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# Travel Daily

First with the news

Tuesday 19th April 2016

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## Belgium on the front foot

**BELGIAN** tourism authorities are working hard to keep their Australian trade partners informed about the situation in the country, as a first stage to rebuilding confidence following the attacks in Brussels last month.

Peter De Wilde, ceo of VisitFlanders, is in Australia this week to meet with travel agents and tour operators, with the destination still inviting Aussies to visit Flanders Fields next year as part of World War I centenary

### More Anzac AFL tix

**AFTER** a huge response to yesterday's competition offering **TD** readers the opportunity to win tickets to next Mon's Anzac AFL match at the MCG, Emirates has two more double passes up for grabs today.

The tickets will be won by the first two **TD** subscribers to answer the following question:

*How many people does the new EK lounge above gate 10 at Melbourne Airport hold? A) 200-220, B) 221-240 or C) 241-260.*

Email your answer asap to [ekafcomp@traveldaily.com.au](mailto:ekafcomp@traveldaily.com.au).

commemorations.

De Wilde told **Travel Daily** this morning his office was monitoring traveller sentiment, with the USA and Japan particularly sensitive to the situation.

He said some Australian school groups had cancelled trips to visit Flanders Fields in recent weeks but he is confident of a recovery.

"It's a complex situation," he said, noting communication was key to nurturing the market.

VisitFlanders established a local office two years ago (**TD** 06 May 2014) as part of a major drive to boost infrastructure and visitor numbers for the WWI centenary.

However future plans for the market may include a push for cultural tourists post 2017, tapping into Flanders' rich artistic heritage, De Wilde told **TD**.

### Today's issue of TD

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

- inPlace Recruitment
- Travel Trade Recruitment
- JITO
- Consolidated/SQ promo

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## New AY amenities

**FINNAIR** has added two new Marimekko prints to its business class amenity kit collection.

The new white/grey 'Lokki' and white/green 'Silkkikuikka' patterns aim to offer regular AY pax variety through the year and make the kits a "designer collection item".

## Business traveller terror

**TERRORISM'S** impact on the corporate travel market has been examined in a new report compiled by American Express Global Business Travel, *Business Traveller* and the Association of Corporate Travel Executives.

The study found that more than 30% of business travellers are worried that if they show a reluctance to travel it could hurt their career, with 6% saying they would not feel comfortable expressing their concerns.

Two thirds of the almost 900 business travellers and corporate travel executives polled said there was a psychological effect on either themselves or their families when travelling to an area where they may not feel safe.

However a majority of business travellers said they feared mugging and traffic accidents while on the road more than the possibility of a terror attack.

Just 10% of road warriors were

described as "utterly fearless" regarding terrorism, while 25% said they had "very little fear".

Interestingly, just 25% of companies involved in the study had changed their destination policy as the result of a terrorist act or threat but concerns were expressed about France, Turkey and Belgium.

The full report can be accessed online by **CLICKING HERE**.

### Air NZ/ANA c'share

**AIR** New Zealand has expanded its codeshare partnership with fellow star alliance member All Nippon Airways, with the NZ code to be placed on several additional ANA domestic routes from Osaka Kansai effective from Nov 2016, when Air NZ resumes its flights from Auckland to Kansai.

The additional routes include flights to Fukuoka, Okinawa, Sapporo and Tokyo Haneda.

## Empire State upgrade

**NEW** York travellers can now access a new "The Empire State Building Premium Experience" - an exclusive guided tour for visitors to the iconic attraction.

The Premium Experience is only available via limited advance reservations at [www.esbnyc.com](http://www.esbnyc.com).

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# Travel Daily

First with the news

Tuesday 19th April 2016



**NEW! Industry Rates On Carnival Spirit**  
23MAY16 - 10 Nights to New Caledonia & Vanuatu. Inside Cabin from \$550\* pp including port charges & taxes  
\*Conditions apply.

[CLICK HERE](#) for further details

## Air Serbia combo fare

AIR Serbia is offering low season combination Economy/Business class fares from Australia to Belgrade from \$1,800 gross.

The Australia-Abu Dhabi sector is in Economy class, with Business class onward to Belgrade.

## Speedvegas is open!

TRAVELLERS to Las Vegas now have another exciting activity at their doorstep, with the official opening this week of the 2.4km racetrack at the new Speedvegas attraction.

