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# Travel Daily

First with the news

Tuesday 2nd August 2016

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## HNA boosts VA stake to 19%

HNA Group will increase its shareholding in Virgin Australia to 19.2% under a "top-up placement" which will see the Chinese conglomerate invest a further \$89 million in the airline.

VAH confirmed the successful completion of its capital raising program, which raised a total of \$852 million in a non-renounceable one for one pro rata entitlement offer.

Existing shareholders took up just under 90% of the offer, with Air New Zealand, Singapore Airlines, Virgin Group, Nanshan Group and Etihad Airways all taking up their full entitlement.

Approximately 424 million new shares were not taken up under the offer, with these to now be

issued to the sub-underwriters which include Singapore Airlines, HNA and Virgin Group.

The top-up placement to HNA Innovation is at a price of 26c per share, and will see the Chinese group invest a total of \$300m.

"We are very pleased that shareholders have shown their support for the group through their participation in the offer," said VA ceo John Borghetti.

"Our renewed capital structure will strengthen our balance sheet, provide additional liquidity and support improvement in earnings and cash flow, while also funding initiatives for sustainable growth".

Virgin will announce its results for the year to 30 Jun this Fri.

### Today's issue of TD

*Travel Daily* today has eight pages of news, including a photo page for **Azamara**, a front cover page for **JITO** plus full pages from: (**click**)

- inPlace Recruitment
- Travel Trade Recruitment
- Club Med
- JITO

### Club Med on sale

**CLUB Med** will tomorrow launch a three day earlybird sale for May-Oct 2017 departures, with savings of up to 40% and a "best offer guarantee".

Destinations include premium all-inclusive resorts in Indonesia, Mauritius, Thailand, the Maldives, China and Japan - for details see **page 11** of today's *Travel Daily*.

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## EK PER A380 dailyx2

**EMIRATES** this morning began operating a second daily Airbus A380 service on the Perth route.

Superjumbos now utilised on flights EK424/425, replacing 777-300ERs & upping EK's weekly seat count to Dubai to over 14,000.

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## Global Plus Hols collapse

**AUTHORITIES** in Western Australia have expressed concerns for customers of an agency called Global Plus Holidays which has closed down.

WA Consumer Protection has issued a statement confirming the business is facing financial difficulty and is "seeking advice from insolvency accountants".

Five customers have reported paying a total of more than \$15,000 on travel, but subsequently found the agency had not paid for the flights.

"We urgently advise customers to contact the airline and accommodation providers direct to ensure they have confirmed bookings that are fully paid before travelling," said acting Commissioner for Consumer

Protection, David Hillyard.

He also urged customers who booked travel insurance through the agency to check with their insurer direct to confirm that their policy is valid.

The company which operates the agency is called Azberg Pty Ltd, with directors including Dragana Trajkovic and Yuan Ruo Liu, who each own about half of the business.

Interestingly, the Travel Compensation Fund participation of Global Plus Holidays was non-voluntarily terminated in 2013 after the agency's licence was cancelled (**TD** 30 Jan 2013).

## Another VA departure

**VIRGIN** Australia chief operating officer Gary Hammes will leave the carrier at the end of the month, with the revelation following confirmation of the pending departure of chief commercial officer Judith Crompton (**TD** 18 Jul).

Hammes and Crompton's roles are not expected to be replaced under the airline's new executive structure which saw John Thomas appointed to lead VA's domestic & commercial ops (**TD** 24 Jun).

The *Australian Financial Review* is reporting today Crompton has been "eyeing the exit for a while," having recently unsuccessfully applied for the New York-based role heading up the oneworld alliance.

## Bali ash flight chaos

**AUSTRALIAN** travellers flying to Bali faced cancellations overnight after a volcanic ash cloud from Mt Rinjani grounded flights to and from Denpasar Airport.

Virgin Australia, Jetstar and Tigerair Australia each released statements today informing travellers that conditions have been assessed and were now suitable for daytime operations in and out of DPS.

