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Thursday 4th June 2015

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US Europe disruption plan

BRAND USA is set to besiege Australian travellers considering a holiday in Europe through an aggressive "disruption campaign".

Revealed exclusively to **Travel Daily** overnight in Orlando at the IPW 2015 tradeshow, Brand USA director for Australia/NZ Oliver Philpot said the strategy aims to break the strangle-hold Europe river cruising has on long-haul travel from the local market.

"Brand USA is now grounded on a global basis," Philpot said.

"Now there is going to be a huge volume of activity that will come down to the Australia and New Zealand market from head office along with our own activity.

"We are going to start to focus on disrupting Europe and start to shift Australian mindset back to the US," he said.

Among the plans is a 'Disrupt

Europe' campaign which may take the form of promoting river cruising on the Mississippi, fly/drive and touring or products that appeal to the same market - the affluent 50+ year old, he added.

"The reason why we want to pursue this is we need to look where the United States can gain market share, which is a new metric adopted by Brand USA.

"We have to think where we can shift market share from them to us," he outlined to **Travel Daily**.

Philpot said a number of US suppliers are backing the push, recognising the spend and length of stay Aussies make in America.

Talks have been held with some of the country's largest river cruise companies which also run USA programs and initially appear to be supportive of the strategy.

Philpot admitted the task will be "monumental" considering the number of Aussies who have a passion for Europe.

He suggested "the shift" could include more airlines offering earlybird fares to North America, an initiative introduced by Qantas last year (**TD 23 Sep**).

Eight pages of news!

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

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Globus marketing mgr

THE Globus Family of Brands has appointed Chris Fundell as its new National Marketing Manager.

Fundell was most recently marketing manager with Sydney-based Concierge Travel Group.

He has also worked in the UK travel sector with Cosmos, Milestones Tours and Titan Travel.

More industry appointments on page eight of today's *TD*.

Hertz upgrade

HERTZ vice president Australia/NZ Chris Rusden has been appointed as the car rental giant's new Vice President Asia Pacific.

The move is part of a reshuffle of operations across the APAC region to "align strategy and resources across the Hertz brands," the company said.

ATAS criteria strengthened

THE Australian Federation of Travel Agents board has resolved to change the ATAS "fit and proper" criteria to include an expanded check of related parties when evaluating any applications for participation.

As exclusively revealed in *TD* late last month (*TD* 26 May) the Federation is taking immediate action following the collapse of Melbourne-based CTS Travel, with some directors and shareholders allegedly also involved in previous collapses.

AFTA ceo Jayson Westbury said the expanded criteria, which was confirmed during an AFTA board meeting yesterday, would make ATAS "more robust".

The meeting also saw directors discuss their continuing push

for further funds from the TCF reserves to assist in consumer education about the value of booking via a travel agent.

MEANWHILE, agent insolvency continues to be in the news, with consumer group CHOICE publishing an article which urges travellers to "ask your travel agent if they have consumer protections in place such as insolvency insurance that will protect you in case they go broke".

The article cites the recent Getaway Escapes, CTS Travel and Travel Rockhampton collapses, and references groups such as helloworld, Magellan and TravelManagers which have taken steps to protect themselves and consumers via different forms of insolvency insurance policies.

CHOICE also points out that "consumers are often surprised to find out that travel insurance doesn't cover the collapse of a travel agent".

DL/VA draft approval

THE ACCC is proposing to grant authorisation for the trans-Pacific alliance between Virgin Australia and Delta Air Lines for a further five years (*TD* breaking news).

Only half of the ten year term sought by the parties was granted, but the ACCC is also providing interim authorisation once the existing approval expires.

Submissions are now sought in relation to the draft ruling, with a deadline of 26 Jun.

Vic agent missing

POLICE are searching for the owner-manager of Ace Travel in Colac, Vic, with the *Herald Sun* reporting they are investigating "alleged fraudulent activities" of 27-year-old Jordan Dittloff, who has been reported missing.

