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Travel Daily

First with the news

Friday 30th January 2015

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SA bag clampdown

THE South African Civil Aviation Authority is advising airlines flying within the country that new hand luggage regulations will come into force from next week.

Passengers will only be allowed to take a maximum of 7kgs hand luggage onboard, with overweight and oversized bags required to be checked-in.

South African Airways has an exception from the SACAA for its pax to carry 8kgs - more [HERE](#).

Goldstein to attend C360

CLIA Australasia has announced newly-appointed CLIA chairman and Royal Caribbean Cruises Ltd president & coo Adam Goldstein will be a keynote speaker at next month's Cruise360 industry showcase (*TD* breaking news).

Goldstein will deliver the State of the Industry address to open the event, replacing former CLIA chair Christine Duffy, who will begin on 01 Feb in her new role as president of Carnival Cruise Lines.

The trip will be Goldstein's first to Australia in nearly three years, with CLIA Australasia gm Brett Jardine labelling the securing of the RCCL chief at C360 as a coup. "With almost 30 years in the

cruise industry and a decade at the helm of Royal Caribbean, Adam has a wealth of cruise knowledge to share with delegates," Jardine commented.

Trafalgar A\$ benefit

TRAFALGAR md Matthew Cameron-Smith says the dropping Australian dollar provides more opportunities for travel agents, with prices of the company's guided holidays locked in despite the plummeting currency.

Last night the dollar dropped below US78c, but Cameron-Smith affirmed this would not impact Trafalgar's pricing.

Trafalgar is also seeing strong results from its social media initiative (*TD* 10 Sep), in which it is making real-time customer reviews available online via the Feefo platform.

Cameron-Smith said the move was a key way of building trust in the brand, particularly with the internet bringing increasing transparency to the marketplace.

The reviews have been so good, Trafalgar has been awarded Feefo Gold Trusted Merchant status.

No fee for Aquire

QANTAS has today confirmed it will no longer impose any membership fees for its Aquire corporate loyalty program, which now has 20 partners (*TD* yest).

When the scheme launched (*TD* 18 Nov 13) it had a mooted annual fee of \$179, which was waived for businesses which joined before 31 Mar 2015.

There is still a joining fee, normally \$89.50, now reduced to \$50 until next Tue 03 Feb.

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Aussie bands at G'day

QANTAS will present a range of Aussie talent at tomorrow night's G'day USA Gala in Los Angeles.

Today's issue of *TD*

Travel Daily today has six pages of news & photos, plus full pages from: (*click*)

- AA Appointments jobs
- Travel Trade Recruitment

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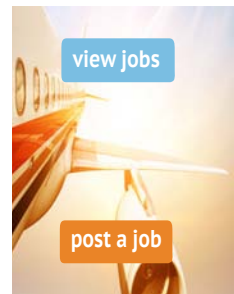
ADVENTURE *in Style*



Travel Daily

First with the news

Friday 30th January 2015



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Urban add new tours

A **VARIETY** of new cultural food experiences in Cambodia and Tijuana have been added to the range of Intrepid Travel day tour offshoot Urban Adventures. The Cambodian Cook-Out offers a four-hour insight into cultural dishes in Siem Reap, while hidden Mexican delights are revealed in the four-hour Taste of Tijuana. Urban Adventures now offers an exploration of Hong Kong's local neighbourhoods, with a new customisable Private Car tour of Dubai also now available for sale.

NZ Night Rider return

REGIONAL destinations in New Zealand have been added to an expanded Night Rider service relaunched by Air New Zealand. Night Rider services offer cut price 'Seat Only' fares on the last service of the day for select routes priced at \$29 one way or \$39 for 'Seat + Bag'. Valid routes include Auckland to Nelson and AKL to Christchurch, operating from 20 Feb to 19 Mar.

