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First with the news

Tuesday 6th December 2016



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SAA kids concern

FAMILIES travelling from Perth to South Africa are reminded to bring the correct documentation to ensure they are not turned away from their flights, South African Airways has warned in a statement today.

Tim Clyde-Smith, SAA's country manager for Australasia, said "in too many recent examples, passengers have arrived to check in for their flight to find they have incomplete or no supporting paperwork that should include unabridged birth certificates and/or sworn affidavits".

"Despite a comprehensive and ongoing education program through the travel trade, people are still arriving in Perth without the right documents," he said.

Clyde-Smith urged all travel agents to check with their clients to ensure they had the proper paperwork in place well before the travel date.

For more information on the travel regulations, **CLICK HERE**.

CHOICE calls out airlines

CONSUMER advocate CHOICE has called for an overhaul of airline practices after a six-month investigation found "systemic breaches" of Australian laws.

The organisation has asked for the ACCC to respond to its findings, saying airlines were guilty of excessive cancellation fees, no-refund policies and inadequate compensation.

"Our investigation reveals the significant power imbalance between consumers and airlines, who are not being held to the same basic standards as other industries," said CHOICE director of campaigns Matt Levey.

"Businesses across the country are banned from making blanket 'no refund' claims, but the airlines do so blatantly when selling tickets," he said.

"Under the Australian Consumer Law, you have a right to a refund no matter how many times an airline lands you with a no refund

message as you make your way through an online checkout."

Choice compiled a report, *Fair Play? Terms and Conditions in Australia's Airline Industry*, following a lengthy "complane" public campaign.

It found excessive cancellation fees, a lack of redress when flights are delayed and cancelled, and other unfair terms and conditions were the norm among Australian domestic airlines.

Choice has called for airlines to remove "no refund" signs from their websites and drop "no show" clauses from contracts.

It has also asked the ACCC to take action against breaches of Australian Consumer Law.

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

Corroboree 2017

DESTINATION Canada has opened registrations for Canada Corroboree 2017 today.

The national roadshow will be a vehicle to celebrate Canada's 150th birthday, with events to be conducted in Perth (01 Feb), Melbourne (02 Feb) Brisbane (06 Feb) and Sydney (07 Feb).

Close to 30 Canadian supplier and destination representatives will participate at next year's shows and there will be a chance for attendees to win one of four trips to Canada, plus many additional land-only giveaways.

Attending for the first time will be new partners from Manitoba and Atlantic Canada.

A theatre-style seating format will provide Canadian presenters a chance to showcase destinations and products and detail how each region will celebrate the 150th anniversary of Confederation.

The shows will be MC'd by TV personality Trevor Cochrane and run from 5-9pm - register **HERE**.

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oneworld automated fares

SELLING oneworld alliance round-the-world and multi-continent tickets has been made simpler following the introduction of automated pricing overnight.

Previously, pricing of oneworld Explorer RTW fares, along with the Global Explorer and Circle fares (Circle Trip Explore, Circle Pacific, Circle Asia & South West Pacific & Circle Atlantic) for travel through multiple continents had to be performed manually.

Fare calculation for customer itineraries, including all taxes and other charges have been the responsibility of agents, until now. Initially available for travel

CX A350s to Brissie

BRISBANE Int'l Airport has been confirmed as Cathay Pacific's launch destination in Australia for its new Airbus A350-900s.

CX will deploy the state-of-the-art Airbus jet from Mar, resulting in an upwards capacity bump of 12% and additional cargo space.

The aircraft is configured with 280 seats over three classes, and will operate the overnight service daily to HKG, CX156.

agents connected to the Sabre GDS (and its Abacus and INFINI associated systems), frontline sellers can now book and automatically calculate the cost of these tickets, complete with taxes and other charges.

The instant pricing will not only fast-track the process, the final total is also covered by the GDS fare guarantee policy.

Consultants will benefit from reduced Agency Debit Memo costs, "enabling them to sell these fare with greater confidence.

"It will also remove the need for updating and managing their own libraries of oneworld fare products terms and conditions," the oneworld alliance said.

Director of sales José María Alvarado said the new automated fares would make travelling across complex itineraries "as simple as possible, at greater value.

"Making them easier to buy and sell, through the new technology now in place, will make them even more attractive," he added.

Other GDSs will have access to the capability soon.