Speedvegas is a 100-acre motorsports complex on Las Vegas Boulevard, and allows visitors to experience driving some of the world's best vehicles.

Development continues at the venue which will add more facilities in the coming months including a two-storey welcome centre featuring indoor and outdoor observation decks, a cafe and meetings and event spaces.

See [www.speedvegas.com](http://www.speedvegas.com).

## HA doubles ADM fee

HAWAIIAN Airlines has advised it will apply a \$50 admin fee per ticket on ADMs from 01 May, in addition to the ADM amount.

That's double the current \$25 per bundle charged for errors such as claiming an incorrect point-of-sale commission amount via BSP, an undercollected fare, late reporting, a chargeback and a blackout date failure.

Base commission on all HA 173 tickets sold in Australia are 5% for HA international, HA International + neighbour island on same ticket, HA International + North America on same ticket and HA International & other airline on same ticket - but 0% on neighbour island fares on standalone tickets.

## Sabre expands virtual payments

SABRE has announced enhancements to its Virtual Payments product, and is now allowing the system to be used to pay for air tickets, ancillary sales, service fees, credit card fees and Amtrak rail services.

The Sabre Virtual Payments solution can be integrated into the Sabre Red Workspace, with Sabre senior vp of Traveler Experience, Clinton Anderson, saying Sabre was focused on further integrating the solution with its GetThere online booking offering and traveller itinerary management app TripCase.

"We are excited about the efficiencies it will bring agents and corporate travel managers, as well as the value this will bring to a business traveller's overall experience," he said.

The changes have seen the introduction of Sabre Virtual Payments Ticketer, a software application which charges the same virtual card used for air tickets when agents buy associated seats and bags, charge service fees or add incremental credit card fees to the transaction.

The virtual card solution, operated in partnership with Conferma, allows the use of specific credit limits, merchant category controls and date restrictions to ensure payments are secure.

Sabre said it had seen 150% growth in the number of cards issued through Sabre Virtual

Payments in the last 12 months globally, with the system offering the ability to generate unique card numbers for each 'travel event' to boost compliance and reduce fraud.



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## DNSW seals deal with Sichuan Airlines

**SYDNEY** and regional NSW will be showcased to people in western China under a new agreement between Destination NSW and Sichuan Airlines.

The expansion of the already strong partnership with the carrier will further promote direct flights and travel packages from Chongqing to Sydney via the Alitrip online travel platform as well as the Ctrip OTA.

DNSW ceo Sandra Chipchase said the pact was an Australian first, with DNSW the first state tourism office to be working with Alitrip.

The campaign will leverage "only in Sydney" events which have proved popular with Chinese visitors, including the upcoming Vivid festival.

According to NSW Minister for trade, tourism and major events, Stuart Ayres, the new agreement further extends the state's relationship with Ctrip which

was the subject of a two year memorandum of understanding signed last year (*TD* 19 Aug 2015).

The Sichuan region has a population of more than 30 million and in 2015, NSW welcomed more than 565,000 Chinese visitors who spent \$2.3 billion.

"The NSW government is focused on expanding our reach into target markets in more regions of China so that China remains our largest inbound travel market," Ayres said.

## OZ to boost Rome

**ASIANA** Airlines is set to lift capacity to Rome, with the introduction of a fourth weekly flight to the Italian capital from Seoul Incheon in Jun.

The phased growth will see the addition of a fifth frequency effective 01 Jul, with flights operated using a 777-200ER.



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## Innstant apartments

**INNSTANT** Travel has announced the addition of almost 30,000 serviced apartments to its global portfolio, in key locations in the USA, UK, Europe, Middle East and Australia.

General manager Joe Karbo said the move means agents now have more product to boost their sales, "on the back of the growing trend of 'home from home' style accommodation for families, couples and business travellers.

"These very popular properties give our clients the tools to best meet their clients' self catering needs with a professional, value for money and reliable offering backed by our 24/7 support".

CEO Darryl Ismail said the company expects to add significantly more apartments worldwide in the coming months.

The Innstant platform also offers transfers, car hire, tours, events, concert, theatre and sports tickets - see [www.innstant.travel](http://www.innstant.travel).



## Window Seat

**HOW** to deal with complaints? Fake your own death.


That's exactly what a former Nuance duty free staffer at Sydney Airport did, according to a Twitter dialogue last week.