The agency, which also formerly traded as Jetset Colac, is closed and its Facebook page features a number of profane comments from aggrieved customers.



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Brand facelift for Accor

INCREASING the “clout and visibility” and connecting better to digital platforms is behind a decision by Accor to change its worldwide name to AccorHotels.

Unlike the previous moniker, AccorHotels will star prominently as the overarching endorsee in all communications for its 15 brands, with five each in the luxury, midscale and budget sectors.

In addition, a new tagline of “Feel Welcome” features in the rebrand, which AccorHotels says “encapsulates the generosity and the very essence of hospitality”.

A changed logo retains the lone inflight goose image, which will also feature as the icon for the AccorHotels smartphone app.

Introducing the new brand, chairman & ceo Sébastien Bazin said the name change reflects the group’s desire to “go further”.

“Accor becomes AccorHotels and proudly re-assumes its role as a pioneer hotelier that never stops innovating and surprising, at the cutting edge of digital technology, but while remaining a hotelier, first and foremost.”

One of the big changes coming as a result will be the opening of access to independent hoteliers

to showcase their wares and sell their rooms on the new-look

AccorHotels.com platform.

Redesigned as a marketplace for accom, the site will be open in its new format from next month.

It will boost the total offerings to over 10,000 hotels in 300 cities globally, a three-fold increase, with hotels selected to participate critiqued on guest reviews.

A redesigned mobile app now available offers a sole booking outlet for all brands & properties.



Feel Welcome

New FJ NZ manager

FIJI Airways today announced the appointment of Mohan Chandra as its new regional general manager for NZ.

Chandra was most recently Nairobi-based commercial director for Kenya Airways.

FJ has also appointed Melanie Watson as its new NZ sales manager, with Watson joining the carrier from her former role managing CWT’s NZ office.

Star Alliance RTW autopricing on Sabre

TRAVEL agents using the Sabre GDS can now automatically price Star Alliance Round the World and Circle Fares, with the extension of distribution meaning all three major GDS providers can offer the autopricing facility.

The alliance offers a total of 14 RTW fares to choose from - three in First Class, four in Business Class and seven in Economy Class.



Window Seat

LONDON Heathrow is rolling out the birthday celebrations in more ways than one for the first anniversary of Terminal 2.

Available in T2 throughout Jun (used almost exclusively by Star Alliance carriers), the trolley is modelled on stately coaches used by the Queen, who opened the terminal last year.

Described as a “baggage palace on wheels”, the trolley (**pictured**) boasts a gilded frame, heraldic lions and sculptures,

and even plays *God Save the Queen* on speakers when pushing down the handle.



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E-Meet candidates through TMS



HOSPITALITY and tourism recruitment firm TMS Asia Pacific has launched the firm's new Executive Intro technology during a lunch at the InterContinental Sydney late last week.

Attendees were introduced to the new solution, aimed at using advanced technology to provide in-depth candidate assessment functionality.

Presented by John Terry and Ainslie Hunt from TMS, guests learned how they can use Q&A interviews and psychometric testing to "meet" the candidates before meeting in person.

3K moves to KLIA2

JETSTAR Asia flights will arrive and depart from the KLIA2 low-cost carrier terminal in Kuala Lumpur effective from Mon.

Pax are advised to check-in two hours ahead of a 3K flight from KUL and are able to use the KLIA Ekspres service to transfer.

According to TMS, the solution has already delivered employee retention rates of 96% after 12 months while in testing mode.

Terry and Hunt are **pictured** above introducing the solution.

Mozambique eased

OFFICIAL DFAT warning levels for Australians visiting Nampula, Manica and Sofala provinces in Mozambique have been lowered to "High Degree of Caution".

The level now matches that in place for the country overall.

Twin Falls open today

KAKADU National Park has advised of the opening today of Twin Falls for the 2015 dry season.