Kenya visits up 26%

RENEWED interest in African safari holidays has been cited by Kenyan Tourism Board (KTB) for a continued upwards trend in visitors to the East African nation.

This morning, KTB revealed the Australian visitor market to Kenya has surged 26% year-on-year between Jan to Sep 2016.

The momentum follows a 19% upswing in growth from this market for the first six months.

A brand awareness campaign spanning editorial, advertising, digital and a documentary over coming months is expected to further heighten interest in Kenya, KTB rep Bart Druit said.

Insight/Ensemble JV

INSIGHT Vacations in North America has finalised a preferred partnership agreement with Ensemble Travel Group, the Travel Corporation confirmed today.

The pact spans Insight's core premium touring program and its Luxury Gold high-end itineraries.

A TTC spokesperson told **Travel Daily** the preferred arrangement with Ensemble Travel Group was "currently only applicable in the USA and Canada".

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TEQ, Red Balloon jv

REDBALLOON has formed its first partnership with a major tourism organisation, signing a deal with Tourism & Events Queensland to showcase 900 of the state's variety of experiences. Options include day tours, dining experiences and extended trips.



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Batik Air Perth approval



INDONESIAN carrier Batik Air (ID) has gained approval from local authorities to commence flights to Australia, having attained an air operators certificate from CASA.

Batik Air is owned by Lion Air Group, which also owns Malindo Air - the low-cost carrier flying to Perth from Kuala Lumpur.

Under Batik's air operator certificate, the carrier is able to

fly either Airbus A320-200s or Boeing 737-800/900 aircraft here.

Lion Air Group president Edward Sirait said ID was intent on commencing flights from Bali to Perth as soon as possible, flagging a launch date of either this month or Jan 2017.

In addition to the busy short-haul Perth route, Batik has its eye set on introducing medium-haul routes to Sydney and Melbourne, the airline said in a statement.

It's understood the carrier will not list its flights on the GDS.

150 Best Westerns

NEW locations in Brisbane, Perth and Christchurch have been added to the Best Western Hotels & Resorts portfolio in Australasia, boosting the group's footprint to 150 properties.

The additions include the newly refurbished Best Western Plus Hotel Diana Brisbane, Best Western Northbridge Apartments Perth and Best Western Plus Fino Hotel and Suites Christchurch - the group's first upmarket 'Plus' category hotel in New Zealand.

Best Western Australasia's head of commercial Steve Richards said the new members "exemplify the evolution of the brand".

HA expanding fleet

HAWAIIAN Airlines is boosting its fleet with the addition of three new planes, including the lease of two Airbus A321neos & purchase of another A330-200.

The signed letters of intent will enable HA to fast-track the retirement of its Boeing 767s by the end of 2018 & complements the previously placed order for 16 new A321neo aircraft.

The extra A330-200 will elevate Hawaiian Airlines' fleet of the wide-body aircraft to 24 by the fourth quarter of 2017.

HBA least liked airport

HOBART Int'l Airport has been ranked as the worst major airport in the country, scoring 6.9 out of 10 in a survey conducted by Cheapflights.com.au.

Scores were assessed on range of bars & restaurants, cleanliness & bathroom quality - more [HERE](#).



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Canada Corroboree 2017



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registrations close 23 Jan 2017

A GROUP of Helloworld agents were among the first aboard the maiden commercial flight from Townsville Airport to Brisbane West Wellcamp Airport on 28 Nov (TD 29 Nov).

Pictured with the Airnorth crew are: Fiona Laureau, helloworld Toowoomba City; Eddie Murphy, helloworld Toowoomba Range; Ashley Dieckmann, helloworld Toowoomba Ridge & Carly Smith, helloworld Toowoomba City.

Hilton splits Park

HILTON Worldwide's Board of Directors has approved a plan to spin off Park Hotels & Resorts and Hilton Grand Vacations.

"As three independent companies, Hilton, Park Hotels & Resorts, and Hilton Grand Vacations will be well-positioned to capture incremental growth opportunities and capital market efficiencies in their respective business," said Christopher Nassetta, president & chief executive officer of Hilton.

Hilton shareholders will receive two shares of Park and one share of Hilton Grand Vacations for every 10 shares of Hilton they own by 03 Jan.

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Axis Events acquired

THE Appointment Group (TAG) has acquired Sydney-based events company, Axis Events.