Patrick Lenton (@patricklenton) described his encounter with a "real angry looking British man" who was impatiently waiting to collect a parcel and demanded he retrieve the package by "going into the conveyor belt tunnel".

Despite protesting there was no such tunnel, the traveller insisted and eventually Lenton went and hid in a cupboard.

After 20 minutes "I saw him shrug, resign himself to my hypothetical death and leave."

The firm's HR dept later sent a memo urging staff "not to go into the tunnel".



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## Champagne kids Tour

**IN AN** attempt to lure families who would otherwise hold back from visiting the Champagne region of France with their children, The Champagne Tour Co. has launched a child-friendly excursion for 2016.

The eight- to 10-hour tour is priced from €800 and drives to Chatillon sur Marne, visits Champagne Mercier for a ride on a laser-guided train and depending on the age of the children, a museum or bar visit or a horse and cart ride.

## Smelly Sydney flight

**A UNITED** Airlines' flight from Sydney to San Francisco was cut short on Sun after an "unusual odour" was detected in the cabin.

After taking off at 10.52am, around one hour later United Airlines flight 870 was turned around, landing its 238 passengers safely back in Sydney, *Fairfax* is reporting.

Passengers were initially told to line up to reboard, before the flight was rescheduled for Mon at 12:30pm - almost 26 hours after its first departure.

Passengers arrived at hotels in Darling Harbour at 4.30pm and were offered \$35 to cover meals.

## Albatross Anzac tours

**ALBATROSS** Tours has unveiled its 2017 Anzac Day commemorative tours program.

The five-day Anzac Day on the Somme tour departs from Paris on 22 Apr, while the 10-day Anzac Day on the Western Front leaves Paris on 18 Apr.

Both tours were designed by an expert war historian.

## PATA and Reef-World

**THE** Pacific Asia Travel Association (PATA) and the Reef-World Foundation (Reef-World) will work together to strengthen marine tourism following a partnership between the two parties.

Under the agreement, PATA will officially endorse Reef-World and Green Fins, to promote sustainable diving and snorkelling activities for destinations, dive operators and related ancillary products and services.

PATA members will also have access to information on diving, snorkelling and marine tourism.

## Le Meridien opening

**FOLLOWING** a \$30 million renovation and conversion, Le Meridien Fort Lauderdale Airport will open in 2017.

The opening will introduce the Le Meridien brand in Fort Lauderdale and will offer 245 rooms with floor-to-ceiling windows, along with two redesigned restaurants & 1,858m<sup>2</sup> of flexible meeting space.

## Agents treated by APT



**THIS** group of agents were recently treated to an all inclusive river cruise in Europe, sailing between Budapest and Nuremberg on a seven-day cruise courtesy of APT.

Participants experienced two of APT's Royal Invitations, the first, a private recital at Vienna's City Palace which included a cocktail reception and an evening of culture and captivating entertainment featuring a performance by members of the Mozart Boy's Choir.

In Linz the group experienced their second Royal Invitation, boarding the Majestic Imperator. Agents enjoyed morning tea aboard the train before disembarking in Salzburg for a tour, visiting the 'Sound of Music'

sights and exploring Mirabell Gardens.

They then reboarded, heading to Passau, to rejoin their cruise.

The agents also sampled APT's all inclusive lifestyle onboard their luxury river cruise ship; dining at the Chef's Table Restaurant; enjoying complimentary beverages and relaxing in their Twin Balcony suites, all of which featured butler services and complimentary Wi-fi.

**Pictured** at the City Palace are, from left: Allirra Franks, HW Glendale; Kate Dale-Miller, RACT Hobart; Lisa Tjandi, HW Newcastle; Robyn Evans, RACT Devonport; Elizabeth Sternback, HW Greenhills; Melanie Hogg, APT; Eleni Hoskins, HW Newcastle and Tracy Kay, HW Kotara.

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## Round 7 Winner

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### TREVOR WILSON

from *CruiseCo*

Trevor is the top point scorer for Round 7 of Travel Daily's NRL footy tipping competition. He's won a one day family pass to Luna Park from Luna Park Venues.