The Australia carriers will release a further update this afternoon on their respective websites as to whether their evening flights will still go ahead.

## Mercure Tamworth

**ACCORHOTELS** has revealed it will open a property in Tamworth in regional New South Wales.

The 52-room Mercure Tamworth is being developed at the West Tamworth Leagues Club and is slated to open in Dec.

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# Travel Daily

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Tuesday 2nd August 2016



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## Cover-More confirms US deal

**COVER-MORE** Travel Insurance this morning announced that Berkshire Hathaway Travel Protection (BTHP) will underwrite the new Cover-More direct travel insurance business in the USA.

The deal will enable Cover-More to sell travel insurance products & services to US travellers taking domestic and international trips, extending the ASX-listed travel insurer's presence which already sees it operating in Australia, NZ, China, India, Malaysia, Singapore and the UK.

Berkshire Hathaway Travel Protection will combine its claims processing and BHTP Burst real-time payment platform with Cover-More's Impulse proprietary online optimisation platform.

Impulse technology "integrates with e-commerce websites and travel booking engines to offer insurance options specifically tailored to individual travellers and their specific trip," the company said.

Cover-More ceo for North America and Canada, Carole Tokody, said the two companies complement one another well, while Berkshire Hathaway Travel

Protection president Dean Silvey said the pact was "the first step towards an alliance that continues our promise to revolutionise the travel insurance industry".

As well as expanding Cover-More's footprint into the US market, the company has relationships with a range of international airlines who can extend the same products to their US-based pax heading abroad.

## Mana Survivor closure

**FIJI'S** Mana Island Resort & Spa has announced another extended resort takeover by a "particular Production Company" for the period from 29 Mar-06 Jul 2017.

The "total buy-out", understood to be for popular reality TV show *Survivor*, follows the similar production of *Australian Survivor* which goes to air soon, with filming wrapped up last month.

Management at Mana Island said today the arrangement was "purely a business decision" and was supported by the Fijian Government, local communities and indigenous land owners.



## Window Seat

**HOW** about it ah? Jetstar Singapore will go full Singlish for one day only on 09 Aug in celebration of Singapore's National Day lah!

What started off as an April Fools Joke has become a reality for the budget carrier, with an unprecedented number of requests from passengers and fans taking to social media to voice their support of the stunt.

"Make sure your seat belt kiap tight tight," says a cabin crew member in the promo video and "put your barang barang under the chair".

The budget airline also kicked off its National Day Sale campaign with the release of the video saying: "And don't forget to cheong our very special SGD51 sale starting at 12am on Tuesday 2 August, so cheap don't buy you really rugi".



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**travel directors**

**MORE INFO**

## Nevada takes the stage



**LAST** night travel people gathered at Sydney's Museum of Contemporary Art for a major Travel Nevada event, hosted in conjunction with the first ever trade mission from Nevada to Australia.

The delegation was led by state governor Brian Sandoval, and also included an impromptu Cirque du Soleil performance.

Travel Nevada chief Claudia Vecchio welcomed guests, saying the state offers everything from the "loneliest road" to the

glamour of cities like Las Vegas which is on track to surpass last year's record 42.3 million visitors.

Governor Sandoval issued a personal invitation to visit Nevada - something those present are likely to find it hard to refuse.

**Pictured** above with the Cirque du Soleil performers are, from left: Corey Marshall, Travel Nevada; Nevada's Governor Brian Sandoval; Julie Reid from United Airlines; Cirque du Soleil vice president Alma Derricks; and Adrian Matanza of the Las Vegas Convention & Visitors Authority.

**Inset:** Visit USA president Kylee Kay of APTMS with Joe McCormack and Mark Brooker from Helloworld.

More pics from the event online at [facebook.com/traveldaily](https://facebook.com/traveldaily).



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Find out the results of the salary survey in the August issue of *travelBulletin*.



