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First with the news

Thursday 1st December 2016

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Arrivederci, Romeo

MONICA Romeo has wrapped up a stellar industry career, retiring yesterday after more than 40 years working in travel.

She spent almost 24 years representing Wildlife Safari in South Australia, with the company's Terri Cordin paying tribute to Romeo as a "true icon of the industry who is widely respected for her professionalism."

"The team at Wildlife Safari are really going to miss her, however we understand it is time to enjoy retirement," Cordin said.

More appointments on **page 9**.

Qantas Biloela pullout

QANTAS has confirmed it will withdraw services between Brisbane and Biloela, with the last service to operate on 31 Jan 2017.

Passengers affected by the withdrawal will be re-accommodated on alternative services to and from Gladstone.

QF is allowing fee-free changes including rebooking to/from Rockhampton, a switch to a different destination, the ability to retain the value of the ticket in credit and to request a refund.

See qantas.com/agents.

Departure cards demise

AFTA has confirmed that the current 'green' departure card completed by all outgoing passengers is set to be deleted, with the system likely to be phased out by Jul 2017, according to ceo Jayson Westbury.

In a circular to AFTA members yesterday Westbury said the axing of the departure cards, flagged 12 months ago with the rollout of departure SmartGates (**TD** 30 Nov 2015) will be a little later than previously expected, so agents need continue to keep stocking up on the cards to give to their clients for the next six months or so.

Win tickets to NYC

AIR Canada has partnered with **Travel Daily** this month for a fabulous festive season comp, offering a grand prize of two tickets from Australia to New York.

We want you to get creative, with the winner being the best photo or meme which showcases the Christmas spirit, Air Canada's connection to the Big Apple via Vancouver and of course **Travel Daily** - see **page nine** for details.

MEANWHILE Westbury also provided details of a face to face meeting last week with the Australian Competition and Consumer Commission over the Federation's ongoing formal complaint about Webjet advertising (**TD** 16 Aug).

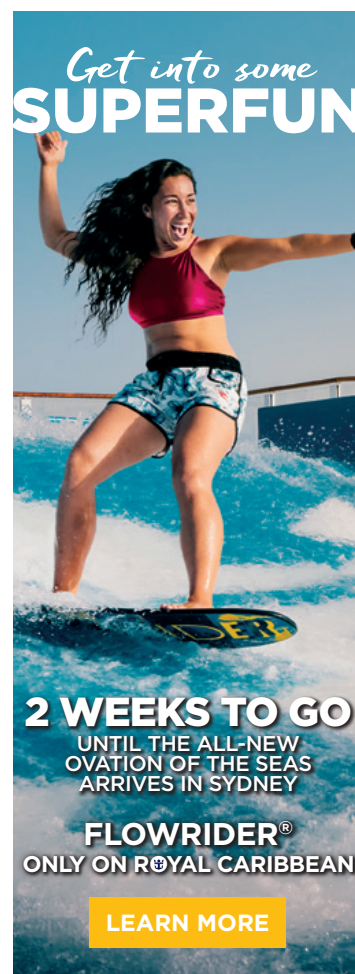
"We made it very clear to the ACCC that the advertisement, in our opinion, is misleading as all travel agents including online travel agents have access to the same airline inventory via the GDS, and to make statements that one type of travel agent has better or different access is incorrect," he said.

Westbury said the ACCC "continues to give our complaint due consideration," with AFTA making ongoing representations to the ACCC whenever the Webjet TV commercial is aired.

Today's issue of TD

Travel Daily today has nine pages of news, two photo pages for **Dubai Tourism** plus full pages from: (**click**)

- DriveAway
- AA Appointments jobs



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Sabre payments

SABRE and Conferma have integrated the Sabre Virtual Payment solution for air tickets into the Sabre Red Workspace.

Described as an industry first, the enhanced digital payment capability is offered as a new standard form of payment, giving agents the ability to generate "virtual cards" as part of existing ticketing and payment processes with defined credit limits, date restrictions and categories.

VA rejigs insurance option

VIRGIN Australia has changed the way it offers travel insurance on its online booking platform, with the move following "discussions" with the Australian Competition and Consumer Commission (ACCC).