Under the deal, 28 Axis Events staff will join TAG, with a recruitment drive planned for new event management and business development roles.

"We have now created a powerful group of travel and event specialists and look forward to further cementing our position in the Australian market," said Shane Barr, md TAG, Asia Pacific.

TAG will have offices in Sydney, Melbourne and Singapore, making it one of the country's biggest event companies.

EVA/Air India c'share

EVA Air and Air India have commenced a c'share deal from Taipei to Bangkok or Singapore and connections to Mumbai.

Both Star Alliance members' flight numbers are being used on EVA-operated Taipei-Bangkok and Taipei-Singapore services and on Bangkok/Singapore to Mumbai connections flown by Air India.

The schedule started 01 Dec.



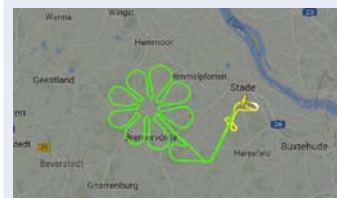
Window Seat

A GERMAN pilot embarked on a complicated flight this week to outline the word "hello" on his flight path (below).



The mission took 37 minutes to complete, with the unidentified pilot accomplishing the task on board a Robin DR400/180 Regent aircraft.

It isn't the first time the crafty pilot took to the skies in the name of art, having last week outlined a full flower in the air complete with eight petals, a stalk and leaf.



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Hawaiian Airlines is expanding its 'Ohana' and are looking for an experienced **Distribution & Reporting Specialist** to join its **Sydney based** Team. If you love working in a fast paced environment where there is never a dull moment, know all things Fares & Ticketing, are an Excel Whizz and you think you have got what it takes then please step forward.

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Applications close 9 December 2016.

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Marriott expansion

MARRIOTT International will open nearly 30 luxury hotels in 2017, with a total of 180 in its development pipeline.

In an update to the International Luxury Travel Market (ILTM) in Cannes this week, the group said its new openings would extend its reach to 20 new countries, from Iceland and Nepal to Cuba.

Marriott has doubled its luxury portfolio through its merger with Starwood Hotels & Resorts earlier this year.

VA Supercars video

VIRGIN Australia has enlisted Supercars champion Jamie Whincup to star in its latest on-board safety video, taking an anxious-looking pilot on a circuit of the Mount Panorama track.

The new clip is being introduced on board VA's fleet of wide body Airbus A330 and Boeing 777.

To view the video **CLICK HERE**.

Perth group joins Melb action



PERTH corporate consultants enjoyed some of the action of Melbourne's famous sporting scene on the weekend during a two-night famil.

The group flew with Virgin Australia to experience the Chairmans Lounge at AAMI Park where codeshare partner Etihad Airways is a major sponsor, giving them an opportunity to watch a game between Melbourne City FC

and Brisbane Roar.

Pictured at the game, from left, are: Bianca Scholer, Corporate Traveller; Kyle Jackson, Corporate Traveller; Maria Claydon, CT Connections; Joanna McGlennon, Globetrotter Corporate Travel; Khadija Alnofeli, Etihad; Daniella Fahey, Virgin Australia; Amy Thomson, Orbit World Travel; Dirk Leonhardt, ATPI Voyager and Rohan Farrance, Etihad Airways.

SAA gets an A330-300

SOUTH African Airways has taken delivery of its first Airbus A330-300, to be deployed on its long-haul and intra-Africa routes.

The aircraft is the first of five and is configured in a two-class layout with 46 Business class seats and 203 in Economy.

SAA has selected the latest 242-tonne maximum take-off weight variant of the A330-300.

Writing workshops

TRAVEL writer Rob McFarland has announced two new travel writing workshops to be held in Sydney and Melbourne next year.

The courses will provide insight into professional writing and pitching techniques, while also giving feedback on participants' writing skills.

The workshops cost \$399 and will be held in Sydney 21 Jan and Melbourne 04 Feb.

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EY Europe venture

AIRBERLIN has sold its share in Austrian low-cost airline NIKI to Etihad for €300 million, paving the way for the Middle-East carrier to embark on a new European venture.

The Etihad Aviation Group (EAG) board has approved plans to create a new European leisure airline group in partnership with TUI AG, combining the NIKI share with the operations of TUIfly.

The resulting entity would have a fleet of around 60 aircraft, offering a capacity of about 15 million seats per year.