Major prize for the 2016 footy tipping competition is return economy class fares flying with **EMIRATES** to any one of the 39 cities they fly direct to in Europe including Rome

NSW permit LPFS/16/01379; ACT permit TP/16/00359

## Helloworld volleyball sponsors



### TravelCube adds Cuba

**TRAVELCUBE** has added Cuba to its portfolio, allowing agents to book rooms at more than 130 hotels across the country.

Vice president sales and marketing, John Stucci, said the latest decision to add Cuban properties to its portfolio will be particularly welcomed by Aussie travel agents.

The company are expected to expand their Cuban offering over the next 12 months, adding a selection of sightseeing tours and transfers.

Cuba will be the latest destination to join the company's Beach Collection portfolio, which showcases 6,600 properties.

Download the new brochure by **CLICKING HERE**.

**VOLLEYBALL** Australia's junior players paid a visit to helloworld Glenelg whilst in town for the National Junior Beach Volleyball Championships recently.

Helloworld is the major sponsor of Volleyball Australia and the helloworld Volleyroos men's and women's national teams.

**Pictured** above are the junior players with helloworld staff.

### Hilton Garden Inn

**HILTON** Worldwide has announced the debut of the Hilton Garden Inn Greensboro Airport, North Carolina, USA.

Located just three miles from the Piedmont Triad Airport, the 150-room property features three meeting rooms offering more than 390m<sup>2</sup> of flexible spaces, a restaurant, complimentary wi-fi and 24-hour business centre.

For more information on the hotel, **CLICK HERE**.

### SK / Amadeus pact

**SCANDINAVIAN** Airlines has signed up with Amadeus Fare Families, which will now allow customers to select the ancillaries needed with full fare transparency in just one click.

Amadeus Fare Families will be available to travellers for indirect bookings when new fares are implemented in Apr.

## Enterprise expansion

**ENTERPRISE** Holdings has overnight announced it will expand into the Gulf Region.

The expansion will include the addition of 29 joint National Car Rental and Alamo Rent a Car branch offices to open throughout UAE, Qatar & Jordan.

Global franchising vp, Peter Smith, said "the Gulf Region offers significant growth opportunities due to an influx of tourists and business travellers, and the local mobility needs of domestic customers".

## Qld wants NRL finals

**THE** Queensland Government has begun talks with the NRL to secure the 2018 and 2019 Grand Finals for the state.

State Minister for Tourism and Major Events, Kate Jones, estimates the NRL Grand Final could bring up to 40,000 interstate visitors and inject more than \$30 million into the economy.

"Queenslanders love rugby league and our fans deserve to see finals on our home turf... That's why we will be fighting hard to secure one if not two finals here in Queensland."

Whilst securing the grand finals would be good news for league fans, Treasurer and Minister for Sport Curtis Pitt said the Government was more determined to "capitalise on the potential economic spin-offs".

"We won't be pursuing this just to deliver sporting spectacles... we will be doing all we can to ensure permanent benefits for Queensland," he said.

## Egencia Singapore office now open

**EXPEDIA'S** business travel company Egencia has expanded its global operation, today announcing its Singapore office is now open for business.

The local Singapore office will be staffed by a team of business travel specialists, consultants, account managers and a customer service arm.

Singapore marks Egencia's fourth full service POS in APAC.

## Accor #myfirsttweet

**ACCORHOTELS** were the first to welcome new twitter users who publish their very first tweet tagged #MyFirstTweet, by being their first follower.

The digital campaign ran from 04-08 Apr and will operated as part of the hotelier's "Feel Welcome from the first click" advertising drive.

Community managers personally responded to each user in Germany, Australia, Brazil, Spain, France, Italy and the UK.

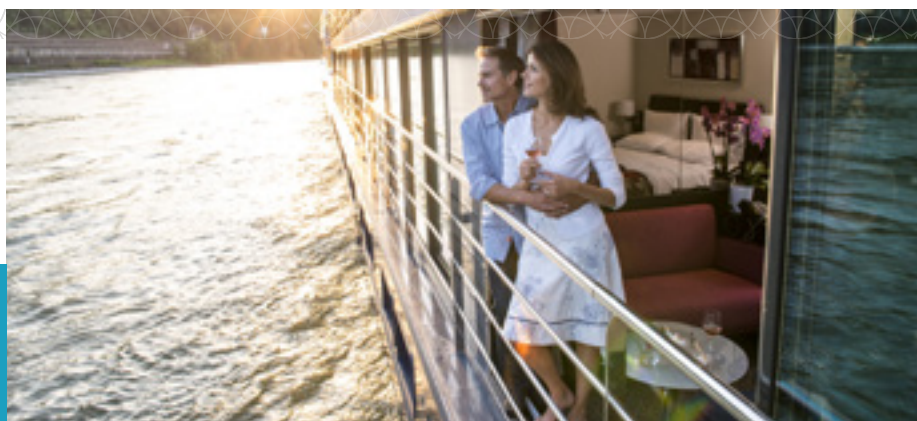
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# Ecuador tourism update