Visitors can now enjoy the Twin Falls Boat Shuttle for \$12.50pp before spending the rest of the day on a floating pontoon.

Guests are reminded Twin Falls is an estuarine crocodile habitat.

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British brands united

A **DEDICATED** content portal showcasing print & video stories of modern Britain has been launched on the int'l website of British broadcaster BBC as part of a new tie-up with VisitBritain.

Dubbed BBC Britain, the portal will feature content from other, more specialised BBC sites.

Objective stories on events such as London Fashion Week, historic figures such as Shakespeare and spotlights on British businesses will also star on the website.

British Airways has joined the fray as the portal's first airline partner and will contribute pieces on design and customer service.

VisitBritain and BA will manage advertising for the site, with other iconic brands set to join as the medium rolls out to market.

"BBC Britain will host a body of content that tells a compelling story of Britain to visitors around the world," said VisitBritain chief executive Sally Balcombe.

See www.bbc.com/britain.

Etihad tourism pact

INBOUND tourism to Malaysia will benefit following the signing of a global partnership agreement today between Tourism Malaysia and Etihad Airways.

A range of joint marketing activities will be put into action in a number of northern markets in the US, UK, Europe & Middle East.

The pact was signed in the joint Etihad Airways/Alitalia pavilion at Expo Milano 2015, with Tourism Malaysia to now take up a shared residency for two weeks.

Last year saw a 10% increase in visitors to Malaysia from these source markets.

DriveAway Euro deals

DAILY prices on selected brand new Peugeot leasing vehicles have been cut by up to 40% for 21-day rentals collecting in 2015, DriveAway Holidays has unveiled.

The offer is in market for bookings paid in full by 30 Jun.

Discounts are also in play for shorter-term leases of 15-20 days.



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Contact the team at Sunlover Holidays reservations on 1300 738 830 to book your Queensland Rail Holiday today!

Travel Daily
on location in
Orlando

Today's issue of *TD* is coming to you from the Hilton Orlando, courtesy of the USA Travel Association and Brand USA.

IPW 2015 has wrapped up today, with organisers from the US Travel Association hailing another hugely successful event which reflects the strong momentum within US tourism.

Delegates from across the globe were treated to a final night "IPW 2015 Epic Finale" celebration at Universal Orlando - for all of our IPW pics, see facebook.com/traveldaily.

Next year's IPW will take place 18-22 Jun in New Orleans, Louisiana, returning to the city for the first time since 2002.

SiteMinder purchase

HOSPITALITY channel manager SiteMinder has announced the acquisition of Asia-based online reservations provider GlobeKey.

The deal significantly expands SiteMinder's presence in the region, particularly in Indonesia and Thailand where the majority of GlobeKey's 1,200 hotel customers are located.

GlobeKey has been in operation since 2000 and will continue to operate as its own distinct brand.

The relationship between the two firms was already strong via the seamless integration of the GlobeKey online booking engine to SiteMinder's system.

It means many GlobeKey clients already use the SiteMinder cloud platform, with greater adoption possibilities for remaining clients.

SuperShuttle to Aus?

SPECIALIST US airport shared ride company SuperShuttle is keen to build its presence in Australia as part of an ongoing growth strategy.

Speaking with *Travel Daily* at the IPW 2015 travel expo in Orlando last night, vp of business development Mike O'Connor said a tie-up with an affiliate partner in Australia makes "good sense".

SuperShuttle has operations in over 20 cities in the United States, last year adding Atlanta and Salt Lake City (*TD* 14 Nov).

Internationally, the firm launched at Amsterdam Airport earlier this year, expanding its footprint beyond France (Paris) and Mexico (Cancun & Los Cabos).

In the foreseeable future, SuperShuttle will commence ops in other overseas hubs, with O'Connor telling *TD* Mexico City, Panama City and Barcelona will debut before the end of 2015.