The plans are subject to regulatory approval, with more details to be announced after further negotiations between Etihad and TUI.

airberlin said it had sold its 49.8% stake in NIKI in order to "refocus the business".

Chief executive officer Stefan Pichler said the transaction was part of a strategy to simplify the group and reduce exposure to seasonal destinations.

Etihad would not majority own or control NIKI and its current schedule remains on sale.

Tramada upgrade

TRAMADA Systems has released the latest version of its tramada customer and financial management system, offering new features for reporting, automation, GDS integration and user guidance.

The tramada Version 5.0 offers new online guidance technology, providing users with assistance at a particular point in a workflow and "walk-throughs" for several key functions.

The new version also extends GDS integration so that travel consultants do not need to toggle between GDS and tramada, as well as new reporting and workflow automation features.

JetBlue, Amazon pact

JETBLUE Airways frequent flyer members will be able to earn points shopping online under a new partnership with Amazon.

The deal allows TrueBlue members to earn points when shopping with Amazon, either in the air via the carrier's Fly-Fi inflight internet or on the ground via a dedicated JetBlue link.

Find out more about the diverse Philippines in the December issue of *travelBulletin*.

CLICK HERE to read
travelBulletin



Ignite girls light up the Maldives



IGNITE Travel Group rewarded six of its staff with a recent family trip to the Maldives.

The team enjoyed Singapore Airlines flights, 5-star resort accommodation and hospitality, under the supermoon beach BBQ, sunset fishing, snorkelling (including a giant mantra-ray encounter), seaplane flight and a guided tour of Male.

The girls also put their beach volleyball skills to the test, taking part and winning a tournament and victory trophy at Furaveri

Island Resort & Spa.

Pictured from left are Natalie Crawford, Jackie Zacharia, Paulina Harland, Vicki Buchanan, Sarah Bentley and Cristiana Zovi.

QBT carbon neutral

A **CARBON** offset program supporting reforestation projects in WA has helped QBT become the first certified carbon-neutral travel management company in Asia-Pac, while also allowing it to provide offsets to its clients.



Sales Manager NSW, ACT, QLD, WA (Sydney based)

Malaysia Airlines Sydney Sales division requires the services of an experienced Sales Manager. Primary responsibilities include: responsibility for the results and activities for NSW, ACT, QLD, WA; managing a team of staff; managing agreements and fare negotiations for state based travel organisations and accounts; developing sales and marketing strategies to achieve sales targets; developing / growing and managing key distribution channels and targeted market segments; managing and sourcing new business opportunities.

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.

Please email your application to sarah.king@malaysiaairlines.com
Applications close 09 December 2016.

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A GROUP of Magellan agents was recently treated to an eight day famil of Italy as guests of CIT Holidays and Etihad Airways.

The agents had the opportunity to discover the natural beauty of the Cinque Terre region and a two night stay in a CIT villa in Tuscany, complete with a truffle hunting

expedition and cooking classes.

They also experienced small-group guided tours of Florence and Milan.

Pictured on the trip are Leanne Schiavello, CIT; Athena Salalidis, Hawthorn Travel; Rosemary Amos, Capital Travel; Marnie Turner, Rheom Travel; Barbara Hanna, Trendsetter Travel; Kristy White, Champagne Travel; Nanette Lulham, Happy Holidays; Amanda Robinson, Brighton Travelworld; Ben Lawrence, Albury Travel; Stephen Coulter, Benalla Travel and Justin La Grange from Etihad Airways.

Savannah opening

THE Savannah Safari at Taronga Western Plains Zoo opened today, offering guests the chance to ride on a safari truck through the exhibit with giraffes, two species of antelopes and ostriches.

The \$1.4 million project also includes a new elevated viewing and an extensive redevelopment of the exhibit and public areas.

In the coming year white rhino and zebras will be added to the safari experience.

Ethiopia safety boost

BRITAIN'S Foreign and Commonwealth Office (FCO) has this week revised its stance on travel to Ethiopia.

With the exception of the districts of Tsegede, Mirab Armacho and Tach Armacho in North Gonder, the Government travel body no longer advises against all but essential travel to the Amhara and Oromia regions, the FCO announced.



SO THE Federal Parliamentary year has come to an end with the 45th Australian Parliament rising last Thu for the summer break. They will return after a very long break for the first day of sitting on 07 February 2017.