ECUADOR'S Ministry of Tourism says the country's tourism infrastructure remains operational, despite the devastating 7.8 magnitude quake which hit the South American country over the weekend.

All airports situated within Ecuador's four major regions in the Amazon, Andes, Coast and Galapagos Islands remain open, with hotels and ground transport mostly operational.

However the cities of Manta, Pedermales, Bahie de Caraquez and Portoviejo have suffered extensive damage, including the collapse of several buildings and hotels.

Manta Airport remains closed to commercial flights until further notice, but will open for flights

carrying humanitarian assistance.

"Ecuadorians are resilient and hardworking people and have joined forces to help their countrymen in their time of need," commented Ecuador's Minister of Tourism, Fernando Alvarado.

"We are looking forward to collaborating with our tourism industry partners and friends across Ecuador and from around the world to help rebuild the areas most affected along [the] Coast and restore tourism to the region," he continued.

Alvarado assured travellers visiting unaffected areas that they can "feel confident that their trip will not be impacted" and "feel secure to continue their plans to visit our country".

## Le Meridien for FLL

STARWOOD Hotels will debut the Le Meridien brand in Fort Lauderdale Florida, with the planned 2017 opening of the Le Meridien Fort Lauderdale Airport.

## Agents explore the French Alps



CLUB Med and Air France recently hosted a group of top agents on an all-inclusive ski famil to Club Med Peisey Vallandry in the French Alps.

Everyone enjoyed a ski or snowboard lesson and a stopover on the way home in the center of Paris, courtesy of Novotel Les Halles, to see the Lido Show.

**Pictured** are: Linda Pellaers, Air France/KLM bdm; Adam Ferraro, Club Med bdm Vic & Tas; Jennie

Marsden, where2travel Malvern; Lee Forster, Orba Travel; Jennifer Gibbons, Helloworld Bunbury; Dana Michael, Executive Edge; Ria Hilderink, Reho Travel; Sophie Anderson, Destination HQ; Marcelo Buccella, Travel Extra; Nui Jirasakstaporn, Club Med; Melanie Golin, Taking Off Tours; Julie Kite, Helloworld Marion and Toni Bardsley, Global Travel Solutions.

## Instant group

### Business Development Managers

Instant Group was founded on the belief that the travel business was ready for a new and improved strategic model. Today we provide leading online reservation technology offering thousands of hotels and apartments worldwide. In addition, we offer many great features especially designed for making our clients life easier and with excellent service in an instant!

Due to ongoing success and expansion, we are now hiring experienced **Business Development Managers** to join our dynamic sales team.

#### Role of Business Development Manager:

- Responsibility for the overall sales performance of industry clients and corporate accounts within the designated region in the Australian market
- Actively pursuing new business and achieving agreed sales targets
- Analysing the market and recommending opportunities for future growth
- Sustaining the agreed growth strategy in line with the company's goals and targets.
- Maintaining strong relationships with both new and existing clients
- Representing Innstant Group at a variety of industry events

#### Skills required for this role:

- The ability to demonstrate previous sales results
- An in depth knowledge of the travel industry
- Proven partnership building success in the Australian market
- Sales focused and target driven
- Ability to proactively generate leads
- Excellent relationship building and communication skills
- Ability to work in a high pressured sales environment
- A natural networker
- A willingness to travel when necessary throughout Australia
- On the road sales experience
- A current driver's licence

If you are interested in this role please email your CV along with a covering letter to [joe@innstanttravel.com](mailto:joe@innstanttravel.com)

## Halal Tourism meeting

THOUSANDS of delegates are expected to turn up for the world's largest international conference on halal tourism.

The Halal Tourism Conference will be held in Kong, Turkey, bringing together travel experts and keynote speakers from Europe, Middle East and Far East.

