





TRAFALGAR



QF confirms PER-London

QANTAS will deploy its Boeing 787-9 *Dreamliner* on the longest air route in the world when it begins passenger services from Perth to London in Mar 2018 (*TD* breaking news yest).

The London non-stop route had been flagged by the Australian airline multiple times in recent weeks, and comes after Qantas struck a \$14 million deal with Perth Airport and the WA govt.

At 14,498 kilometres and 17hrs, Qantas is billing the Perth-London route as the "shortest & fastest" version of the Kangaroo Route.

"This is a game-changing route flown by a game-changing aircraft," QF Group ceo Alan Joyce said yesterday in the WA capital.

Women for Women

JITO is preparing to hold a dedicated "Women for Women" event in Sydney on International Women's Day next year.

The 08 Mar initiative will bring together more than 400 industry figures in a move to boost female leadership in the travel industry. For more details including high profile speakers, see **page nine**.

15 Nights Australia & NZ On 5 Star Azamara Cruises Departs 19 Feb'17



"Australians have never had a direct link to Europe before, so the opportunities this opens up are huge," Joyce said, adding that timing of the route will enable connections from the east coast.

The service will operate from QF's existing domestic terminals (T3/4) in Perth, which would be upgraded to accommodate int'l flights under the one roof.

QF's existing int'l services from Perth to Singapore and Auckland will also move to T3/4 "to simplify the journey" for travellers, but will move to an expanded T1 by 2025, pending a commercial deal.

Other direct routes from Perth to Europe on Qantas' radar include Paris, Rome and Frankfurt.

Qantas' 787-9 will carry 239 passengers in a three-class cabin configuration (*TD* 27 Oct).

Today's issue of TD

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

- Voyages to Antiquity
- AA Appointments jobs
- JITO Women for Women





For more information visit www.qhv.com.au

Looking for a tree change?

helloworld Cooma – For Sale - A unique retail helloworld Franchise Travel Agency established for over 25 years under the one owner/manager is being offered for sale. Walk into an already established, very successful and highly regarded Cooma business. The only Travel Agency in Cooma and the surrounding districts, servicing a large demographic and its loyal and repeat customers.

Cooma offers a great lifestyle opportunity being located only 1 hour from Canberra, 1.5 hours to the Snowy Mountains and South Coast. For more information please contact Sally Martin on 0400 782 477 or sallymartin777@gmail.com



Travel Daily First with the news Monday 12th December 2016

Badgerys Creek go ahead



Japan visits up 17%

PRELIMINARY arrival data collected by the Japan National Tourism Organisation for Oct indicates the nation witnessed a 16.8% year-on-year rise in visitors, with numbers up to 2.13m.

Australia was among one of the top growth markets, with visits up 27.3% for the month, to 37,700.

For the year-to-date, Japan's arrival numbers for this market are up to 360,600 - 21.3% on the same time last year.



THE second Sydney Airport has been given the green light, with Prime Minister Malcolm Turnbull and Minister for Urban Infrastructure Paul Fletcher finalising paperwork today.

The 18,000 hectare Badgerys Creek Airport in Western Sydney will be located about 50km west of the CBD and includes a 3.7km runway, long enough to cater for aircraft up to and including the size of the Airbus A380.

Speaking on the 2GB breakfast program this morning, Fletcher said it was very important for Sydney and for the nation that additional aviation capacity was provided in the NSW capital.

"There was a major study done by the previous govt which found by 2027 there will be no vacant slots at Kingsford Smith Airport." The Minister, who called the

Antiquity France trips

VOYAGES to Antiquity is offering six voyages through France & Italy in 2017, exploring the country's historical treasures, spectacular gardens and cities.

More details on page seven.

project a "game changer", said the project included a terminal that would cater for up to 10 million passengers annually.

The Badgerys Creek project is expected to be operational by the mid 2020s.

Helloworld on front foot in New Zealand

HELLOWORLD has launched a major drive for new members in New Zealand, including a trade marketing campaign highlighting its "four retail networks to suit every NZ travel business".

Late last week HLO ceo Andrew Burnes hosted a festive season event to thank suppliers for their ongoing support, at the same time formally launching the My Travel Network affiliate network into the Kiwi market (TD Thu).

The NZ promotion is offering "preferential joining bonuses" for new members who sign up before 15 Dec, offering the choice of the Helloworld Branded Network, Associate Network, the My Travel Group and the company's existing Travel Brokers Network in NZ.

Turpie joins DNSW

DESTINATION NSW has named Julie Turpie as the organisation's director event development arts, entertainment and lifestyle.

Turpie has a strong background in the events, sponsorship and commercial services arena, most recently managing a team of 40 as director commercial and marketing services at Sydney Living Museums.

She takes up the position at DNSW next month.