In fact, in 2017 there will only be 52 joint sitting days. That is days in which both the House of Representatives and Senate sit to vote on legislation. There are other days (an additional 20 or so) in which one or the other house sits, but in terms of Parliament in full swing out of the 365 days available, 52, yes 52 will be the total number of full scale productive parliamentary sitting days. Not bad if you can get away with it I guess.

Of course all of the politicians would argue that they work hard every day, so the fact that they only have to turn up in Canberra for less than two months of the year seems reasonable.

It may have something to do with the fact that getting legislation passed in 2017 is not going to be easy and the other 313 days they will all be busy meeting with each other to see who can skin the other's cat more in order to get proposed legislation passed.

The last week of Parliament for 2016 has shown us all just how much horse trading is prepared to be done and how the terms "say one thing, do another" or "if it seems to be too good to be true then it probably is" resonates with the new Australian Senate.

Next year will be a rough and tumble year for the Prime Minister and all of the Ministers as they attempt to navigate new territory in a hostile Senate who have so many different ideas and concepts which will need to be packed into 52 days. Interesting times ahead.

On a final political theme, the shock announcement yesterday of the resignation of Prime Minister John Key in New Zealand has come as a surprise to the travel and tourism industry.

When the Prime Minister of a country is also the custodian of a particular industry there is no doubt that it has a positive impact. Having met personally with Prime Minister Key, I can state he is a stand out politician who really did understand how the travel and tourism industry worked and believed that it is an important industry for New Zealand.

For our friends across the ditch, I am sure they will need to look to the long white cloud to find themselves a new Mr Key who hopefully will hand over the keys to the nation to an equally outstanding New Zealander. Can't wait to see who it is.

Velothon Qld event

VELOTHON, a global three-day cycling event, is set to launch on the Sunshine Coast next year.

The three-day race will begin each day in Mooloolaba, with the mass participation event to be held from 13 to 16 Jul.

"This event will tap into the massive global cycling movement, offering thousands of athletes an amazing opportunity to compete and enjoy a Queensland holiday," said Qld Minister for Tourism & Major Events Kate Jones.

Velothon is being delivered by IRONMAN Oceania in partnership with Tourism & Events Qld and Sunshine Coast Regional Council.

3U plans CTU/DXB

SICHUAN Airlines will offer direct flights between Chengdu, China and Dubai from 17 Dec.

Airbus A330 aircraft will be utilised by 3U on the route, operating on Wed and Sat.

LGW Express chaos

THOSE looking to travel on the Gatwick Express rail service on 06 Dec should expect "severely reduced and disrupted services" due to planned industrial action.

The strikes have been scheduled for the following dates: 02 to 08 Dec, 13, 14, 16, and 19 Dec and 31 Dec to 02 Jan and 09 Jan.

National Rail is advising pax to check the website's journey planner 24 hours ahead of the travel date to ensure services are still operational.

Hilton Marco reopens

HILTON Marco Island Beach Resort and Spa in South Florida has reopened following an extensive US\$40m renovation.

The 310-key hotel now offers oversized luxury family suites with connecting room options, an upgraded outdoor pool and a new eatery dubbed The Deck at 560 Bar & Restaurant.



Money

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

\$1AUD = US0.744

THE Australian dollar climbed 0.2% over the last 24 hours following the resignation of Italy's Prime Minister Matteo Renzi and the rejection of the proposed reform package, according to an update by Western Union.

Against the British pound, the AUD was up 0.4% and 0.5% against the Japanese Yen.

As the Euro rebounded, the AUD fell 0.4%.

Today's focus will be the Reserve Bank of Australia meeting, with no change to be expected.

Wholesale rates this morning.

US	\$0.744
UK	£0.585
NZ	\$1.038
Euro	€0.691
Japan	¥84.66
Thailand	฿26.43
China	¥4.690
South Africa	R10.179
Canada	\$0.984
Crude oil	US\$51.68

Carriers recognised

VIRGIN Australia has been awarded Best Business Class and Best Cabin Crew by product review company, Airline Ratings.

Although New Zealand's Business class seats came in at second place and it's Premium Economy in first, the Kiwi carrier took home Best Airline Overall in the World.

AirlineRatings.com also gave kudos to Singapore Airlines for its Economy class seats and Etihad Airways for its First Class offering.

View the full list of winners by **CLICKING HERE**.