Quizzed if Australia was on its radar, O'Connor said the group was keen to open talks with local companies for an affiliate relationship in Sydney, Melbourne and other capital cities.

SuperShuttle's fleet now stands at 16,000 vans and 650 SUVs.

Joint USA promotion welcomed



SPOTTED by *Travel Daily* near the Georgia stands at IPW 2015 in Orlando overnight were these advocates of the United States - Janette Davie, who heads up Visit USA Organisation Australia and the always dapper Geoffrey Hutton from Kent Marketing.

Davie, who is also the general manager of sales & relationships at Pinpoint Travel Group, told *Travel Daily* she was thrilled with the 2015 event & the participation of Visit USA members.

She also lauded a call made by the USA Travel Association for a collaborative approach in

Australia between Visit USA and Brand USA to promote America in the Australian market.

"With America targeting 100 million annual visitors by the year 2020, it makes it more important than ever for us to work together now to build Australia's footprint," she told *Travel Daily*.

The 20-year-young Visit USA has around 150 active members in Australia and in the States.

The member list includes hotels, tour operators, wholesalers, airlines, attractions, tourist and convention boards, shopping outlets and more.



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TRAVEL agents are missing out on potential extra revenue streams from clients visiting New York City by not securing Broadway show tickets ahead of their arrival, says official show ticket seller Broadway Inbound.

Speaking with *Travel Daily* on the floor at IPW 2015 in Orlando, Sydney-based Kate Sorenson said being able to guarantee seats to a show is important as it not only saves time for the customer, there is commission to be earned.

Sorenson was appointed as the local representative for Broadway Inbound last Sep and has been bedding down partnerships with major retail groups & wholesalers.

Contracted partners have access to live inventory with both net and retail prices displayed.

She said the company was open to working with Aussie travel agents that frequently book Broadway tickets for clients.

"A lot of Australians get to New York focused on the idea of queuing to get cheap Broadway tickets the day of a show.

"While they may queue in Times Square for hours and ultimately save up to 30% on ticket prices, it may not be for a show they want to see, with popular shows such as *The Lion King*, *Aladdin* and *The Book of Mormon* selling out."

Sorenson said there is incentive

for the agent to sell the tickets prior to a client's departure from Australia as premium seats can be the equivalent cost of another room night in the Big Apple.

"You're increasing your earnings and clients are getting a great experience, plus there is no queuing, they have peace of mind their tickets are pre-booked," she explained to *Travel Daily*.

The company also sells tickets to the Metropolitan Opera and the New York-based baseball teams, the Yankees and the Mets.

Outside New York, Broadway Inbound sells Cirque de Soleil tickets to shows in Las Vegas.

More at broadwayinbound.com, or contact Sorenson on email at kate@robertsonsolutions.com.

Sorenson is pictured (left) at Broadway Inbound stand at IPW 2015 with her New York based colleagues Rachel Peace, Peter Waugh and Rommy Nalon.

Whitney in CityPASS

THE freshly opened Whitney Museum of American Arts is set to become the latest attraction sold through the widely popular NYC CityPASS, it was confirmed at IPW 2015 this week.

The Whitney is located in NYC's Meatpacking District, overlooking the Hudson River.

More at www.whitney.org.

Empire waiting time

VISITORS to The Empire State Building can now better gauge how long they will be required to queue before gaining access to the observation levels via a new function available on its website.

Seniors sales manager Andrew Cartozian said the function has been popular for travellers as it enables them to better plan their day & time to visit the landmark.

Optimised for desktop, mobile and tablets, website browsers can see a display clearly at the top of the page which indicates the estimated wait time for general admission pass holders, he told *Travel Daily* at IPW 2015.

The guide accounts for the time it takes to clear security, pass through two exhibits and entry to the 86th floor Observation Deck.

The displayed times are updated every two minutes, he added.

Dora back for NYC

NYC & Company has pulled Nickelodeon's *Dora the Explorer* back into its marketing efforts to promote New York City as a family friendly destination.