CLICK HERE to read

travelBulletin

## italktravel SA growth

**EXPRESS** Travel Group has elevated its presence in South Australia with the opening of a new italktravel retail outlet in the state, building on the addition of italktravel Mitcham last week.

Formally trading as Idyllic Travel, the italktravel Flinders Park franchise in Adelaide launched today and is owned and operated by Michael Dinic.

## Seashell Cove revival

**NEW** Zealand-based Pandey Hotel Corporation has confirmed plans to invest FJ\$35 million into the redevelopment of Seashell Cove Resort in Fiji.

The project will see the former property demolished & rebuilt as a 5-star resort, not far from the Fiji Marriott Resort hotel which is under construction at Momi Bay.

Work is expected to commence on the 125-room property early next year and take around 18 months to complete, the *Fiji Sun Online* reported yesterday.

## Travelport, Expedia JV

**EXPEDIA** Group has expanded its European partnership with Travelport enabling the OTA to use the travel technology firm's Travel Commerce Platform in multiple European countries.

The agreement will continue to allow Expedia and its brands to utilise Travelport's Universal API to access hotel and car content, as well as new services giving customers broader information, choice and flexibility when making an online transaction.

Travelport's Rapid Reprice and ePricing tech will also be accessible to Expedia Group.

## Darwin attraction

**THE** new Bombing of Darwin Harbour and Royal Flying Doctor Services Experience at Stokes Hill Wharf tourism attraction was opened in Darwin last week.

The facility transports visitors back in time to Darwin on 19 Feb 1942 to relive the fateful bombing of the NT capital.



## National Account Manager

The Walshe Group, GSA for Delta Air Lines, is looking to appoint a National Account Manager specific to work with the Flight Centre Travel Group portfolio, based in Sydney.

### Key Responsibilities:

- Develop and undertake sales strategies specific to each brand within the portfolio
- Build strategic relationships
- Develop cooperative activity
- Achieve key revenue objectives

### Key Requirements:

- A minimum of 3-5 years in a field sales position in the travel industry ideally within both the retail and corporate sector
- First rate communication, presentation & interpersonal skills
- Knowledge of Flight Centre brands, structure and sales models
- Knowledge of airline terminology, distribution practices and procedures
- A genuine passion for sales and business development
- Exceptional time management and flexibility
- Regular international and domestic travel required

Email applications including a CV and covering letter to [applications@walshegroup.com](mailto:applications@walshegroup.com) by Friday 12 August 2016.

**The WALSHE GROUP.**



## Qantas appointment

**QANTAS** has appointed Kristin Carlos as its new head of digital and entertainment.

Carlos joins the team from Facebook where she headed up media partnerships across Australia and New Zealand.

She will lead Qantas' digital function focusing on driving engagement across social platforms and innovation in in-flight entertainment.

## Pan Pac gets racing

**PAN** Pacific Perth is partnering with the 2016 Chevron City to Surf, providing a special accommodation package over the Perth race day weekend taking place from 26 to 29 Aug.

The 'City to Surf Race Package' starts from \$285pn and includes complimentary entry to the race for up to two people, daily buffet breakfast for two and complimentary wi-fi.

For bookings and enquiries contact (08) 9224 7777.



**HAWAII** Tourism Oceania hosted Channel Nine's *Weekend TODAY* on the island of O'ahu last week for a broadcast of weekend weather with Livinia Nixon.

Australian audiences were transported from their winter chill to a Hawaiian summer with a colourful telecast from the Outrigger Waikiki Beach Resort in Honolulu on Sat.

The coverage included the University of Hawaii Football Coach, cheerleaders and band talking about their upcoming trip down under.

On Sun, the broadcast switched a gear from the contrast of the city to the breathtaking scenery of Kualoa Nature Reserve on the North Shore of O'ahu.

**Pictured** from left are Daniel Sanchez, Kualoa Ranch; Janaya Birse, HTO; Livinia Nixon, Channel Nine; Kerri Anderson, HTO; John

Morgan, sixth generation owner of Kualoa Ranch and Gerry Campbell from *TODAY*.