Held from 03-05 May, the conference will be hosted at the Mevlana Cultural Centre, on the topic of "Developing Halal Tourism Industries", and will feature panel discussions and workshops for attendees to engage in.

For more information on the event or how to attend as a delegate, [CLICK HERE](#).

## Aussie Antarctic Fest

THE Australian Antarctic Festival has been added to Tasmania's festival line-up this year, with the state's liberal govt pumping \$35,000 in seed funding through Events Tasmania to support the new event.

Minister for Tourism, Hospitality and Events, Will Hodgman commented "Tasmania is the gateway to the Antarctic...it is great that we now have a festival that celebrates this history and our present day bond".

The inaugural festival features polar history walks along the Hobart Waterfront, tours in the *Aurora Australis* vessel & more.

The festival will run between 09-11 Sep this year, with the full program available online by [CLICKING HERE](#).



## WIN A KIMBERLEY 4WD ADVENTURE WITH APT



Explore the magnificent and mystical Kimberley across 20 days with this month's exciting *Travel Daily* competition, brought to you in partnership with Australia's award-winning travel operator **APT**. Every day we will be taking you on an adventure, showcasing the many highlights available on an APT Kimberley Wilderness Adventure.

The person with the most correct answers, and who wows us with the most creative answer to the final question, will win an unforgettable 'Kimberley Complete 15 day small group 4WD adventure' for two people, departing in September 2016.

Send your answers to: [APTcomp@traveldaily.com.au](mailto:APTcomp@traveldaily.com.au)

Q13. APT guests can soak up the benefits of an extremely rare discovery with the El Questro Wilderness Park. What is the Signature Invitation that can be experienced, one that leaves you "refreshed and revitalised"?

HINT: CLICK HERE and see p50



Terms and conditions



## SAS upgrade service

**SAS** is launching a new upgrade service on 25 Apr, allowing guests flying to the USA, Asia, Europe, or within the Nordic region to bid on an upgrade.

Using SAS Upgrade, travellers will nominate how much they want to bid for an upgrade and the highest bidder will win.

Upgrades on domestic and European flights will be able to be paid for with EuroBonus points and bonus points are earned.

Flights can be boosted to SAS Plus within the Nordic region and Europe, and to SAS Plus or SAS Business on long-haul journeys to the USA and Asia.

Bids can be made immediately after booking and up to 48 hours before takeoff, with guests notified if their bid has been accepted 26 hours before departure.

For more, see [flysas.com/en/au](http://flysas.com/en/au).

## Seychelles specials

**AFRICAREPS** has released a number of North Island Seychelles specials for 2016, including a 7-for-6 deal which allows guests under 17 years to share a second bedroom free of charge

Other offers include an "exclusively yours" package giving private use of North Island's 11 villas common rated at Presidential villa rates.

Email [herbie@africareps.com](mailto:herbie@africareps.com).

## Nitmiluk season start

**NITMILUK** Tours has kicked off the season for its Nabilil Dreaming Sunset Dinner Cruise, offering a three course meal and sparkling wine while cruising through the breathtaking Nitmiluk Gorge.

The package is priced at \$159.50 per adult - more information and bookings on 08 8971 1022.

## MH 747s back to LHR

**MALAYSIA** Airlines is set to relaunch 747-400 flights on the Kuala Lumpur-London Heathrow route, replacing A380s on two of its 14 weekly return services.

## Star Cruises wins big at FHA



**THE** Star Cruises Fleet Galley Team took out seven medals at the FHA (Food and Hotel Asia) 2016 201th International Exhibition of Food and Drinks competition in Singapore.

The chefs showed off their skills in a variety of challenges including Artistic Chocolate Display, Artistic Bread Display, Plated Desserts and a variety of Plated Western & Asian Cuisine.

Some of the team are **pictured** above with their awards.

## AF back to Iran

**AIR** France resumed services to Tehran on Sun and yesterday opened a new Air France ticket office in Iran's capital city.

The move is an attempt to rebuild ties with Iran following last year's deal to curb Iranian nuclear activities.

The airline now flies to Tehran from Paris-Charles de Gaulle three times a week, departing CDG on Wed, Fri and Sat and the return flights leave Tehran-Imam Khomeini the following day.

Airbus A340 and Airbus A330 will be operated on the route offering Business, Premium Economy and Economy options.