Travellers will no longer have the insurance option pre-selected during the booking process, with ACCC chairman Rod Sims welcoming the switch.

"The ACCC has been engaging with domestic airlines seeking

their agreement to seek the practice of pre-selection.

"The ACCC has been concerned that the 'opt-out' model means that a number of consumers inadvertently end up paying for unwanted 'pre-ticked' extras," Sims said, adding that the Commission would continue to work with other domestic carriers to end the practice of automatically pre-selecting options such as baggage allowance, seat selection and travel insurance.

He said overseas experience shows consumers are "more than capable of making purchasing decisions themselves".

MEANWHILE airberlin has confirmed that its expanded codeshare partnership with Virgin Australia (TD 17 Nov) also includes new routes in Europe.

Effective immediately, the VA code is being placed on airberlin services from Berlin to Cologne, Stockholm and Helsinki, as well as between Dusseldorf & Hamburg.

Earlier this month the AB code was added to Virgin Australia Tasman flights ex SYD, MEL & BNE.

Jetstar fleet boost

JETSTAR'S Vietnamese offshoot Jetstar Pacific has formalised an order for ten new Airbus A320 aircraft (TD 12 Jul), with the extra planes set to "expand our international network from Vietnam as part of the wider Jetstar Group," according to ceo Le Hong Ha.

The aircraft, which comprise Jetstar Pacific's first direct order with Airbus, will complement the airline's existing 12 leased A320s.

Jetstar Pacific is 70% owned by Vietnam Airlines, with Qantas holding the other 30%.

Flybe SQ codeshare

BRITISH regional carrier Flybe has announced a codeshare agreement with Singapore Airlines, meaning pax booking Flybe flights from Southampton, Aberdeen, Belfast, Birmingham and Manchester can connect through to over 100 SQ ports.

The airlines also have an interline agreement covering flights from Edinburgh, Glasgow, Inverness, Isle of Man, Exeter and London City.

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Thursday 1st December 2016



NEW! Seabourn Last Minute Industry Rates.
17 JAN 17 – Encore - 16 Nights Bali to Sydney.
From \$11,999* \$5,962*pp Aud including
taxes & port charges.
* Conditions Apply.

[CLICK HERE for further details](#)

Dave's spectacular finale



THE feathers were flying last night as ten plucky agents competed in the Do Dave's Itinerary grand finale.

Jemma Lavell-Darkenne (pictured, centre) was the night's big winner, earning an American football trip to Houston for herself and a friend courtesy of Keith Prowse Travel, Brand USA and Air New Zealand.

Amid all the fanfare of an American sports spectacular, ten

finalists pitched their itinerary plans for Air New Zealand's new frequent flyer, Dave the goose.

Jemma impressed the judges with her inclusion of an Auckland stopover, not to mention her impressive bird suit.

Visit [Travel Daily's Facebook](#) page to see videos - and be sure to comment on your own favourite contestant by midnight tonight (AEDT) for a chance to win a Thanksgiving hamper.

Mel among fun cities

MELBOURNE has added another trophy to its cabinet, having been named second in a list of the world's most fun cities.

Chicago came top in the Time Out City Index, with Lisbon third and New York fourth.

The index was based on responses from 20,000 people, asking them to rate urban centres on their food and drink scene, vibrancy, community, sociability and affordability.

Westin Hamburg

WESTIN has opened its first property in Hamburg, taking up a position in the city's new architectural landmark, the Elbphilharmonie concert hall.

The Westin Hamburg has 205 rooms over 21 floors, with panoramic views over the surrounding city and port.

The hotel is in the Speicherstadt warehouse district, recently listed as a UNESCO World Heritage site.



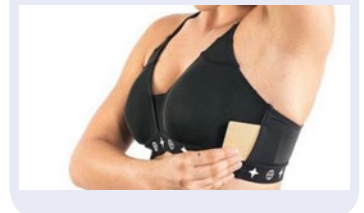
Window Seat

AN AUSTRALIAN anthropologist who spent the last 20 years travelling has come up with a novel way to keep your valuables and documents safe while on the road - by hiding them in your boobs.