Dora will form the focal point of a new year-long campaign to encourage families to New York in the role of Official NYC Family Ambassador, a position she also held back in 2010.



Photo: Mark Ashman/NYC&Co

Other Ambassadors for NYC&Co have included *Where's Wally*, *The Smurfs*, *The Muppets*, *Sesame Street* and *Curious George*.

Representing the first bilingual coverage (English & Spanish) in the family program, suggested itineraries & guides feature Dora on www.nycco.com/family.

She is pictured above with NYC & Company boss Fred Dixon.



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Win a family pass to Inside Out

This week, *Travel Daily* and **Disney Destinations Australia** are giving away 4 family passes each day to the latest Disney Pixar movie "Inside Out", in cinemas June 18.



Disney Cruise Line - There's a special place where kids can train to be a pirate with Captain Hook while parents are off lounging the day away at an adult-exclusive pool. If your clients have never sailed with *Disney Cruise Line*, they'll find that a Disney cruise offers a vacation experience unlike any other. For more information visit DisneyTravelAgents.com.au

To win, be one of the first four to answer the following question correctly. Send your answer to insideout@traveldaily.com.au

Name the four ships in the *Disney Cruise Line* fleet.



Coney Island guide

BROOKLYN'S Coney Island has been named as NYC & Company's next featured neighbourhood in its NYCCO Insider Guides.

NYC&Co ceo Fred Dixon said Coney Island was one of New York City's most iconic summertime destinations, with its boardwalks and variety of amusement rides.

Coney Island is easily accessible by subway lines - for more info, see nycco.com/insiderguides.

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A Terrific Time in Tassie for APT Achievers

A GROUP of APT's most successful Australian travel agents recently took flight to Tasmania for the award winning tour operator's Domestic Top Achievers Trip for 2015. The special trip was designed to showcase all the highlights available through APT's Tasmania Luxury Escorted Land Journeys.

Bookings for Tasmania have really taken off over the past 12 months, with APT reporting a marked increase in Australians booking its tours, all of which feature luxury accommodation, a wide range of gourmet experiences, guaranteed departure dates and included sightseeing programs.

The group spent seven days being escorted around the Apple Isle to see its attractions for themselves. APT's Australia Product Manager, Maureen Styles hosted the trip along with Business Development Co-ordinator Nadia Nasello and APT Queensland State Manager, Karen Newbury.

Highlights included Hobart followed by lunch and a tippie or two at Moorilla Estate Winery; the jewel in the crown of Mt Field National Park, Russell Falls; a visit to Dove Lake in the Cradle Mountain – Lake St Clair National Park; a Gordon River Cruise; and, of course, the unforgettable Freycinet National Park.

RIGHT: Some of the APT top achievers at the stunning Russell Falls.

BELOW: At Dove Lake.



ABOVE: Amanda Taylor, Our Vacation Centre; Nadia Nasello & Karen Newbury APT; Angela Tyler, helloworld Southport; Jo Rowland, Gregor & Lewis and Ocky Whittaker, Our Vacation Centre.

BELOW: APT's Karen Newbury and Nadia Nasello at historic Richmond.



ABOVE: Hooray for APT on the Dove Lake Walk.

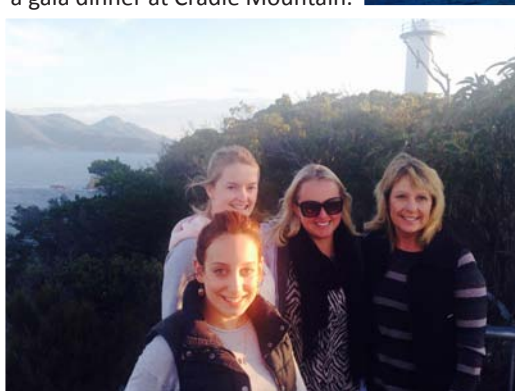
LEFT: Cruising the Gordon River are Karen Stuckey, Lismore Cruise & Travel; Angela Tyler, helloworld Southport; Nadia Nasello, APT and Jo Rowland, Gregor & Lewis.