## QR boost IAG stake

**QATAR** Airways has raised its interest in British Airways' parent firm, International Airlines Group, to become a major shareholder.

The Gulf carrier previously held a 15.67% stake in IAG (*TD* 13 Jul) but boosted its ownership in the firm to 20.01% late last week.

"While Qatar Airways' interest in IAG is purely financial, the increased shareholding reflects the strength of commercial and strategic ties between the companies and evidences the continued support for the ongoing strategy of IAG," QR said.

CEO Akbar Al Baker said the firm does not plan on boosting its stake any further under the "current situation".

Tuesday 2nd Aug 2016



## Money

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

**\$1AUD = US0.751**

The Australian dollar fell overnight ahead of today's critical RBA decision with a price cut seeming likely.

The bond market predicted a 71% chance of a rate cut, and with three-quarters of economists calling for a cut, the RBA appears most likely to slash official interest rates to a historical low of 1.50%. The Aussie dollar was overnight hit by the ongoing fall in oil prices with oil falling 20% since the start of Jul.

AUD/USD also fell 0.7%.

Wholesale rates this morning:

US	\$0.751
UK	£0.569
NZ	\$1.043
Euro	€0.673
Japan	¥76.85
Thailand	฿26.01
China	¥4.612
South Africa	R10.399
Canada	\$0.982
Crude oil	US\$40.06



## Round 21 Winner

Congratulations

**AARON CHRISTIAN**

from APT

Aaron is the top point scorer for Round 21 of Travel Daily's NRL footy tipping competition. He's won a breakfast cruise for two from Captain Cook Cruises.



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

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Tuesday 2nd Aug 2016

## Global Pride Travel

**A NEW** agency specialising in booking travel for LGBT clients has opened in Queensland.

A part of the Helloworld group, Global Pride Travel aims to be a "one stop shop when it comes to servicing the LGBT community and their friends - without ever paying a booking fee".

For more info email the team at [info@globalpridetravel.com.au](mailto:info@globalpridetravel.com.au).

## Renaissance bargain

**RENAISSANCE** Tours is offering mates rates to bonafide travel agents, slashing the price of two of its cruises by 75%.

Depart on the 10-day Budapest to the Black Sea cruise on 13-22 Oct for \$1,250ppts, down from \$4,950ppts.

Agents will also be able to take advantage of the special fare of \$3,000 ppts on the Impressive Gorges luxury cruise, which journeys Myanmar's Ayeyarwady River between 23 Nov - 04 Dec.

Cruises must be booked and paid for in full by 29 Aug.

Fares are non-transferable and non-commissionable.

To book or for more information call: 1300 727 095.

## Samoa re-opening

**SHERATON** Samoa Aggie Grey's Hotel & Bungalows has officially welcomed its first guests.

The 175-key property offers a mix of suites, rooms and bungalows and features luxurious on-site facilities including a swimming pool, fitness centre, Manaia Polynesian spa.

In celebration of its launch, Sheraton Aggie Grey is offering a special opening rate of US\$170 per night valid until 30 Nov.

## QF Karratha lounge

**KARRATHA** Airport in WA is set to receive a new Qantas Lounge, slated to debut in early 2017.

Situated in a new area on the upper-level of the airport, the lounge will be double the existing facility's size and will feature working spaces, free wi-fi and complimentary refreshments.

## NYC CityPASS C3

**CITYPASS**, the company that specialises in packaged discounted admission to iconic attractions in 12 US destinations, has announced the debut of New York C3, a mobile pass concept.

The digitised pass will allow users to select any three attractions from a curated list of 10 must-sees in NYC such as the Empire State Building, Statue of Liberty, The Metropolitan Museum of Art and more.

**CLICK HERE** for more info.



## AFTA update

From AFTA's chief executive, Jayson Westbury



**THE** issue of credit card surcharging clearly remains a hot topic within the travel industry with the recent AFTA webinar once again being fully subscribed.