Final DJ paint change

THE final Virgin Australia aircraft still flying in the old red Virgin Blue livery has entered the paint shop in Townsville to be changed to the all-white VA colour scheme. The final service was a Brisbane to Townsville flight on Wed night, landing at 8:30pm. Once finished, the aircraft will follow tradition by being renamed after an Australian or NZ beach.

MH370 declared accident

COMPENSATION to the families of victims involved in the disappearance of MH370 will now be forthcoming after Malaysia declared the flight as an accident. The formal classification of the incident means that Malaysia Airlines can contact next-of-kin of each passenger to proceed with the compensation process. Six Australians are listed among

Preview info sessions

DEMAND from travel agents and clients has seen Scenic Tours schedule a series of information sessions relating to its pre-release Europe river cruising brochure. Fifteen sessions will be held in capital cities and regional centre, with two free webinars available to those unable to attend. River cruising programs in Europe, France and Portugal will be detailed, with Scenic product and sales teams will also be on hand at each session. Events will kick off in Sydney on 24 Feb, with sessions also in Brisbane, Melbourne, Canberra, Perth, Adelaide and Hobart.

Gold Coast, Mooloolaba, Newcastle, Terrigal, Parramatta, Geelong, Wollongong & Frankston will also be visited on the tour. Seats at each event will be free to attend but require registration in advance to secure a place. **CLICK HERE** for more information on specific dates for each event or phone 1300 723 642.

the 239 passengers and crew that were onboard the flight. "The airline remains steadfast to ensure that fair and reasonable compensation is paid to the families of all MH370 passengers in accordance with the applicable laws," MH said in a statement. The compensation process will be facilitated through further resources at the carrier's Family Support Centre, with additional phone lines installed to ensure frequent contact with next-of-kin around the world is maintained. Mystery continues to cloud the exact whereabouts of the ill-fated Boeing 777-300 operated by Malaysia Airlines to Beijing in Mar last year, with extensive underwater mapping of a key Indian Ocean search area ongoing. "The management and staff of Malaysia Airlines wish to thank the public for their outpouring of support throughout this challenging time," the airline said. "Our thoughts and prayers remain with the families of the 239 passengers and crew on board flight MH370."

PAL responds on Aus

PHILIPPINE Airlines has defended its move to consolidate capacity on its Australian routes, saying it is in fact increasing the number of available weekly seats by utilising larger aircraft. Airline GDS displays yesterday showed PAL as decreasing its schedule from daily to five weekly from Manila to Sydney, but flying A330 jets instead of A340s. "In fact, we are upgrading capacity from the current 254-seater A340s being used, we are shifting to 368-seater A330s," the carrier told *Travel Daily*. Melbourne services will also be upgauged from A340s to A330s, while all other Australian routes are unchanged, PAL reiterated.

APTMS phone outage

ASIA Pacific Travel Marketing Services is advising of a possible outage to phone and email contact from 3pm today due to a technology server upgrade. Work includes improvement of phone and email servers, with normal service expected to resume at 9am on Mon 02 Feb.

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1 x Account Manager

Opportunities Based in North Sydney



FCM Travel Solutions is the well-respected flagship corporate brand of the Flight Centre Travel Group. FCM is the first Asian-Pacific based global travel management company and the largest corporate travel brand based in Australasia.

With the award for Australasia's Leading Business Travel Agent for the last three years at the World Travel Awards, plus massive growth - there are plenty of exciting opportunities to move into corporate travel and join the industry leader.

Apply for our Key Account Manager role: <http://applynow.net.au/jobs/F162186>

Apply for our Account Manager role: <http://applynow.net.au/jobs/F148997>



National Account Director AU/NZ

With the extensive growth of a premium account in APAC, Sabre Pacific has signed a global partnership which sets up a long term relation and a new strategic commercial agreement with this Account. The aim of this partnership will harness each other's strengths and aligns our strategies to maintain aggressive growth targets. The opportunity now exists for a driven individual to lead, provide insight and support the growth expectations in the role of **National Account Director AU/NZ**.