## Money

**WELCOME** to Money, TD's Tue feature on what the Australian dollar is doing.

**\$1AUD = US0.77**

**THE** Australian dollar is trading at its highest level against the US greenback in ten months after dipping yesterday due to volatility in oil prices.

The Aussie dollar also climbed against the Euro, Japanese yen and British pound Sterling, and is also slightly stronger against the New Zealand dollar.

Analysts will be watching for the release later today of the minutes of the Reserve Bank board meeting held on 05 Apr as a pointer to interest rate policy.

Wholesale rates this morning:

US	\$0.773
UK	£0.541
NZ	\$1.106
Euro	€0.683
Japan	¥84.13
Thailand	฿26.91
China	¥4.625
South Africa	R11.149
Canada	\$0.985
Crude oil	US\$39.78

**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](http://www.traveldaily.com.au).

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## 5 Career moves for a Corporate Consultant

[Click HERE to read our latest Blog](#)



### Client Relations Coordinator

Sydney CBD location

Salary from \$50K + super + excellent benefits

Work for a wholesaler that has fantastic employee benefits, great mgt & an excellent reputation! As a Client Relations Coordinator, through the art of investigation you will resolve both agent & customer concerns in writing, make compensatory recommendations to team leaders, liaise with overseas offices & monitor quality control among other tasks. Strong negotiation & analytical skills required.

- Modern office
- No face to face or phone

Call Ben or [click here](#)

### Travel Accountant - Part time

Sydney location

Salary \$80K pro rata

Well known Tourism Association within a strong growth sector of the industry is seeking a part time Accountant. Initially 1 to 2 days a week with the flexibility to consider 2 to 3 days with reduced hours. You will supervise Accounts Payable and Receivable & oversee Bank Rec & general ledger. Prepare the annual budget, P&L, B/S & cash flow statements among other financial tasks.

- Flexible hours
- Highly respected association

Call Sandra or [click here](#)

### Corporate Senior Event Manager

Sydney location

Salary from \$80K + super

This corporate events agency seeks a Senior Event Mgr for International Conferences and Incentives. This role involves staff management & delegation, pitch & concept meetings, internal event program logistics & budgeting. Previous experience with international conference and incentive programs & event software exp essential. EventsPro or CVENT preferred. Travel required.

- Monthly drinks
- Birthdays off!

Call Ben or [click here](#)

### 2 x BDM's - Unique Events

Sydney City Fringe location

Salary from \$70K + super + incentives

This well established management company represents some of the worlds greatest disruptors, innovators and thought leaders along with celebrity speakers and subject matter experts. Due to expansion they are seeking two BDM's to work with the speakers aligning them with opportunities and with the clients to connect them to suitable speakers for their events. Sales events exp req.

- Unique product
- Widely recognised

Call Ben or [click here](#)

### Area Sales Manager

Melbourne, Salary \$60K + inc + car allowance

Maintain existing relationships & identify new opportunities within the retail travel industry throughout VIC and TAS territories. Must have previous on road sales experience and existing relationships with the Retail Travel market.

Email Ben or [click here](#)

### Product Loader

Sydney Fringe, Contract positions

Established & progressive travel company needs product loaders with excellent knowledge of Calypso to join this growing team. Fun, dynamic team environment with water views and cafe onsite! Calypso essential.

Call Cristina or [click here](#)



*Working in partnership with the Australian Travel Industry*

**International Business Travel Consultant**  
Brisbane, Great Salary Package, Ref: 00117SZ1

My client is a reputable, leading TMC located in Brisbane CBD. They are looking for an experienced International Corporate Travel Consultant to be apart of their ever growing team. Structured working environment & working as part of a team, you will be making last minute changes, including international & domestic flights, accommodation and car hire. You will need to be professional, have an enjoyment for a fast paced environment and working to deadlines. Mon to Fri business hours only!

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

**Ecommerce Content Team Leader**  
Sydney, \$70-75k + Bonus, Ref: 2256PE1

Are you a talented creative thinker looking for your next career move? This fantastic online travel provider is looking for an energetic online team leader to step on board & lead its small team of content specialists as they work closely with stakeholders ensuring content quality & needs are understood. You will provide guidance & support in daily tasks & focus on team development. A strong knowledge of the content department, flexibility & strong communication skills are crucial for this role.