LEFT: The trip wrapped up with a gala dinner at Cradle Mountain.



ABOVE: A beautiful day at Freycinet National Park.

LEFT: Also at Freycinet National Park are Amber Baker, helloworld Mt Gambier; Sam McGrath, McGann Travel and Karen and Nadia of APT.



Get to know India better



THE Australian India Travel & Tourism Council (AITTC) recently hosted a "Know India Better" seminar in Sydney.

The first of a series to be held this year, the intimate event allowed attending travel agents to learn about the destination from senior members of India Tourism as well as Air India and hoteliers.

The session included an introduction to India and its lesser-known tourism activities by Vibhava Tripathi, director of India Tourism in Sydney.

Other presenters included Joost Timmer from Insight Vacations; Marie Anderson of Air India; and Ben Johnson from Taj Group.

AITTC chairman Sandip Hor said India was one of the fastest growing destinations for Australian travellers, with the new India Tourist Visa on Arrival (**TD 28 Nov**) making it easier than ever for Aussies to visit the destination.

Some of the delegates and presenters at the inaugural AITTC event are **pictured** above.



Win a ski trip to France

This month *Travel Daily*, *Club Med* and *Air France* are giving readers the chance to win a ski trip to France. The prize includes:

- Return economy flights to Paris, France with Air France and
- Seven nights at a Club Med Ski Resort in France

To win this great prize, answer every daily question correctly and have the most creative answer to the final question. Send your answers to clubmedcomp@traveldaily.com.au

Q4. Name two Club Med snow resorts which have a 5 trident luxury space.



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MAS axes Asia routes

SERVICES to Kunming, Krabi and Cochin will all disappear from Malaysia Airlines' network map as the carrier purges loss-making routes ahead of a relaunch in Sep.



Industry Appointments

Click here for our latest jobs in Travel, Tourism, Events and Hospitality.



WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **inPlace Recruitment**. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Accor has announced the appointments of **Janelle Neeve** as Communication Manager and **Rocky Rosebery** to the newly created role of Social Media and Communications Coordinator. Based in Sydney, both will report to Accor Director of Communications Ginni Post, with Neeve covering the role of Rebecca Freestun who is on maternity leave.

Tourism Australia's NZ Marketing Manager **Tony Rogers** is set to jump ship to **Tourism New Zealand**, where he has been appointed as Marketing Manager - Special Interest. The move follows the news earlier this year that Tourism Australia is reducing its presence in NZ to one person who will concentrate on the business events sector.

Fatimah Bahmad has been appointed to a marketing role with **Fraser's Hospitality**. Based at Fraser Suites Sydney, Bahmad moves from her former role as marketing mgr at Crowne Plaza Hunter Valley & Newcastle.

Tourism New Zealand has recruited **Kathleen Finneran** as its new Sydney-based trade development consultant. She joins TNZ from her former position with Tourism NT.

AAT Kings has appointed **Takahiro Kondo** to the newly created position of Senior Sales Manager Asia, while **Katie Laird** is the company's new Manager International Operations.

Trafalgar has appointed **Sheena Smith** as Industry Sales Executive, Vic while **Donna Jones** is taking on a new maternity leave role as Trafalgar's Sales Manager Western Australia.

Lucy Rawcliffe has rejoined Mantra Group as National Sales Manager - Consortia Partnerships. **Matt McGrath** has also joined the Mantra team as National Account Manager - MICE while **Lauren Bencina** is Mantra's new Area Sales Manager Vic/Tas.

Wyndham to Phuket

THE Wyndham brand has launched into South East Asia for the first time, with the debut of the 213-room Wyndham Sea Pearl Resort Phuket.