This role could be based in Sydney, Brisbane or Melbourne and will report to the Managing Director of Global Accounts.

You will have demonstrated your business skills: achieving budgets, leadership of teams, driving change management, meeting and achieving stretch results. You are respected by your peers, you are able to engage with business at all levels and to facilitate across teams and projects to meet demands of the business.

You can provide examples of your ability understanding complex systems, technology and future trends. It is critical that you can source the right people both internally and externally to position both the customer and Sabre Pacific to lead in taking advantage of commercial opportunities.

For further information, please visit Sabre Pacific Jobs at LinkedIn or contact Sandra Bridgewater at sandrab@sabrepacific.com.au. Applications close Friday 6th February 2015. Please note, only successful applicants will be contacted.



Intrepid Olkola people p'ship

A COMMITMENT to work with Indigenous communities to help to protect lands in the Olkola National Park has been undertaken by Intrepid Travel. The pact will strive for the preservation of ancient cultural sites and sustainable development of tourism in the Aboriginal-owned park located in Cape York, Queensland. These sites include pockets of endangered rainforest, rock art, aquatic life and wetlands. Intrepid Travel deputy general manager in North America Christian Wolters said the

company fully supported the development of sustainable tours and the preservation of culture. "As a global tour operator on all seven continents we recognise the importance of supporting local communities in the destinations we visit," he said. "We chose to work in partnership with Intrepid Travel because of the company's investment in responsible tourism, and we'll be looking to work with companies with similar values in the future," Olkola Aboriginal Corporation ceo Amanda Hogbin commented.

CA trims PVG/MEL

AIR China is reducing its flight frequency on the Shanghai Pu Dong- Melbourne route from five weekly to four, effective 01 Jun, according to agent GDS displays. This week CA revealed it will add a new direct PEK-MEL route.

Demetriou Crown nod

CROWN Resorts Ltd announced today all necessary regulatory approvals for Andrew Demetriou to become a director of the firm (**TD** 08 Aug) have been fulfilled. Demetriou was previously the chief executive for the AFL.

Cooks conv centre?

COOK Islands Tourism Corp is seeking proposals for the development of a convention centre feasibility study & design concepts project for Rarotonga. Currently, the Cook Islands can only handle seated events for up to 150 delegates at one location, which has been identified as a "stumbling block" for the expansion of the MICE segment from Australia and NZ markets.

New routes for AA

AMERICAN Airlines is boosting its network in Mexico, Latin America and the Caribbean with six new routes to debut from Jun. AA's new city pairs include Los Angeles to Belize City and Guadalajara, Dallas/Fort Worth to Grand Cayman and Managua and Miami to Barranquilla (Colombia) and Monterrey, with frequencies varying from once weekly to daily. Agents will be able to book the new flights from this weekend.



Window Seat

AN AMERICAN woman is aiming to break a Guinness World Record by visiting each of the world's 195 sovereign countries in the shortest period of time. The record currently stands at three years and three months, undertaken over 26 trips and using as much land transport as possible as opposed to planes. It is perplexing how it took so long as there is no specified requirement for any length of stay to be met in each country, according to Guinness. Cassandra De Pecol of California will aim to visit all the countries in less than three years & is using crowdfunding to help support her mission. During her trip, she will aim to raise awareness of world peace by meeting with as many world leaders as possible.

ARE YOU OUR VIKING STAR ACHIEVER?

Here's your chance to enjoy a **7 night Mediterranean Getaway cruise for two** in a Deluxe Veranda stateroom from Rome to Barcelona departing 15 Dec 2015.

The cruise is valued at **\$7,598** but that's not all. To prepare you for your *Viking Star* embarkation, you will also receive a star make-over and photoshoot.

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You must be an individual retail travel agent and have booked a minimum of 6 Viking River 2015 cruises between 1 Jan and 31 Mar 2015. Request an entry form by emailing Australia@vikingcruises.com

WHO IS OUR VIKING STAR ACHIEVER?