The Travel Bra is made from ultra-light material and features enough storage to hold a passport, cash, credit card, jewellery and hotel keys.

Much like the beloved bum bag from days gone by, except a little more stylish, the Travel Bra retails online from \$79.95.

[CLICK HERE for more info.](#)



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Ronan's NZ video

AIR New Zealand has released a new online video for Christmas, featuring singer Ronan Keating in a down-under rewrite of *Walking in a Winter Wonderland*.

The video also features young Kiwi actor Julian Dennison from *Hunt for the Wilderpeople*, who directs Keating in an attempt to create a Southern Hemisphere carol that Aussies and New Zealanders can relate to.

[CLICK HERE](#) to see the video.

Taj/Shangri La tie up

SHANGRI-LA Hotels & Resorts and Taj Hotels Resorts and Palaces have struck a strategic alliance to broaden their reach and offer more experiences to guests across Asia.

The pairing will be made official in Mar, with the introduction of the Warmer Welcomes program which integrates Taj InnerCircle and Shangri-La's Golden Circle loyalty schemes.

Trafalgar \$799 fares

TRAFALGAR has launched \$799 return Economy fares to Europe and Britain for the northern summer next year.

The deal is valid on any of the 109 trips found within its 2017 Europe and Britain program.

Valid between now and 15 Dec (or until sold out), flights will be operated by Etihad Airways, Qatar Airways or Cathay Pacific.

Commenting on the promo, Trafalgar md Matt Cameron-Smith said "transparency is key and what you see is what you get".

"It couldn't be any simpler for clients to understand nor easier for our partners to sell".

Seabourn handover

SEABOURN has taken delivery of its new *Seabourn Encore*.

Cruise Line president Rick Meadows said the cruise line had been looking forward to the handover for more than 2 years.

More in today's *Cruise Weekly*.



Centre strip
Great rates

Flamingo
LAS VEGAS

HLO agents zip to LA



FIVE helloworld branded and associate members embarked on an educational trip to the Disney Institute in Los Angeles, flying on board United Airlines' new *Dreamliner* aircraft.

Members spent two days at the training and development school, where they learnt more about providing quality service and

leadership excellence.

Pictured are participants Rosemary Spiteri, helloworld Niddrie; Debbie Wilkie, helloworld Fountaingate; Gada Selim, helloworld Westfield Miranda; Simon Junkins, helloworld Alice Springs; Nicola Nanninga, helloworld Associate & Belinda Condon, United Airlines.

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QFF voucher bonus

QANTAS Frequent Flyer is offering five Qantas points per dollar spent on all flight gift vouchers, with the festive season offer available for purchases up until 31 Dec.

Vouchers can be bought online in denominations of \$50-\$2,000 and customised with a personal message, with no credit card fee.

QF is also offering quadruple points on purchases of activities until the end of the month.

Garuda BOM return

GARUDA Indonesia will resume flights to Mumbai, India from next month with a new service flying from Jakarta via Bangkok.

The thrice weekly Boeing 737-800 service will operate from 12 Dec, according to GDS displays.

It's the first time Garuda has flown to Mumbai since 1986.

Hyatt Regency launch

TODAY marks the opening of Sydney's Hyatt Regency, with the Darling Harbour property formerly operating as the Four Points by Sheraton undertaking a rebrand overnight (**TD** 10 Jun).

The switch follows a \$250 million refurbishment and expansion of the property which is being billed as "Australia's largest premium hotel".

The Sussex Street hotel is being managed by Malcolm Zancanaro, who has relocated to Australia after five years as gm of the Grand Hyatt Beijing.

NYC agent licensing

NEW York state senator Jose Peralta has proposed new legislation which would require travel agents there to pay an annual registration fee.

The US\$100 levy would help fund a publicly accessible database of agents, where consumers could submit comments and complaints.

Under the plan the NY Department of State will be able to revoke or suspend an agent's participation and impose a fine of up to \$1,000 if the agent defrauds consumers.

Peralta said the move was "all about protecting consumers and protecting good travel agents".

