTIVE MELBOURNE – \$95K PLUS (DEP ON EXP)

Boutique travel company is seeking a driven business development manager with a proven sales record targeting and securing new SME business. With your drive to succeed and ability to build solid relationships with key contacts, this role will provide you with the challenges and rewards you have been seeking. A strong sales ability is clearly essential, together with top notch negotiation skills and polished presentation. Lucrative salary on offer.

IMPLEMENTATION - ONLINE BOOKING TOOL CORPORATE IMPLEMENTATION MANAGER MELBOURNE – SALARY PACKAGE \$90K (NEG)

This truly is an exciting opportunity for a Manager experienced with the implementation of online booking tools to key corporate clients. Working with a strong technical team, you will be responsible for training, testing and troubleshooting, sales demonstrations and presentations, whilst managing a team of 4 support consultants. Join this innovative and growing Corporate Travel Management Company today.

HIT THE ROAD WITH A LEADING BRAND SALES EXECUTIVE - CRUISING SYDNEY - SALARY PACKAGE \$60K ++

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

RARE OPERATIONS ROLE SENIOR OPERATIONS MANAGER SYDNEY – EXEC SALARY PACKAGE \$\$

These roles are far and few between these days. You will be required to lead and develop your team of leaders, managers and supervisor to exceed service levels within this call centre environment. We are looking for someone who has worked in a true call centre environment leading a large team. You will need to be organised with strong problem solving skills and strong project management skills. Executive travel package is on offer, interviews commencing now.

CORPORATE TRAVEL FOCUS ONLINE IMPLEMENTATION MANAGER PERTH - SALARY PACKAGE TO \$70K+

Working in the online support and training team, you will be a vital part of the development of the online booking tool for this Global Travel Management Company. Your role will include client presentations and training, together with testing and trouble shooting. You will create training manuals and online policies and be responsible for investigating issues. Put your career in top spot and join this winning TMC today.

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www.aaappointments.com/aus



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

Tailor-Made Travel Consultant Gold Coast, \$Competitive, Ref: 1264PS1

Are you a tailor-made travel consultant with extensive worldwide destination knowledge and proven experience of working to targets who is looking to get their work life balance back? If you have solid Cruise Product knowledge and enjoying going above and beyond for your clients then this role with a multi award winning independent could be the opportunity you have been waiting for! Working in a strong established team, 9-5 Mon – Fri with one Saturday per month 0900 – 1200!

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

Corporate Travel BDM – Part Time Sydney, Circa \$80,000 + Generous Commissions Ref:1192MB1

Amazing rare part-time opportunity for an experienced Sales Hungry Corporate BDM to work the Sydney Corporate sector for this award winning TMC. If you have a proven track record in Sales within the industry we would love to hear from you! You will need to be resourceful in gaining and maintaining new leads & developing relationships with key accounts. Excellent salary and Incentives on offer for the right candidate to come aboard make your mark on the well known TMC.

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

Wholesale Travel Consultant Melbourne, \$55-\$65 Inc. Super, Ref 1542MD2

Are you an experienced and passionate Retail Travel Consultant looking to move away from face to face sales? Would you like to join a new expanding luxury Online Travel company offering excellent benefits and salary? Working with experienced consultants creating international packages for travel agents and the general public in a lovely new office space! If you are working on a GDS and have extensive product and destination knowledge then please apply now as it won't last long!

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

Travel Consultant Adelaide, DOE, Ref: 1309LB2

Join a great team and earn fab incentives with this rapidly growing travel agency in Adelaide CBD. Currently there is a fantastic opportunity for an experienced Travel Consultant with at least 1-2 years' experience in a similar 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 product. Ideally you will have Sabre GDS experience and love hitting sales targets.

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

Wholesale Travel Consultant Brisbane, \$DOE, Ref: 1440AW1

Who said travel doesn't pay well? If are passionate about the industry, have excellent product knowledge and are willing to put in some extra hours, we want to hear from you today! Our client, a leading Travel Wholesale company located in Brisbane CBD, will consider candidates who are available to work to a 7 day rotating roster and who genuinely enjoy exceeding their sales targets. Benefits include lucrative commission, famils and career progression opportunities.

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

Cruise Consultant Sydney, \$50k, Ref: 1671SJ1

All Aboard and Cruise into your new career! Do you have good cruise product knowledge & travel sales experience? A leading & reputable travel provider is ever expanding due to on going success & are looking to recruit an experienced Cruise Consultant for their busy office. Selling luxury international cruise itineraries to a loyal clientele following & enjoy great perks & benefits in return for your hard work. I'm looking for an ASAP start so get in touch today!

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

Inbound Groups Travel Specialist Melbourne, \$45k-\$50k DOE, Ref 1310KF1

This outstanding travel company are looking for a fantastic Inbound Groups Travel Specialist to join the team, offering amazing product to direct customers and agents. You will be offering a range of services, from hotels, car hire, day trips, special interest tours - you name it. This is a fantastic team with brilliant support and a Monday to Friday role. We will need consultants with prior Inbound consultant experience, GDS skills and working knowledge of Australia and NZ.

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

Corporate Travel BDM Perth \$50-85K OTE Ref:1243LB1

Amazing new opportunity! Ready to leave consulting behind and get involved in business development? No two days the same! If you have a great sales record, and looking to move into the corporate world then this global company is for you. You will be sourcing new leads, building rapport with our clients and developing relationships with key accounts. Uncapped earning potential and great lifestyle on offer for outgoing and enthusiastic travel industry professionals!

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



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