The travel agent with the most deposited/paid 2015 Viking River cruises bookings made between 1 Jan and 31 March 2015.



Entry forms must be received by 7 April 2015 and will be validated on 8 April 2015. The Star Achiever will be announced on 10 April 2015. The reward is non-changeable, non-transferable and not redeemable for cash and/or cruise credits. Flights are not included.

Virtual Reality a reality with QF

QANTAS
First class passengers will be able to trial virtual reality technology on flights to the USA as the airline continues to push forward with innovative products for premium passengers.



Unveiled to select media, including *Travel Daily*, in Sydney yesterday and in partnership with Samsung, Qantas will trial the Samsung Gear VR headsets in its First class lounges in Sydney & Melbourne from mid next month.

Guests in Qantas' First cabin will also have the chance to sample the product on select A380 flights to/from LAX ex Sydney and Melbourne from mid-Mar.

Qantas Group Executive of brand, marketing & corporate affairs Olivia Wirth says the technology provides QF with "a completely new way to connect" with pax.

"From an in-flight entertainment perspective, it's an industry first.

"Qantas is committed to being at the forefront of innovation to

give our passengers the very best and latest in-flight experiences."

Wirth said the Gear VR opens up new ways for destinations on its network to inspire & promote travel and tourism.

The three-month trial will see four headsets available to pax at the 'pointy end', enabling VIPs to sample the product on the flight across the Pacific.

Dependant on feedback from First class pax, Qantas may deploy the technology on other A380 services in the future.

Wirth is pictured displaying the Gear VR headset with Samsung's cmo Arno Lenoir and a QF cabin crew member at the Qantas Centre for Service Excellence.

Gear VR for tourism

SAMSUNG'S Gear VR (Virtual Reality) technology opens up a world of opportunity for the tourism industry, says chief marketing officer Arno Lenoir.

Speaking to *Travel Daily* during the announcement of its trial program with Qantas (see right), Arno said the Gear VR has unlimited potential and application for the industry.

He said tourism firms are lining up to take advantage of the tech which feeds off the Samsung Galaxy Note 4 to provide content.

Tourist boards can showcase destinations like never before, providing potential visitors with a first-hand experience of what to expect ahead of their journey.

Tourism NT is a pilot partner for Qantas, developing content for the Gear VR with a special 3D experience on the waterways of Kakadu National Park.

"This innovation literally adds a new dimension to how visitors experience Kakadu," NT Minister for Tourism Adam Giles said.

Further, Arno said hoteliers can give guests a taste of what to expect before booking, using the Gear VR to display facilities, function spaces and the variety of room types available.

Cruise lines can also showcase cabins & experiences available to pax to help clinch a sale, he said.

Qantas lounge awards

QANTAS' First class Lounge in Sydney has taken top honours in the global 2015 TheDesignAir awards, achieving a rating of 93%.

The Australian flag carrier's Qantas Lounge in Hong Kong also received acclaim, placing equal second with the Finnair Premium Lounge in Helsinki with 90%.

TheDesignAir awards have been running for three years and are gauged on airport lounge products and services on offer to guests.

"Our flagship Sydney First Lounge has set the bar to the highest standard globally and we are excited that our re-modelled Hong Kong Lounge has also been included in the top two," Qantas executive Olivia Wirth said.

Cathay Pacific Lounges in Hong Kong received a rating of 85% followed by the China Airlines Lounge at Taipei (84%), JAL First Class Lounge at Haneda (82%) & GVK Lounge at Mumbai (81%).

In equal 8th place was the Virgin Atlantic Clubhouse at Heathrow, Qatar Airways Lounge at Doha & British Airways Concorde Lounge at Heathrow, all rating 80%.

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Louis Cruises launches a new brand, Celestyal Cruises.

Say Kalimera to Celestyal Cruises!