What sort of year did the travel industry have? Find out in the December issue of *travelBulletin*.

CLICK HERE to read
travelBulletin



Christmas comes early for Sabre



SABRE last night opened up the 2016 festive season celebrations with a Christmas party at the chic Ivy Penthouse in Sydney.

The hot tub was empty but the champagne flowed as country manager Richard Morgan joined with regional chief Roshan Mendis to welcome key partners.

It's been a huge year for Sabre in Australia and NZ which has signed up some major new contracts as well as bedded down its restructure following the

acquisition of Sabre Pacific and Abacus by Sabre Holdings about 18 months ago (**TD** 15 May 2015).

Guests included travel agents, airlines and technology providers, with many flying in for the lavish event from across the region.

Pictured from left are Tom Manwaring, Express Travel; Simon Roll and Richard Morgan from Sabre; and Dennis Alysandratos, Consolidated Travel.

Lots more pictures from the party at [facebook.com/traveldaily](https://www.facebook.com/traveldaily).



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Fiji's tropical end of year party



TOURISM Fiji held its media wrap up party for 2016 last night on the rooftop of the new, luxury Primus Hotel in the heart of Sydney CBD.

Guests were treated to a traditional Fijian warrior welcome before enjoying the sounds of some cruisy island tunes from a Fijian band.

Regional director for Tourism Fiji Carlah Walton said the party was

their way of extending a big thank you to the key media partners which had supported Tourism Fiji throughout 2016 while starting to discuss strategic plans for 2017.

Pictured above on the tropical-themed Primus Hotel Sydney rooftop last night are David McMahon, Tourism Fiji; Sally McFadyen, Flight Centre; David "Kochie" Koch, *Sunrise* and Carlah Walton, Tourism Fiji.



Corporate Sales Manager ANZ (Sydney based)

Malaysia Airlines is looking for an experienced Corporate Sales Manager. Responsibilities include but not limited to; plan & develop strategies to build revenue & market share; initiate, evaluate & sign corporate contracts; manage & monitor SME/TMC contracts; evaluate & collate revenue and forecast revenue; relationship building & visiting corporate partners; continuous development & learning of related industry market trends; analyse regions performance & take corrective actions; plan promotional activities on a quarterly / annual basis; liaise with marketing in putting together programs / packages; provide inputs for the strategic business plan.

Marketing Manager – Digital Marketing ANZ (Sydney based)

Malaysia Airlines requires the skills of an experienced Marketing Manager. This role will be digital driven marketing. Responsibilities include; formulating marketing & media campaigns; create & engage with Malaysia Airlines digital team; coordinate with the appointed social media agency; assist in implementing & monitoring of the enrichment program; coordination of online partners to increase internet sales; build online database; coordinate mega FAMS program; lead & create various product offerings; plan & execute agents & media educational trips; reconciliation of quarterly various budgets expenditure; manage local website with frequent updates; ensure accuracy on promotional material.

Please email your application to sarah.king@malaysiaairlines.com
Applications close 12 December 2016.

10 million to Sydney

A WHOPPING 10 million overnight and day trip visitors are expected to descend on Sydney this summer, according to Destination NSW.

Over the six month period between Oct and Mar the city should see 18 million visitors, with 10 million of those to come during summer.

Last summer Sydney welcomed more than 9.2 million tourists who injected \$4.9 billion into the local economy.

NSW Minister for Trade, Tourism and Major Events Stuart Ayres said summer was an exciting, vibrant and beautiful time in the city of Sydney.

CLICK HERE to see new Destination NSW flyover footage of Sydney's beaches.

Cathay Rugby Sevens

CATHAY Pacific is offering Rugby Sevens packages with fares from Australia to Hong Kong and match passes for the 07 to 09 Apr sporting event.

Return tickets from Sydney, Brisbane, Melbourne, Perth, Adelaide or Cairns to Hong Kong, plus three-day event ticket packages start from \$1,611 for Economy class, \$2,646 for Premium Economy class and \$5,662 for Business Class.

CLICK HERE for more details.