The resort was constructed in 2011 and is a short distance from Patong Beach with 180-degree views of the Andaman Sea, four onsite restaurants and more.

TAP sale to proceed

THE government of Portugal says it will persist with the proposed sale of the country's flag carrier TAP, despite a court ruling against the move.

A 61% stake in the Star Alliance member is up for grabs, with final bids closing this Fri from several interested parties including investors in JetBlue and Avianca.



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PERTH – SALARY PACKAGE TO \$75K**

Are you looking to develop into an account manager role for a global company? Utilise your current experience and passion for delivering results in the travel industry. You will be focused on growing existing accounts for this global TMC with progression for growth. You will be a born networker who can demonstrate confidence and the ability to build and nurture relationships in a fast paced environment. Call the exec team and don't miss this fantastic opportunity!

**LUXURY WORLDWIDE PRODUCT
SALES EXECUTIVE**

MELBOURNE – SALARY PACKAGE TO \$70K

Bring your business development skills and agency network to a premium brand & be rewarded accordingly. In this well recognised organisation, you will be responsible for researching and identifying sales opportunities, generating leads and building solid relationships with new clients in the leisure market. Use your relationship building skills to secure new business, together with your strong ability to communicate. Join a luxury wholesale company today.

SELL YOUR SOCKS OFF!

**CORPORATE BUSINESS DEVELOPMENT MANAGER
BRISBANE – SALARY OTE\$80K**

This leading travel management company is looking for an experienced & driven BDM to join their team. You will be responsible for acquiring new business, developing relationships & implementing sales strategies to optimise client spend. Attractive salary with uncapped earning potential. Experience as a travel BDM with a proven sales track record along with strong customer service, presentation, communication and negotiation skills essential.

STRATEGIC SALES OPPORTUNITY!

**LEISURE SALES MANAGER
BRISBANE – SALARY PKG \$75K + SUPER + BONUS**

Due to growth we have a rare opportunity to join this luxury brand as a sales manager. You will be responsible for managing a territory, developing & implementing sales strategies, growing sales revenue & building strong ongoing relationships with key clients. This role will have you out and about on the road & does require interstate travel. Great salary package on offer. Must have previous experience with luxury hotels & leisure segment to be considered.

MARKETING MANAGEMENT

**MARKETING BRAND CAMPAIGN MANAGER
SYDNEY FROM \$90K + BONUS**

An exciting newly created role for an experienced marketer to make their stamp for a leading travel company. You will be able to execute strategies across all channels, working closely with the marketing & sales team as well as their external media agencies. You will need to be creative and dynamic to work collaboratively with stakeholders. Do you have a minimum of 5 years' experience in a marketing role and direct report experience? This role is for you!

BE THE FACE OF THIS BRAND

**SALES & PARTNERSHIPS MANAGER
SYDNEY – FROM \$90K +**

A unique opportunity in the market to manage a newly established product. Due to continuing growth the role will manage channels throughout Australia & New Zealand. You will be required to implement strategies and develop relationships to increase brand awareness in the market. You will be required to travel both nationally & internationally with this global brand. Can you own relationships and be the face of this brand? Apply Now!

MAKE YOUR MARK ON THIS OFFICE

**CORPORATE TRAVEL OPERATIONS MANAGER
SYDNEY – \$85K - \$95K PACKAGE**

Feel at home in this fast paced corporate office where you will be overseeing a team of skilled travel consultants. You will need proven leadership skills and have exceptional knowledge of corporate travel, training, & development and client relationship management. This role allows you to work with your fellow Operations Managers to manage the future growth and development which is on the horizon. Don't miss this opportunity to be part of this great team!

DRIVE YOUR RELATIONSHIP SKILLS

**CORPORATE ACCOUNT MANAGER
SYDNEY – PACKAGES FROM \$85K**

Are you the master at keeping relationships strong? As part of the Key Account Management team you will be responsible for the day to day management of corporate client activity including data analysis, relationship management and resolving any service related issues. You will be able to effectively manage their high volume business and present with excellent communication and interpersonal skills. This corporate TMC has all the tools you need to succeed.