Celestyal stems from celestial, which means "pertaining to the stars" and "heavenly" or "divine". By launching Celestyal Cruises, Louis Cruises focuses on the real Greek experience, already enjoyed by thousands of visitors.

Celestyal Cruises will include all the Aegean, Ionian and Adriatic Sea destinations and will be addressing a call to the international market promoting classic or new cruises full of Greek gastronomy, Greek culture and entertainment, new themed programs and personalized service that defines Greek hospitality! Celestyal Cruises is here to enhance **the real Greek experience!**



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SQ/Vistara FF alliance

SINGAPORE Airlines has forged a reciprocal frequent flyer partnership between its KrisFlyer scheme and that of Indian carrier Vistara & its Club Vistara program.

Commencing Mar and for redemption in May, members of KrisFlyer will be able to earn and redeem miles with Vistara, while members of Club Vistara can accumulate and burn points on SQ and SilkAir flights.

SIA holds a 49% stake in Vistara which debuted earlier this month.

InterRent expansion

EUROPCAR'S low-cost offshoot InterRent will be expanded into over 10 new markets in 2015, the car rental firm has announced.

Operating as a subsidiary to the core brand, Europcar plans to fast-track the two-year-old businesses from the current 27 countries to 40 by year's end.

InterRent offers a fleet of mini, economic, compact & mini-van vehicles and accounts for approximately 20% of Europcar's total car rental market.

Online visa lodgement for all visitors coming

THE Department of Immigration & Border Protection is targeting the end of 2015 to have online lodgement facilities enabled for Visitor visas (Subclass 600) to Australia for all foreign arrivals.

Online lodgement for the Visitor Visa was rolled out in Mar 2013 & to date enables passport holders from 197 countries or regions to become eligible to apply online.

"While there are a number of complex systems dependencies, the department is aiming to have this service available for all nationalities by the end of 2015," the govt organisation told the Productivity Commission.

The Subclass 600 visitor visa has four streams: Tourist, Sponsored Family, Business Visitor and Approved Destination Scheme.

2015 TDU 'best yet'

SOUTH Australia Tourism Minister Leon Bignell says an estimated 773,000 domestic and international cycling fans flocked to the state for the recent 2015 Santos Tour Down Under.

He said the state government had significantly ramped up its investment in the race, enabling organisers to add more support events and activities "to make it the biggest and best tour yet."

Excite agents head to the movies



Air Force One change

BOEING has taken its first order for a passenger design variant of its 747-800 model aircraft in over two years, with the US Air Force to replace its two current Air Force One 747-200 jets.

The upgrade comes as the 747 is the only four-engined model manufactured in the US.

Boeing recently announced it would decrease production of the 747 variant due to slowing orders.

SAS adds ARN/HKG

SCANDINAVIAN Airlines (SAS) will launch new five weekly flights between Stockholm and Hong Kong effective 10 Sep using a mix of Airbus A330-300s & A340-300s.

ABOVE: Twenty Sydney-based agents were recently wined and dined by Excite Holidays, with a movie at the St George Open-Air Cinema capping off the occasion.

While the weather wasn't quite as spectacular as the view, with the screen lit up by the Harbour Bridge Opera House in the background, the group enjoyed a fun night of relaxed socialising.

Pictured above from left is Samantha Davies, Excite Holidays; Nicholas Zaferis, itravel Liverpool; Danielle Parker, itravel Head Office; Melissa Devlin, itravel Penhurst; Annalee Ilievski, itravel Head Office; Geoff Currie, itravel Head Office; Sue Milosova, itravel Head Office and Rachael Power from Excite Holidays.



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Automate now and say goodbye to manual processes – Part 1



This is the first of two Technology Updates that will focus on the travel agent automation that is being pioneered by Tramada.

There are so many reasons to automate - the less time consultants spend processing is time they have for selling, more selling means higher consultant sales and this higher productivity relates directly to lower costs and greater profits.