As a result, we will be running another webinar next month to ensure as much of the detail as possible is available.

We have prepared considerable fact sheets and other information to assist AFTA members and the broader industry, which can be found at <http://www.afta.com.au/afta/afta-at-work/electronic-payments>.

What is of critical importance is for travel businesses to establish if they must comply by 01 Sep this year (2016), or if they have until 01 Sep next year (2017).

For those requiring to comply by 01 Sep this year, businesses must have "revenue" of \$25 million.

That is NOT Total Turnover (TTV) - but revenue. They must also have more than 50 employees or \$12.5 million in net assets. A combination of any two of these factors means that compliance with the new surcharge rules must commence on 01 Sep this year.

If not, then the business has 12 months to get themselves organised to comply. Complying with the new rules is a serious matter and this is why AFTA has undertaken several webinars and provided the links to the information sheets and fact sheets as it is a complex issue and somewhat difficult to explain in a 100 words or less.

As with all reforms, the result inevitably should be that credit card surcharging will be more transparent. The banks, we hope, will have a less complex charging regime and it will be simple for travel businesses to comply and explain what they are surcharging to consumers.

Perhaps within the next 12 months this will be the case, but for now we are in the education phase for all those concerned and I encourage everyone to take some time to look at the details and get the story straight so that you know what is required and what can be charged and explained to consumers going forward.

AFTA will continue to support members and the broader industry with concepts and information as it comes to hand.

## M&C into Georgia

**THE** Biltmore Hotel Tbilisi has officially opened, with the launch also marking the debut of global hotel group Millenium & Copthorne into Georgia.

The 214-room hotel offers sweeping views of the city, with guests given the choice of eight room categories.

On-site amenities include a healthclub with a pool, spa, ballroom and meeting spaces.

## B6 ramps up LGB

**JETBLUE** Airways is set to expand its West Coast services, today announcing a new flight to commence between Long Beach and several other US destinations.

The American budget carrier will also increase flight frequencies on three of its popular routes: Las Vegas, San Francisco and Salt Lake City.

Its new services will officially commence from 04 Jan.

## GREAT SOUTHERN RAIL



### General Manager, Business Development

Great Southern Rail are seeking an entrepreneurial and driven Business Development leader to grow GSR's revenue and distribution activities. Based at our headquarters in Adelaide, this role will be a leadership role responsible for providing strategic direction, team leadership and implementation of GSR's revenue generation activities through all channels. The successful candidate will bring an energetic and intelligent approach to working with internal teams and external partners, and represent the business well in the travel industry.

Reporting to the Chief Revenue Officer, the General Manager – Business Development will continuously drive the review and identification of programs and new markets for the Company, to create, implement, develop and grow these business opportunities.

The successful candidate will ideally have 5 or more years' experience with tertiary qualification in a related discipline. Thorough working knowledge of domestic and international tourism industry markets is preferred. Leadership experience in a high performance environment is desirable.

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## Hoffmann agents experience Azamara Journey

**ON JULY 3rd**, nine lucky Phil Hoffmann travel agents were given a preview of Azamara Club Cruises' *Azamara Journey* in preparation of the ship's inaugural Australian season next year.

The 7-night cruise began in Venice, Italy and sailed The Pearls of the Adriatic calling at the Croatia ports of Hvar where the ship stayed overnight; Split, Dubrovnik (both late evening departures) and finally Tirana, Albania before heading back to Venice for another overnight stay.

Destination Immersion was proven a huge success by the agents, who all loved the amount of time they got to spend in each port to enjoy the destination to its fullest.

Steve Garside Azamara Club Cruises BDM mentioned "The group were just fantastic. We all had a truly wonderful voyage on the beautiful *Azamara Journey* after her revamp, getting to enjoy her new and improved features not to mention the amazing



**PICTURED** on the bridge of *Azamara Journey* are: Trevor Stevens, Eloise Taber, Lyn Tait, Sue Cuk, Melissa Manning, Andrea Mirra, Mark Linn, Rachel Morgan, Steve Garside and Karina Irvine.

ports-of call".