Telstra wifi overseas

TELSTRA is offering more affordable international roaming Travel Pass rates along with access to free wi-fi data at millions of hotspots overseas.

Telstra now provides just two Travel Pass zones (down from three) and the costs of purchasing travel passes for most countries has reduced from an average of \$15 to \$10 per day.

Kimberley Resort sale

THE 20-year leasehold of luxury Kimberley resort The Berkeley River Lodge has been sold to Saltwater Properties for close to \$10 million.

The private lodging overlooking the Timor Sea is accessible only via private airstrip.

Saltwater Properties owns or manages 30 resorts in the country including Broome's Kimberley Sands Resort & Spa.

AAT Kings Australia

AAT Kings has unveiled its Aussie Adventures 2017/18 brochure featuring four small group itineraries.

New for 2017/18 are Driver Guides who will provide stories, and insights on each trip.

For the first time the program will feature the four-day Sydney Escape leading in at \$695pp and taking in key icons of Sydney as well as the Blue Mountains and Hunter Valley vineyards.

CLICK HERE to view all departures.

ADIA/Accor talks

ABU Dhabi Investment Authority has entered talks with Accor as it looks to restructure its holdings, according to a report in *The Australian* this morning.

The shake-up could see hotels & resorts sold off or redeveloped.



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To win, answer each daily question correctly and have the most creative answer to the last question. Send answers to hurtigruten@traveldaily.com.au

4. What are the names of the two new Hurtigruten ships being built for launch in 2018/19?

Agents compete in MyDubai Day Challenge in world's largest indoor theme park

THE 150 agents who took part in the fifth annual Ultimate Emirates Dubai famail enjoyed a week of adventure, culture, culinary and family experiences in Dubai.

This year, the 'My Dubai Day' challenge was focused around family and adventure activities and took place at the world's largest indoor theme park, **IMG Worlds of Adventure**.

Agents worked in teams with iPads topped up with clues from which they had to navigate themselves around the various zones in the park to earn points.

The navigation hunt for clues, gave the agents the opportunity to experience the exciting rides and attractions in four themed areas, such as Dinosaur Valley, Cartoon Network and Marvel and take creative photographs.

After sampling more than 20



THE big agent team photo.

different rides and attractions within the compound including a Haunted Hotel, 28 original food and beverage offerings, 25 retail outlets and a 12-screen state-of-the-art Novo Cinema, the agents headed to **Ski Dubai** where the 'My Dubai Day' continued while they experienced snow in the desert.



SA agents fly high over desert snow.



WA agents show off their spirit fingers.



SA agents strapped in and ready to rumble.



DANIELLE Charleston, FC Marion SA takes an ahh-mazing snap.



QLD agents.



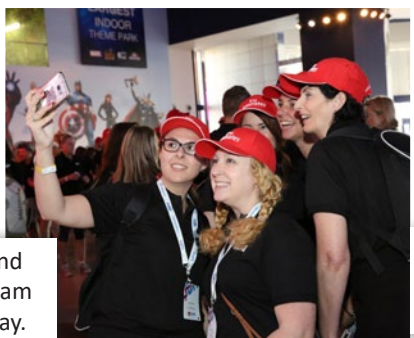
EMMA Thomas (WA) and Craig Brown (QLD) from Emirates show off their marvel-lous skills.



DANIELLE Charleston, FC Marion & Chloe Bojko FC Stirling SA.



VIC agents and the winning team of My Dubai Day.



Up for Dubai Party? Alllll-whitey then!

THE 'My Dubai Day' challenge at this year's 5th annual Ultimate Emirates Dubai famil was followed by a relaxed evening with a fabulous white party hosted by the **Shangri-La Dubai's** poolside venue, iKandy. The event overlooked the Burj Khalifa at night and agents were treated to an amazing array of beverages, canapes and dinner as the sun went down.

You can find more pictures on Instagram through the hashtag: #ultimatedubaifamil - AFTA will also be providing links to albums on its website, under the Dubai destination page.



QLD agents strike a pose.



VIC agents get creative with the theme of the night.



SHEREE Pekovich, Dubai Tourism, with QLD agents.



JULIE King, Dubai Tourism, with Jo and Belinda from AFTA.