Recent tramada® automation enhancements relate to itinerary generation, service fee application, invoicing and receipting. When a booking reaches tramada® through the usual automated process a series of tools including configurable rules, trigger points and scheduling are applied to the booking. There are numerous permutations designed to process bookings created online or offline or whether they are domestic, Trans-Tasman or international.

At a simple level, if manually processing the service fees, receipt, invoice and itinerary takes 10 minutes per booking and you can save this on 90% of domestic bookings then do the math!

Next month we will unveil further exciting initiatives that will reveal process efficiencies that build on the vast platform of process enhancements that already exists.

How is your travel ecosystem empowering your business?

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Jo O'Brien, Chief Executive Officer, Tramada – your technology partner



Major Minor growth

SIX new hotels numbering 1,600 keys in Portugal and Brazil have been acquired by the Minor Hotel Group to facilitate its expansion into South America and Europe.

The acquisitions, two in Brazil and four in Portugal, come along with the overall intellectual property rights in Brazil.

Valued at €168 million, the buyouts see Minor expand into two new continents and positions it for further growth in both.

Minor Hotel Group is made up of owned and managed hotels in 21 countries across brands including Anantara and AVANI as well as Oaks Hotels in Australia.

New York State app

SMARTPHONE users can now explore the best of New York State tourism offerings via mobile through a new app released by Empire State Development.

The 'I Love New York' app offers information on thousands of attractions, events and regions.

A virtual concierge service helps users put together itineraries for a single day or multiple days using GPS to identify locations.

Local events can also be saved to the phone calendar for offline access and reference.

Complementing the app will be a television advertising campaign to roll out on morning shows and cable networks across America.

Queens in Long Beach

CUNARD liner *Queen Elizabeth* will make its maiden call to Long Beach in California where it will come into sight with predecessor flagship, the original *Queen Mary*.

The 'Royal Rendezvous' will take place on 05 Feb, celebrated with a fireworks display and traditional whistle salutes between the bows.

Public in the area are welcome to attend, with free access to the *Queen Mary* promenade deck offered throughout the day.

Both ships are celebrating their own milestones this year, with Cunard chalking up 175 years in operation as a line and the *QM* celebrating 80 years afloat.

Bris cultural festival

TOURISM & Events Queensland has signed a three-year deal to host Australia's only Baroque Festival, with the event tipped to generate 36,000 visitor bed nights.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

Travellers can marvel at nature's wonders over a long weekend at **Heron Island**, with turtle hatching season soon to get underway. The resort has released a Turtle Season Escape package priced from \$477 which includes three nights accom with daily brekkie, turtle seminars, a themed gift and snorkelling trip. Visit www.heronisland.com or call 1300 863 248 to book.

Only a few months since opening, the still very new **Nautilus Resort** in the Cook Islands is welcoming guests with up to 40% off its one, two and three bedroom villas, known as ares, each with its own saltwater plunge pool. Stay before 28 Feb for 40% off and prior to 30 Apr for 30% off. Minimum five night stay required. See www.nautilusresortrarotonga.com.

Minimum room price

REGULATIONS to set a minimum price floor for hotel rooms has been proposed by Bali Governor Made Mangku Pastika in an effort to combat declining conditions due to a price war.

The Governor said conditions in hotels could be suffering due to extreme competitive measures employed by hoteliers due to a flood of new rooms in the market, according to *Travel.detik.com*.

"A tariff war between hotels can ruin Bali tourism," Pastika said.

Any rule imposed would see an absolute minimum price set for all hotels across Bali regardless of location or standard of facilities.

Agent Pax connection

A NEW industry specific social media outlet has been launched designed to help travel agents better connect with their clients.

Q2Connect.com is free to join and is also aimed at helping agents improve customer support both before, during and after the holiday or conference, with site banners able to be attached and links back to business websites.

The service also helps people connect with others travelling on the same flight, cruise ship or visiting the same destination.