The group also enjoyed the brands famous AzAmazing Evening which was held at the Mestrovic Gallery in Split to watch a private, outdoor cello concert put on just for guests of *Azamara Journey*. The White Night Party onboard was also a highlight, with dinner and dancing under the stars.

"We're thrilled that agents were able to experience *Azamara Journey* in Europe before she makes her Australian debut in February," said Steve.



**AGENTS** enjoying Hvar, Dalmatian Coast are: Eloise Taber, Karina Irvine, Lyn Tait, Andrea Mirra, Rachel Morgan, Trevor Stevens, Sue Cuk, Mark Linn and Melissa Manning.



**PHIL** Hoffmann Travel agents boogying down at the White Night Party.



**KARINA** Irvine, Andrea Mirra and Melissa Manning.



**THE** majestic *Azamara Journey*.



**AZAMARA** Journey's Hotel Director Heike enjoying the White Night Party.



**A VIEW** of the white night party and guests dancing the night away.



## WIN A LUXURY HOLIDAY

## WITH CLUB MED



This month *Travel Daily* and *Club Med* are giving readers the chance to win a trip to Indonesia. The luxury prize includes:

- An all-inclusive 7 night stay in Club Med Bintan Island Resort Indonesia.

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](mailto:clubmedcomp@traveldaily.com.au)

2. What is the web address of Club Med's travel agent portal?

**Club Med**  
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## Tourist Opal card push

**AS PAPER** tickets on Sydney's transport network came to an end this week. The Tourism & Transport Forum (TTF) has renewed calls for a dedicated Tourist Opal card.

The TTF said designating such a card for visitors would "simplify their travel experience and encourage greater use of public transport to travel to key tourism attractions and precincts".

A Tourist Opal card could potentially include the added benefit of discounts and access to Sydney's major tourism attractions and experiences.

## Amadeus H1 results

**AMADEUS** has reported "significant growth" in the first half of 2016 with an adjusted profit of €494.5 million.

The technology solutions company attributed this in part to their recent acquisitions including Navitaire from Accenture in Jan which saw the total number of passengers boarded using Amadeus' PSS systems increase by 75.7% to €622.4 million.

Amadeus' revenue increased 15.1% to €2,275.5 million during H1 while its EBITDA jumped 16.5%, to €907.1 million.

## NT/Chinese MoU

**THE** Northern Territory Govt has inked a Memorandum of Understanding (MoU) with one of China's largest travel companies, The China Travel Service (CTS).

NT Tourism Minister Adam Giles said the MoU would provide "unprecedented access to potential visitors from China".

The NT will now have access to CTS' customer data base to promote holiday packages to the territory, NT advertising on CTS tour busses and invitations for Tourism NT to attend the investment meetings in China.

## Connect Asia Forum

**CAIRNS** is set to host its inaugural Connecting to Asia Forum on 25 Aug, bringing together up to 400 tourism industry leaders, government ministers and key stakeholders at Cairns Convention Centre.

The program will focus on how Queensland's tourism industry can capitalise on opportunities coming out of Asia.

**CLICK HERE** to register.

## Alpha Travel Tripper

**ALPHA** Hotels & Resort has partnered with hospitality technology provider Travel Tripper in a bid to increase direct bookings, optimise conversions, and maximise revenue.

Travel Tripper's internet booking engine RezTrip helps guests book rooms faster with features such as large imagery, well-designed booking flow and easy checkout and revenue management.

**Travel Daily**  
First with the news

Tuesday 2nd Aug 2016

## BridgeClimb rewards

**BRIDGECLIMB** Sydney has kicked off a new corporate rewards program offering event organisers an \$100 Westfield gift voucher for every corporate group booking of 15 or more.

Climb experiences can be tailored by event organisers to include a range of pre, during and post climb enhancements.