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

**Entertainment Travel Consultant**  
Melbourne, \$85k OTE, Ref: 2190KF3

Want to bring your passion for sport and entertainment and your travel experience together? This is the role for you! Seeking a sports lover or entertainment guru that wants to work in a travel reservation position. You will need to bring with you a positive attitude, fantastic customer service skills and travel industry knowledge. Most importantly you should love all things sports or entertainment and have a good understanding of national and international events and destinations.

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

**Cruise and Travel Consultant**  
Adelaide, \$40-45k, Ref: 2254LM1

If you have a passion for all things travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a travel consultant and you are hard working we would be happy to hear from you! Our travel consultants are known for their strong work ethic and superior customer service skills! If you think you have what it takes to be a successful travel consultant then this is the right role for you!

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

**Specialist Ski Group Travel Consultant**  
Brisbane, Great Base + Commission, Ref: 2259KH1

We are looking for an exceptional groups consultant to join this leading Ski and Snowboard Travel Company. Do you have a passion for all things snow? If you are a creative thinker, have strong communication skills, thrive working in a busy environment and have a keen eye for detail, then this opportunity is for you. Duties will include arranging and booking group packages to resort with air and transfers to ensure smooth sailing. Niche growing product with an excellent salary on offer.

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

**Inside Sales Coordinator | Cruise**  
Sydney CBD, Circa \$50k + Super, Ref: 2252MB0

We are looking for an ambitious travel professional looking for their next career move in to Inside Sales, this role is key to driving success to the travel industry market across Australia. You will have a good knowledge of the industry and be keen on Sales and Marketing. If you are a creative thinker, have strong communication skills, thrive working in a busy environment and have an exceptional eye for detail, then this opportunity is for you. Excellent staff retention & salary on offer.

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

**Wholesale Travel Consultant**  
Melbourne, Competitive Salary Package, Ref: 1902TS4

Are you an experienced and passionate retail travel consultant looking to move away from face to face sales? Or an experienced wholesale consultant ready for your next challenge? Working with experienced consultants creating international packages for travel agents and direct to the public this role is highly sort after! This is a great chance to earn a decent salary with excellent company benefits. If you have at least 2 years travel industry experience say goodbye to face to face consulting!

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

**Corporate Travel Consultant**  
Perth, \$Competitive + Uncapped Comm, Ref: 2255LM1

My client is seeking a new corporate consultant to join their experienced travel team. The right candidate will have experience working as a corporate consultant selling domestic and international itineraries. This large travel company are continually growing, they have fantastic opportunities for you to develop your career and create some outstanding itineraries for your clients! Uncapped commission, travel perks and on going training will be provided. GDS skills are required.

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



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# Takeoff this Autumn

Consolidated Travel & Singapore Airlines will reward the top 5 agents and the top 5 most improved agents with a Luxury trip to Palm Cove. Sell the "Autumn Takeoff fares to Europe" between 15 & 30 April 2016 to be in the running, plus more weekly rewards on offer.



## Additional Prizes:

\$1000 Singapore Airlines Travel voucher for the highest seller per week per state.

"Europe Takeoff  
Companion Fares"  
From AUD 550<sup>^</sup>  
per person

SQ Sale Dates:  
15 - 26 April 2016 inclusive

<sup>^</sup>Taxes, insurance and fuel surcharge  
not included.



## Additional options for booking Singapore Airlines

- ★ Access to the Singapore Stopover Holiday rates
- ★ SGD\$40 Changi Dollar Voucher
- ★ Refer to Quikfares for all the Great Takeoff Airfares

CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quicket between 15 – 30 April 2016 on 100% SQ itineraries ex Australia plated to SQ (618). Child, Infant, Group sales, Wholesale and Cancelled or Refunded tickets are not eligible. \*The top 5 agents with the highest sales will win the major prize, to qualify a minimum of \$35,000.00 in net International sales is required. To qualify for the weekly travel vouchers a minimum of \$20,000.00 in net international sales is required plus 30% growth compared to the previous year. Travel is subject to peak season embargoes and availability and tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. All winners must be an international travel consultant and full time employee of the agency in Australia. Consolidated Travel and Singapore Airlines reserve the right to withdraw or change the conditions of the promotion at any time. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe Benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. Consolidated Travel Group ABN 60 004 692 791. Date of issue 18 April 2016.

  
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