Indo safety ratings

AIRLINES in Indonesia will be evaluated for safety every three months under new aviation rules set to be introduced by the country's transportation ministry.

Details on grading levels and sanctions for violations will be unveiled next month, Transport Minister Ignasius Jonan said.

"I want all airlines to follow the rating. We will become the inspector," Jonan told *Reuters*.

Recruitment tutorial

LESSONS detailing the advances made in online and social media recruitment tools are now available as part of a new tutorial in the Australian Tourism Data Warehouse Tourism E-Kit.

The tutorial looks at how businesses can meet challenges associated with finding the right people with correct qualifications and who are a good cultural fit.

Both paid and free recruitment avenues are covered as well as ways to meet skills shortages by businesses in regional locations who may have no prior history with online e-recruitment.

It is the first in a new series entitled "Improving Digital Efficiencies," Tourism E-Kit product manager Wendy Smith said.

Travel Daily is Australia's leading travel industry publication.

Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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We have an abundance of group's roles available throughout Sydney from retail to wholesale, cruise to premium sporting tours. Enjoy planning a full bespoke itinerary so not just flights, land products and logistics also safari experiences, cooking classes and hidden city tours. If you have travel groups exp, strong GDS and organisation skills, you will be rewarded with M-F hours only, an office closer to home & top famils/bonuses. Groups' gurus, we want to hear from you!

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VARIOUS PERTH – SALARY PKG UP TO \$70K + BONUSES

Travel experts in Perth, now is the time to make the move to a corporate consulting role! We are currently recruiting for various well known travel management companies. In 2015 we can help you land your dream role, with Monday – Friday hours only and high base salaries you would be crazy to miss these roles. If you have at least 2 years international travel consulting experience, knowledge of a GDS then we want to hear from you! Go on make 2015 your year to shine, we promise you won't regret this move

THE GRASS IS GREENER ON THE OTHER SIDE CORPORATE BDM

PERTH – SALARY PKG \$65K-\$70K ++ (OTE)

Have you been dreaming of finally landing that corporate BDM role? We are currently recruiting for a global orgainsation that will see you moving away from travel consulting and into a business development role! If you pride yourself on your strong relationship building skills, and people person skills we can help you finally get your foot in the door and move away from consulting. There are global rewards on offer such as overseas trips, uncapped commissions and travel discounts.

BRING YOUR CUSTOMER SERVICE SKILLS HIGH END RETAIL TRAVEL CONSULTANT

MELBOURNE – SALARY PKG UP TO \$55K + (DOE)

Melbourne, we have a senior travel consulting role that you are going to love! This corporate office environment is now looking for a professional and experienced agent to join their growing team. Servicing the discerning traveller you will tailor make itineraries inclusive of high end travel arrangements such as 5 star cruising, touring and more. This role will offer you Monday – Friday hours and you will be paid a high base salary of up to \$55k plus amazing famils on offer! Min 8 years industry experience required.

TICKET YOUR WAY TO THE TOP TICKETING TRAVEL CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$50K (DOE)

Travel ticketing consultants in Melbourne, stop wasting your talents in your current role and bring those ticketing skills to a new role! We are currently recruiting for a well-known consolidator in Melbourne. This role will see you service travel agents with their ticketing enquiries. You will use your fares and ticketing knowledge to service your clients and enjoy Monday – Friday hours with a high base salary. If you have at least 12 months ticketing experience we want to hear from you. Call us today to find out more.

WHAT'S YOUR AREA OF EXPERTISE!

WHOLESALE TRAVEL CONSULTANTS

BRISBANE CBD – UP TO \$55K OTE

Looking for a role where your hard work is rewarded. Want to sell a product you are passionate about? This global wholesaler has roles available in both their domestic & international teams. You will sell a range of destinations and packages in this dynamic office and every day will bring a new challenge. Great career development, superb \$\$ package and the best benefits the industry has to offer! All you need is a min 12 mths consulting or reservation experience, proven sales skills and a great attitude!