To book a corporate climb, see [www.bridgeclimb.com/corporate](http://www.bridgeclimb.com/corporate).

## ASEAN tourism plan

**THE** Association of Southeast Asian Nations (ASEAN) is seeking a consultant to create its 2017-2020 Tourism Marketing Strategy.

The successful candidate will have a budget of US\$30,000 assigned with the deadline for the submitting proposals ending on 19 Aug.

The service agreement would be signed by 09 Sep.

**CLICK HERE** for more info.

## Filipino flavours

**TOURISM** Philippines is hosting its tenth Annual Flavours of the Philippines Food Festival is taking place at The Grace Hotel in Sydney until 13 Aug, featuring top Filipino celebrity chefs.

The festival celebrates the strengthening of ties between Australia and the Philippines.

Win 1 of 10 spots on a  
fam to Ontario, Canada  
with Destination  
Canada & Air Canada

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AIR CANADA

Business class bookings = 10 points  
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Premium Economy bookings = 5 points  
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All pnrs need to be sent by 19 August, 2016 to [sydfares@aircanada.ca](mailto:sydfares@aircanada.ca)

**BONUS:** Qualified CSP Agents = 5 points

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Agents will automatically  
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Complete Canada Specialist training by 19 August, 2016 at  
<http://csp-au.canada.travel/>

Incentive applies to new bookings made 28 June 2016 - 19 August 2016, flying Air Canada from Australia to Canada for outbound travel any date from 01 July 2016 onwards.

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### Graphic Designer

Sydney CBD

**Salary up to \$75K + Super**

Want to work for a reputable company where you get to build up travel incentives for free?? An expert in their field of all things travel, this company offers a variety of products across Europe, Asia, USA & Aust. You will manage the design of everything required in the co. the look & feel of brochures, print material, collateral as well as digital graphics for the web & advertising. Exp required.

- Tertiary quals
- Graphic design software exp

**Call Ben or [click here](#)**

### Senior Groups & Events Consultant

Sydney

**Salary to \$60k + super + career ops.**

Use your group & event travel experience working with a boutique operator organising European cruise & sailing vacations. A great supportive office with parking available and a bonus Monday to Friday hours 9-5pm!! Must have group travel consulting experience with knowledge of Galileo. A great attitude and superior customer service skills will be the key to securing this role.

- Monday to Friday
- Cruise/sailing specialists

**Call Cristina or [click here](#)**

### Senior Account Mgr - Corp & Entertainment

Sydney City fringe

**Salary \$70K + super + incentives**

A TMC with multiple sectors & offices nationally. Due to an internal restructure this position has been created to provide an improved level of support for clients. You will manage the retention and development of new & existing clients whilst identifying new revenue streams from within. Must have previous Account Mgt experience & the ability to access competitors & identify market impacts & variances.

- Co. that cares - supporting a number of charities

**Email Ben or [click here](#)**

### Business Development Executive

Melbourne

**Salary \$60K + Super**

A globally recognised company with representation in well over 100 countries, boasting a large car rental fleet for both short or long term leases. An office based role giving you the opportunity to develop a pipeline in the corporate world whilst using clearly defined processes for converting sales. Work closely with implementation teams to ensure smooth on-boarding of new clients.

- Career development
- Exp in B2B sales/ telesales

**Call Ben or [click here](#)**

### Corporate Travel BDM

Sydney CBD

This global Corporate Travel Management company has achieved a high level of success through their high service levels. This role will manage a portfolio of corporate clients and build new sales opportunities to grow the business.

**Call Cristina or [click here](#)**

### Part-time Bookkeeper

**Nth Sydney - Salary to \$50K + super pro-rata**

Well known and highly regarded travel organisation located in North Sydney, seeks an experienced Bookkeeper with payroll experience. MYOB essential. Tuesday and Wednesday with flexibility.