Travel **OUT NOW!** Managers As individual **REQUEST YOUR COPY TODAY** as you are 1300 AFRICA (237 422) benchafrica.com.au 1800 019 599 find out more f 🖪 You Tube Book by 31 December 2016 2017 Pre-Christmas Europe Self Drive Sale

Find out why experience makes

TravelManagers Australia's

premium travel network



PEUGEOT OPEN EUROPE

Citroën

EuroPass



Tax Free Holiday Leasing with Zero Excess - Brand new cars www.globalcars.com.au 1300 789 992

alobalCARS

SCENIC°HUB

Your online portal to success

Sign up now scenic.com.au/hub





Zurich in Cover-More bid

COVER-MORE has revealed a take-over bid worth \$854 million by the Zurich Insurance Company, which has made an offer of \$1.95 per share (*TD* breaking news).

The Cover-More board has unanimously recommended



Colours, enjoy dinner with a local family, go game driving looking for Bengal Tigers, monkeys and sloth bears, Sunrise at the Taj Mahal and cruising Lake Pichola are a few of the many highlights included.

All international tours include flights from Australia paying 10% commission on everything less tax and fees.

> NO single supplements Private rooms Escorted from Australia

We do not take direct bookings so you can be reassured your clients are your own!

For more info or brochures, call 1300 044 444 or go to www.soloconnections.com.au shareholders accept the deal, which equates to a 48.3% premium on Friday's closing price of \$1.32 per share.

The offer represents an implied market capitalisation of \$741 million and an implied enterprise value of \$854 million.

Cover-More chairman Louis Carroll said the sale would be an attractive outcome for shareholders and reflected the value of the company's business and market position.

"It is also an attractive outcome for Cover-More's employees, customers and partners," he said.

"Zurich proposes to operate Cover-More as a discrete business and retain Cover-More's management team."

An independent report on the offer will be prepared by KPMG and distributed to shareholders in Feb or Mar, 2017.

Contiki Lombok crash

A NEW Zealand-based Contiki Holidays employee was killed in Indonesia while on tour when the minivan in which she was a passenger crashed off a cliff last weekend.

The 23-year-old woman from Auckland was one of seven people travelling in the vehicle to a surf beach in South Lombok when the accident occurred.

Two other Kiwis, two Americans and two Aussies were also in the vehicle, *Stuff.co.nz* reports, with some suffering broken bones.

ICC Syd public launch

A PUBLIC open day heralded the launch of a revitalised Darling Harbour precinct yesterday, including the new International Convention Centre Sydney.

NSW Premier Mike Baird unveiled a commemorative plaque to officially open ICC Sydney and said the venue would revolutionise the city's business and entertainment offering.

The centre's first day of operation will be 20 Dec.

Cairo attacks

A BOMBING at a Cairo cathedral killed 25 people and wounded another 49 yesterday, just days after the Department of Foreign Affairs & Trade warned of potential terrorist acts (*TD* Fri).

The department's advice for Egypt has since been updated, suggesting attacks are possible in areas frequented by Westerners and that Australians should reconsider travel to Egypt.



AUSTRALIA'S air traffic controllers will be working hard to keep aircraft well clear of Santa's flight path this Christmas, having promised his arrival will proceed as efficiently as possible.

Air Services Australia has revealed its plans for Santa's visit this year and will again post news and updates on the jolly chap's progress via a dedicated Facebook page.

"We have used a number of initiatives including the use of tailwinds to lessen the effort for the reindeers to keep them fresh for the long trip," said ASA's executive general manager of air navigation services Stephen Angus. To monitor Santa's progress

To monitor Santa's progress via Facebook, **CLICK HERE**.

VIC/TAS Business Development Manager

Would you like to be a part of a growing successful fun filled team specialising in Asia? MW Tours is seeking a self-motivated & energetic person to join their National Sales Team for 2017 -VIC/TAS Business Development Manager. Must be:

- Well Presented
- Great communication skills
- Experience in selling Asia/Sub Continent
- Sales Rep or Travel Industry experience essential
- Salesforce CRM experience a bonus
- Retainer + uncapped commission & lots of famil opportunities

Email a resume by 9 Jan to Tracey@mwtravel.com.au to apply.





QANTAS

Join the Qantas Learning Hub today!

Start learning





Tas PTMs welcome nat office



TRAVELMANAGERS' national partnership team recently boarded a plane from Sydney to Hobart for its annual state meeting.

A whopping 75% of all Tassie Personal Travel Managers were in attendance, with the forum capping off with a soiree to celebrate the silly season (**inset**). **Pictured** above, back row from

Pictured above, back row from left are: Ali Banks, Michael Gazal,



Tanyu Cilek, Jose Canas. In the front row: Anna Bayley, Sheridan Wilson, Pru Gallagher, Gary Jensen, Chrissy Millington, Kirsty Whittaker, Suzanne Laister and Anneli Williams.

G'day USA '17 line-up

AUSTRALIA is set to be promoted as a travel hot spot to an American audience as part of the G'Day USA program, which is now in its 14th year.

A new initiative dubbed G'Day USA Champions will debut next year, which puts prominent Aussies in the limelight to promote the country.

The first 'Champions' include actors Hugh Jackman and Rachel Griffiths; Westfield co ceo Peter Lowry; Village Roadshow ceo Greg Basser; News Corp ceo Robert Thomson and Australian Record Industry Australia's Dan Rosen.

G'Day USA will be featured in New York and Los Angeles, with the initiative to expand for the first time to include Austin, Texas.