BRING ON THE SUN!

RETAIL TRAVEL CONSULTANT

GOLD COAST – TOP SALARY PACKAGE

Are you an experienced retail travel consultant looking for a change of scenery? This leading agency is looking for a first class travel consultant to come and join their dynamic team as an International consultant looking after their high end clients, booking a variety of packages and exotic destinations. Every day will be a new challenge. A minimum 2 years experience, GDS experience plus strong sales and customer service skills are a must. Enjoy a fantastic office location, strong salary package and incentives. Apply now!



Working in partnership with the Australian Travel Industry

Product / Marketing Manager

Brisbane. \$40k-45k DOE, Ref: 1554HB1

A fantastic opportunity for a dynamic travel professional to showcase their marketing and product skills. Dealing with international suppliers, negotiation of rates and loading all product. The role will call upon your solid skills in online marketing to increase and drive sales for the company. Required is an IT savvy, professional communicator who has strong attention to detail and ability to think outside the square! On offer is multi faceted role within a innovative growing company!

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

Concierge Travel Consultant – Sydney

Sydney, Up to \$65K DOE, Ref: 1461MB1

We are looking for experienced Travel Consultants who are ready for the next step in their travel consulting career. We are looking for candidates who wish to apply their superior service high end clientele to ensure repeat and referral business. Booking anything and everything your client needs from sailing the Greek Islands on luxurious super yachts to Broadway tickets in NYC to perfect Weekend escapes. This is a Boutique feel TMC with international backing, this is a growing team.

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

Sales Development Manager

Melbourne, \$55,000, Ref: 1560KF1

Rare Sales Development Manager opportunity for a fantastic and well respected touring company! Do you have at least 3 years sound SDM experience and a proven sales record? This leading luxury tour company are looking for an experienced Sales Executive or Sales Development Manager to assist with their ongoing expansion across the travel market in Victoria. Excellent benefits are on offer for the right person. You will receive a fantastic salary package & company allowance package.

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

Wholesale Travel Consultant

Adelaide, Excellent \$, Ref: 1547MD1

Are you an experienced and passionate Retail Travel Consultant looking to move away from face to face sales? My client is seeking an enthusiastic travel guru to join their lovely wholesale team within the CBD of Adelaide. If you have 2+ years in a current travel role within leisure & experience on a GDS. Successful candidates will be rewarded with Monday to Friday working week, excellent salary, and fantastic incentives and not to mention a great work life balance/friendly work environment!

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

Cruise Specialist

Sunshine Coast. \$BASE + COMM, Ref: 1509PS1

Experienced retail travel consultant who's passionate about cruise? Looking to move into a niche role? This leading travel company are looking to expand their team and are looking for a consultant with strong cruise product and fare knowledge. If you have proven experience of smashing targets, have first class customer service skills and are looking to get your work balance back with 9-5 hours teamed with an unsurpassable commission structure then you need to hurry, this role won't last long!

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

Product Specialist

Sydney, \$Competitive, Ref: 1553SZ

Are you an experienced travel industry professional with an abundance of personal travel experience to Africa or the Himalayas? If so, then this could be your dream position! Working within an adventure company, my client is looking for a bright, friendly and determined person to join their expanding team. Some form of experience within products or operations, contract negotiations is ideal. What's more important however, is your extensive travel experience to either Africa or the Himalayas.

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

Groups Travel Consultant

Melbourne, Competitive Base, Ref: 9450DV

A fantastic opportunity has arisen to join an established market leader as a Groups Travel Consultant. If you love leisure travel and have previous experience in booking groups or you are an experienced retail consultant looking for a change then this could be your dream role! Ideally you will have at least two years experience and knowledge of GDS. My client is looking for someone to join their team ASAP so don't delay! Offering excellent company benefits and career progression!

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

Corporate Travel BDM

Perth, \$70K OTE, Ref: 1552LB1

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 interviewing ASAP! 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.



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