**Call Sandra or [click here](#)**





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### Travel Industry Account Manager

**Brisbane, Circa \$75k + Quarterly Bonuses, Ref: 2143522**

Our clients are looking for an experienced travel industry Account Manager or Product Manager that have fantastic knowledge on accommodation products across the world. Whether that might be an independent hotel or a massive chain, your knowledge of the market is the key to success. The role will be varied and will require you to attend meetings within your region and educate businesses on your online platform & growing existing business. Drivers' license and a proven track record essential.

For more information please call Serena on  
(07) 3123 6107 or click [APPLY](#) now.

### Events & Groups Travel Consultant

**Sydney, Salary Package to \$63k, Ref: 2405PE1**

My client, a leading group travel and event management company are looking for an experienced Travel Coordinator to join their events team in Sydney. 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! Daily duties include arranging and booking group air, transfers and hotels and working closely with the events managers to ensure smooth sailing for all involved.

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

### South Pacific Island Specialist

**Melbourne, \$48-50k + Incentives, Ref: 2393KH1**

If the South Pacific is your passion and you have travelled the region, why not specialise in what you love to do! This is a fantastic opportunity for an experienced travel consultant to join the expanding team in this leading luxury wholesale operator based in Melbourne. You will be creating bespoke holidays and luxury travel within this warm and welcoming team. You can enjoy long term career progression, recognition and rewards for your efforts with this fantastic opportunity!

For more information please call Kelly on  
(03) 9988 0616 or click [APPLY](#) now.

### Travel Business Development Manager

**Perth, \$75k + Uncapped Commission, Ref: SO33312**

If you are looking for a fantastic new opportunity to deliver business of the highest calibre and you have experience working in the travel, airlines or hospitality sector, then this could be the perfect next step for you. The benefits of working for this organisation are outstanding, with an excellent base salary and commission package attached. You will actively contribute to the company's growth strategy and will have evidence of delivering results against set objectives.

For more information please call Sarah on  
(08) 6365 4313 or click [APPLY](#) now.

### Administration & Travel Support Consultant

**Gold Coast, Competitive Salary & Company Benefits, Ref: 2403S21**

Unique opportunity for travel consultants with a min of 12 months experience (ideally 18-24 months) to join this established and very well respected wholesale and retailer due to growth. We are looking for someone that is able to think on their feet, have a mature attitude and steady approach in their dealings with customers and retail agents. You will be predominately assisting the consultants and looking after back office tasks. This is a Mon-Fri role only with exciting famils on offer.

For more information please call Serena on  
(07) 3123 6107 or click [APPLY](#) now.

### Customer Service Consultant – Japanese

**Sydney, \$40-45k + Super, Ref: 2372HC1**

My client is looking for a Customer Service Consultant to join their team in Sydney. This is a great opportunity for a customer service consultant with Japanese language skills to join one of the leading travel companies. Main duties include responding to phone and email enquires and providing information to clients. You will be trained on new products destinations. You will receive a competitive salary depending on experience + super and the chance to work for a leading travel company.

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

### Inbound Travel Group Specialist

**Melbourne, Competitive Salary, Ref: 2404KF1**

This position is with a highly respected tour operator located in the inner suburbs of Melbourne. They are well established and boast a very low staff turnover. An opportunity has been created for an Inbound Groups Consultant. This role involves preparing custom itineraries for small to large groups for destinations around the country. This is focused on the luxury high-end market and will cover all aspects from accommodation to internal flight, tours, entertainment and more.

For more information please call Kate on  
(03) 9988 0616 or click [APPLY](#) now.

### Corporate Travel Consultant

**Perth CBD, \$65-70k OTE + Super, Ref: SO19863**

This organisation is going from strength to strength in the corporate travel space due to winning some very large contracts and they are definitely the TMC to be with. If security is important coupled with an interesting and diverse client base, then this is where you need to be. Fantastic central offices with a work life balance that is unheard of in the corporate space. A supportive and flourishing environment where teamwork is encourage and success is highly rewarded. Discover more.

For more information please call Sarah on  
(08) 6365 4313 or click [APPLY](#) now.



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