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Working in partnership with the Australian Travel Industry

24/7 Online Travel Consultant

Brisbane, OTE\$50K + uncapped comm, Ref: 1745AW1

Would you like to step away from face to face consulting? Do you enjoy communicating with clients via email? Are you available to work to a 24 hours roster 365 days? We have a role that will provide you with multiple opportunities to make solid commission, work in a supportive and autonomous work environment with the travel industry leader. Multiple benefits are on offer including ongoing training, career development, travel discounts and famils. Interviewing now for an immediate start!!!

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

Account Manager – NSW/ACT

NSW, \$80K OTE + Bonuses, Ref: 1760MB1

A leading Educational Group Travel Company is looking for an Account Manager to promote their products across the NSW travel market. This role is perfect if you are well travelled and looking for your next career move out on the road. Predominantly in the office and out on the road you will Account Manage existing clients while also targeting and securing new business. A rare opportunity has arisen for a candidate looking for a more diverse role and to progress in your travel career.

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

Luxury Leisure Travel Consultant

Melbourne, \$Competitive, Ref: 0743KF2

An independent luxury travel company in the Inner Suburbs of Melbourne looking to expand their team are in need of an experienced Travel Consultant with current travel experience. If you are working as a consultant with at least 2 years experience using a GDS in a retail travel environment and have excellent worldwide destination knowledge then I'd love to hear from you! If you are looking for a role where you can get your work life balance back then this role may be what you're looking for.

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

Business Development Executive SA & NT

Adelaide, \$50K, Ref: 1634LB8

This first class tour operator is currently looking for a highly experienced sales representative, to promote their brand on the road to travel agents around Adelaide. Do you have sales & training experience within the travel industry? Are you often described as a very proactive person? Then this could be the role you have been waiting for!! Excellent benefits are on offer for a travel sales superstar that can effectively foster business relationships. Interviewing now so don't delay!

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

Cruise Travel Specialist

Southern Sunshine Coast. \$Competitive, Ref: 1686PS1

Are you a travel consultant with extensive Cruise Product knowledge? Move into a role selling the highest yielding product in the industry! If you have wanted to become a cruise specialist but don't want to lose your other travel knowledge then this could be the role for you! This is a independent high end retail agency who have a strong focus on cruise. If you are able to work harmoniously within a small team environment and have worked successfully to set sales targets, please apply now!

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

VIP Multi Skilled Corporate Consultant

Sydney CBD, up to \$70k, Ref: 1711SZ1

A golden opportunity has become available for an experienced Corporate Travel Consultant with great GDS knowledge and strong corporate experience to work for this multi award winning company! You will ideally have 2 plus years of experience in Corporate Consulting with a TMC and a can do attitude. You will be working on Sabre and Tramada but cross-training will be provided for the right candidate. Great office environment and support with high staff retention. Be rewarded for your experience!

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

Acting Travel Leisure Manager

Melbourne, \$50-60k, Ref: 1197DV6

Are you an experienced travel manager looking for a new opportunity in the Melbourne area? Have you been working as an Assistant Manager for a while and would like to now step up into a more senior position? My client requires someone with an outstanding personality, excellent management skills and a proud history of working in the travel industry. In reward for your experience my client offers a competitive base salary alongside additional training, bonuses, Super and worldwide fam trips!

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

Multi-Skilled Travel Consultant

Perth, \$DOE, Ref: 1722LB4

Rare opportunity to join this leading boutique agency! My client is looking for another skilled consultant to add to the team, ideally with both corporate & leisure knowledge. Those with fares and ticketing a bonus, and knowledge of international destinations including cruise & how to handle corporate accounts will be key. The most important attribute valued here will be your excellent silver service and a proactive approach in your work. Excellent salary on offer for the right person.

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



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