STEVE Peters, Emirates with SA agents.



SANDRA Tzilantonis from Qantas Holidays & Kerri Corbino from Flight Centre North Essendon.



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Australia's newest airport, **Brisbane West Wellcamp Airport, Toowoomba** has named **Andrew Sinclair** as its Business Manager. Sinclair was previously Tourism and Events Queensland's Director of Trade Engagement and brings 25 years of experience to the role.

Malaysia Airlines has appointed **Yeoh Hock Thye** as Head of Sales, effective 03 Jan. He joins the airline from a role at Delta Airlines as Director for Singapore, Malaysia and Indonesia.

A new Chair has been elected to the Board of **Visit Sunshine Coast**. **David Ryan** replaces Grant Hunt as Chair, while **Fraser Green** has been reappointed in the member-elected director's position. Long-serving board member Ian McNicol stood down after six years, and will be replaced by **Ashley Howden**.

Magellan Travel Group has bolstered its team, adding **Michelle Kerr** in the role of Marketing Manager, based at their head office in Melbourne. She brings 10 years' experience in the travel industry.

Aaron McGrath has taken on the role of General Manager at **Six Senses Zighy Bay** in Oman.

When **The Aloft Taipei Beitou** opens in Jan it will be led by **Calvin Lou**, who has been named as General Manager. Lou has a career spanning more than a decade in and around Taipei.

Cathryn Cole has stepped into the role of General Manager at **Campus Travel Australia**. She returns to Campus Travel and parent company Flight Centre Travel Group, following almost four years with corporate travel payment provider AirPlus.

Australia's first hotel under the Aloft brand, **Aloft Perth**, will be under the watchful eye of **Stephen Morahan**, who has been appointed as General Manager.

Europcar Group's Supervisory Board has appointed **Caroline Parot** as Chief Executive Officer, effective immediately. Parot has been a member of the Management Board since it was established in Mar 2015 and was most recently named Deputy CEO.

Driveaway EBs

TRAVELLERS eyeing off a motorhome holiday in Canada, the USA, United Kingdom, Ireland or France in 2017 can take advantage of DriveAway Holidays' selection of Early Bird deals.

In Canada, Canadream is offering a choice of two of five incentives, including a 50% discount on a one-way fee (min 14 days), 50% discount off regular unlimited kilometres price, complimentary convenience kits, up to two additional drivers and US travel charges and more.

The special is on sale until 31 Jan for travel 01 May-25 Jun and 14 Aug-31 Oct.

CLICK HERE for more.

United Polaris biz

TODAY United Airlines has entered its new United Polaris Business class (**TD 01 Jun**) into service in all of its markets.

The first phase features a new seat, upgraded inflight food and beverage experience, refreshed bedding and sleep amenities and new lounges.

See pictures on [Facebook](#).

Marvel GOMA Qld

THE largest ever Marvel presentation in an art museum will be held at Brisbane's Gallery of Modern Art (GOMA) from 27 May-03 Sep, 2017.

See www.qagoma.qld.gov.au.

Youth tourism conf

SYDNEY will host the second WYSE Exchange Australia Youth Tourism Conference on 30 Mar.

Designed to cater for operators who are focused on the international inbound youth travel sector, the conference will incorporate plenary sessions and break-outs.

It will also sit alongside the annual BOA Ball held at Luna Park on 31 Mar.

For more information or to register, see www.wysetc.org.

K-pop stars tour Oz

TEN episodes of 2PM Wild Beat, a Korean reality variety show featuring popular K-pop stars 2PM, were filmed down under earlier this month.

The episodes were to celebrate the group's 10th anniversary and are expected to be viewed by millions on Korean TV as well as online across Asia.

Thursday 1st Dec 2016

Connected Airports

THE Asia-Pacific is home to a third of the top 50 most connected airports, the OAG Megahubs 2016 report shows.

The study ranks airports by the ratio of scheduled seat capacity to the number of destinations an airport serves.

Sydney at number 16 and Melbourne at 34 are the only two Australian airports which make the list, which is topped by O'Hare International Airport, followed by Hartsfield-Jackson Atlanta International Airport and Dallas/Fort Worth Int'l Airport.