DXB fog delays

DENSE fog in the UAE disrupted operations at Dubai International Airport yesterday, resulting in delays of up to an hour on both arriving and departing flights.

DXB said in a statement it was working with airlines and traffic control to minimise customer inconvenience.

Princess Cruises tour

PRINCESS Cruises has made it easier for agents to tour its local ships by introducing a new online booking system to streamline the registration process.

Agents interested in walk-throughs can now signal their interest to tour any ship at any port in Australia or New Zealand via the One Source hub.

Group head of sales Brett Wendorf said the initiative was "another step by Princess to engage with more agents".

To log a touring request or for more information visit onesourcecruisies.com.au.

LaMia grounded

BOLIVIA'S aviation authority has indefinitely suspended the operating licence of LaMia, the charter company behind the flight which crashed short of its destination, Medellin in Colombia last week, killing 71 people on board, *ABC News* in the US said.

Hokkaido Tribute

THE Kiroro, a Tribute Portfolio Hotel, Hokkaido in Japan has completed an extensive refit of its premises and will reopen in time for the 2016-17 winter season.

ETG celebrates long service



EXPRESS Travel Group's Queensland office kicked back with key agents at the Lennon's Pool terrace & bar last week in celebration of the holiday season.

Queensland state manager Katherine Chan received a special mention at the shindig, having this year completed her 20th year in the business.

Pictured above from the Express Travel team are Derek Morris, Karine Hill, Katherine Chan and Ari Magoutis.

Aer Lingus scheme

AER Lingus is set to relaunch its rewards program AerClub in partnership with Avios.

Under the revised scheme, loyalty card holders will claim points not only from airfares, but also from participating brands across retail, hotels and car hire throughout Ireland, Europe and North America.

Members will also be able to collect Avios points when shopping with online retailers such as Apple, Currys, House of Fraser, Argos, Eason and more.

Pearl Harbour live

COMMEMORATIONS for the 75th Pearl Harbor Remembrance Day will be streamed live online, beginning 4.45am AEDT on Thu.

The remembrance is among a series of events up until Dec 11.

To view the live stream and for more information, **CLICK HERE**.

ATPI app enhanced

ATPI has rejigged its On The Go mobile app to allow business travellers to upgrade their personal information, such as frequent flyer or loyalty scheme details, while on the move.

A mobile wallet function has also been added - more **HERE**.

Clippers push Hawaii

THE Hawaii Tourism Authority has partnered with NBA team the LA Clippers to promote travel to the island state.

Under the deal, the LA Clippers will hold their 2017 training camp at the University of Hawaii's campus, with a planned Fan Fest featuring the players & coaches.



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



TERMS AND CONDITIONS APPLY

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

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Leisure Travel Consultant

Sydney - North of Newcastle

Salary \$46K inc super + commission

Sick of working on the weekends? This boutique agency in the southern end of the Great Lakes region is seeking a leisure consultant to service their high-end clientele. This agency is expanding and would love a passionate, service focused consultant ideally with a knowledge of Amadeus/Travelog. A supportive office environment where the opportunity for famils is always on offer.

- Annual conference
- Birthdays off!

Call Susan or [click here](#)

Area Sales Manager

Melbourne VIC & SA Territory

Excellent salary + inc + car allowance

Enjoy the freedom of being out of the office. Sort after position with the opportunity to travel overseas and gain excellent career benefits. If you are an experienced sales professional with a passion for adventure then this is the perfect role for you! Calling on the retail travel trade you will maintain existing relationships as well as build new opportunities within the retail travel agency market.

- Monthly incentives
- Laptop & smart phone

Call Ben or [click here](#)

Account Manager

Sydney, Full or Part time

Salary from \$60K + super

Our client has 20 yrs experience representing a portfolio of international destination mgt companies to Australia & NZ. You will meet with high-end leisure travel agents and wholesalers & arrange sales & marketing representation on their behalf. Offering loads of variety, you will be involved in social media, events mgt, sales visits & lead educational trips. Contacts & proven sales exp. is required.

- Career growth
- 3 to 4 days considered

Call Ben or [click here](#)

Retail Agency Manager

Sydney - Eastern Suburbs

OTE \$85-\$100K + Famils galore!

Work close to home in this high yield location. This established agency is experiencing growth and are now in a position to bring in a Manager, Team Leader or 2IC to oversee the small team of leisure consultants. The focus of this business is on customer service and not sales targets. Providing quality and a 5 star service is what has led to their continued success & repeat clientele.