In the Asia-Pacific, Indonesia's Soekarno-Hatta International Airport took out the top spot, tailed by Japan's Haneda Airport.



Tis the season to be creative

Win tickets to New York with Air Canada

This month Travel Daily and Air Canada are giving readers the chance to win two Economy Class return tickets from BNE/SYD to New York (EWR) and two CityPASSes for NY attractions from NYC & Company.



To win, submit a photo, meme or similar which combines Air Canada with a Canadian and New York theme, showcasing "Air Canada's Canadian connection to NYC via Vancouver". Send your entries to aircanada@traveldaily.com.au



A STAR ALLIANCE MEMBER

TERMS AND CONDITIONS APPLY

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LOVE THE THRILL OF THE HUNT?

CORPORATE SALES MANAGER

BRISBANE – UP TO \$95K PKG + COMMISSION

Due to expansion this globally recognised and highly respected travel management company requires a talented sales manager to grow their corporate client base including large and SME accounts. You'll be experienced in working within the corporate market, pipeline development and winning new business through to account management and retention of clients. A generous salary package + lucrative commission structure is on offer.

NEW TAKE THE LEAD

TRAVEL TEAM LEADER

GOLD COAST – UP TO \$65K PKG + COMMISSION

Here's your chance to grab a leadership role on the Gold Coast and rise up the ranks. This innovative travel company is looking for an experienced travel manager to come and lead their sales team. As a hands on manager you'll lead by example whilst motivating and developing your team to achieve solid financial, service and personal results. A strong base salary + generous commission structure is in place along with family and a strong career path.

YOUR NEXT CAREER MOVE

AREA SALES MANAGER - HOTELS

MELBOURNE – UP TO \$65K - \$70K PKG

Take your career to the next level & join this industry leader in Melbourne. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationships, source for new opportunities, manage leads & negotiate contracts. A great salary + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation & communication skills & a proven sales ability. 12mth Contract

JOIN A NATIONAL TMC

STRATEGIC CORPORATE SALES MANAGER

MELBOURNE – SALARY \$95K + BONUSES / COMMISSIONS

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

IN SEARCH OF A CREATIVE GENIUS

HEAD OF MARKETING – TRAVEL COMPANY

SYDNEY – \$140K PLUS GENEROUS PACKAGE

Rarely do these roles present themselves so if you have been thinking about moving in the New Year now is the time to update your CV. This travel company is looking for a senior marketing manager to lead, develop and implement their new marketing strategy over a 3 year period & lead a team of 3 across traditional and digital functions. You must have Travel Marketing experience at a management level to apply. Ring for a confidential chat today 9231 2825.

STRIKE GOLD IN THE TOP END

AREA SALES MANAGER

DARWIN – UP TO \$65-70K PKG

Take your career to the next level and join this industry leader in Darwin. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationships, sourcing for new opportunities, managing leads & negotiating contracts. A great salary + bonus + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation, communication, organisation & proven sales skills

SENIOR AIRFARE GURUS

SENIOR AIRFARE CONTRACTING MANAGER

SYDNEY – EXCELLENT SALARY PACKAGE UP TO \$97K +

A rare opportunity has landed at AA for a strong airfares manager to step into a newly created role with this amazing travel organisation. You will have worked in a fares and ticketing role or a supplier contracting role and MUST have a strong understanding of fares and ticketing to apply. Many benefits are included with the bonus of working for one of the best in the business. This role is interviewing now so ring for a confidential chat 92312825.

HUNTERS ONLY NEED APPLY

DIRECTOR OF SALES AUS- TMC

SYDNEY – SALARY PACKAGE \$155 K + BONUS

The search is on for Australia's most talented, inspiring Corporate Sales Manager who enjoys leading from the front. This is your opportunity to join this award winning global TMC in a role that will allow you to mentor and develop others, whilst still managing your own client portfolio. If you love the thrill of the chase and can motivate others, this is the dream role you have been waiting for. Apply today or ring for a confidential chat on 9231 2825.

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