- FAMILS galore!
- World wide itineraries

Call Susan or [click here](#)

Client Relations Team Manager

Sydney CBD, Salary from \$60K + super

Join this global touring wholesale specialist as Client Relations Team Mgr & handle a variety of responsibilities across small teams that look after customer service, travel documentation & financial administration. Experience req.

Call Ben or [click here](#)

Domestic Corporate Cons- Part-time

Sydney CBD, Tuesday and Wednesday

Lots of opportunity to diversify & enhance your skills in this award winning agency offering excellent staff benefits! You will handle a varied account in the film & entertainment space. 80% domestic 20% international. Sabre/ Tramada

Call Susan or [click here](#)



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Working in partnership with the Australian Travel Industry

Experienced Travel Consultant

Gold Coast, \$40-50k + Uncapped Commission, Ref: 2413CN1

Would you like to deal with repeat and referral clients? If you have a real passion for retail travel and sales then apply now. You will be working towards targets and earning an uncapped commission in return, within a sales and service focused environment. You must be experienced within the travel industry, have GDS skills and must have strong geographic knowledge. In return long term career progression, a great salary & a perfect location are perks to this role.

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

Corporate Account Manager

Sydney, \$75-80k + Super, Ref: 2618PE1

I am looking for an experienced Corporate Travel Account Manager to work with a leading TMC in a niche AM role. If you have strategic AM experience but want a role with a difference in the travel industry then this position could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC & your unique clients while promoting account retention & growth. Fantastic earning potential & a great working environment are on offer with this leading TMC.

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

Corporate Travel BDM

Melbourne, \$80-90k, Ref: 2603KF1

As a Corporate Travel Business Development Manager, your primary focus is to use your relationship building skills and the unique product and service offering for client acquisition. You will be a proactive go-getter that won't let anything get in the way of your success. Networking is second nature as you believe that in every conversation is a new opportunity. Targeting large market clients within this national travel management company this is the next step in your corporate travel career!

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

Leisure Travel Consultant

Adelaide, \$45-50k OTE, Ref: 2559SO21

Do you have the gift of travel sales? If you have proven retail sales experience and can manage complex itineraries then you must apply now. You will be working towards targets and aiming to earn lucrative quarterly commissions in return for a career within a supportive and friendly environment. You will be highly experienced within the travel industry, have GDS skills and have proven sales results. Long term career progression, a great salary & an amazing team are perks to this role.

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

Japan Travel Consultant

Brisbane, \$DOE + Gtd Promotion, Ref: 2588SZ1

Love all things Japan? Have you lived, travelled or worked in Japan? This is the perfect role for an experienced travel consultant wanting to work for a multi award winning tour operator with a global presence to look after both travel agents and direct consumers for the Australian market. This role is all about providing expert advice and making holiday reservations! Guarantee career progression & salary increase. Bring your excellent sales and customer service knowledge to this fun job.

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

Cruise Groups Reservations Consultant

Sydney CBD, Great Base + Career Progression, Ref: 2557SF2

Calling all cruise captains and landlubbers! If you're an airfare guru who also loves all things cruising this position is your next step to living your passion. This role with one of the world's best reputed cruise lines will see you in the Groups department working with a huge range of product so that no two days are the same. GDS proficiency is an absolute must, with Amadeus knowledge preferred. This company goes from strength to strength, and progression is on offer for those who want it.

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

Contracting Manager

Melbourne, \$75-90k, Ref: 2614HC

Calling all experienced Contracting Managers to come forth & apply for this opportunity! Be apart of a travel company with exceptional growth and office culture. Get paid your worth and be offered a fantastic salary package with superb benefits. You will have ability to meet deadlines, be organised and want to create exciting products for customers and clients. Take charge in making decisions to generate profitable revenue by developing products. Excellent incentives are perks to the role.

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

Corporate Travel Consultant

Perth, Attractive Package, Ref: 2568SO12

Do you have solid fare knowledge, use of a GDS and want to work for a leading Corporate Travel company? If you are looking for your next step in Corporate Travel this is the perfect role. This Perth based TMC is seeking an experienced corporate travel consultant. This is a varied and exciting role with a fantastic client. If you are driven by success and love working within the travel industry, delivering outstanding customer service in a busy office environment this is the role for you!

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



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