Another key event in the lineup is Qantas' G'Day USA Gala.

Held 28 Jan, three Australian entertainment stalwarts will be honoured at the celebrations: David Hill, Catherine Martin and Ben Mendelsohn.

SureSave myth buster

CUSTOMERS choosing to use complimentary travel insurance via products such as credit cards should be aware of some common misconceptions, SureSave's national sales director Talbot Henry has warned.

A common belief among consumers was that travel cover via credit cards was automatic, when in truth the policy must first be activated, said Henry.

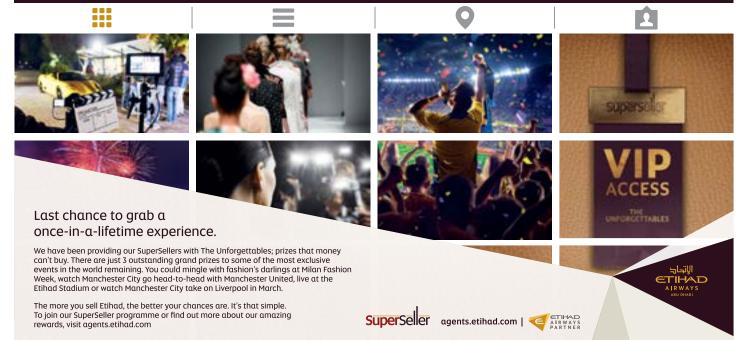
The other challenges to look out for included fine print surrounding age restrictions, existing medical conditions, additional fees, excess payments, flexibility and emergency assistance.

"Travel insurance is not one size fits all, but most credit card travel insurance assume that travellers are," he said.

"Agents play a critical role when it comes to travel safety, ensuring that their customers are not left under-insured, paying too much or missing out on key benefits," Henry concluded.



Win your pass to unforgettable experiences with SuperSeller.



Terms and conditions apply. This promotion is valid for all SuperSeller agents across the Etihad Airways global network for tickets issued from 1 March 2016. Images are for illustrative purposes only. For more details on SuperSeller visit agents.etihad.com



WorldVentures in Oz

TRAVEL membership company WorldVentures opened a new Australian headquarters in Sydney over the weekend, in response to record membership take-up in the country over the past 12 months.

It's anticipated 20 new people will be hired in customer service, administration, marketing and tourism over the next 12 months to staff what is the company's first local office (**TD** 03 Jun 14).

The new Australian base at Sydney Olympic Park will be responsible for managing local membership growth and for expanding membership benefits.

Tassie Airwalk selling

THE Tahune AirWalk has been bought by Tahune Pty Ltd, headed by major shareholder and former manager of the Tahune AirWalk, Ken Stronach.

New operators of the attraction will commence on Fri.

Forestry Tasmania is selling the business and leasing the facilities, but will retain ownership of the fixed assets and the land.

CHC visitor centre

NEW Zealand's outgoing Prime Minister John Key has opened the new Christchurch Visitor Centre in his last official engagement.

The i-SITE is expected to attract 300,000 visitors in the 2016/17 season and is open daily from 8:30am, except Christmas Day.

Classic Aussie Cruise

A NEW 80 min Classic Aussie Cruise is on offer by Fantasea Cruises, with four daily sailings. Fantasea Cruising ceo Anthony Hayes said "not only will our guests experience Sydney's iconic landmarks from our state-of-theart multi-level catamaran with retractable sunroof, they will also be hosted in style with an on-board BBQ, complete with Australian condiments, Aussie beverages and even a Vegemite tasting station".

STR Sydney Nov data

STR'S preliminary accom data for Sydney indicates Nov reached the third highest occupancy level for any month on record.

Nov enjoyed a 91.8% occupancy, up 1.1% year-on-year, while demand (+4.7%) was outpaced by a 3.6% increase in supply.

The revenue per available room climbed 4.5% to \$222.33.



Brochures

WELCOME to Brochures of the Week, *Travel Daily*'s Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Scenic - New Zealand 2017/18

Six tours ranging from six to 24 days in length have been packed into Scenic's New Zealand 2017/18 program. The 20-day Royal New Zealand tour has been extended by two days and now begins in Christchurch and ends in Auckland. The itinerary includes three nights in Queenstown and an overnight stay at Mt Cook. Also new are Scenic Freechoice activities include wine tasting Volcanic Hills wines and

a gondola ride to Skyline in Rotorua, and a half day guided Lakeshore, Forest and Bird walk in Queenstown.



Sunlover Holidays - Great Australian Rail 2017/18 The Sunlover Holidays Great Australian Rail Holidays 2017/18 brochure combines train journeys with activities along the way. This year the Ghan Top End Escape has been revamped and the fully escorted Indian Pacific Great Southern Rail Adventure tour has been added. Another highlight for this year's program is the Overland train, which travels between Melbourne and Adelaide.



Coral Expeditions - New Guinea Circle 2017 Coral Expeditions has unveiled iyd 2017 New Guinea Circle program for the newly refurbished *Coral Discoverer*. The expedition spends 25 nights venturing to the most remote corners of Papua New Guinea and Indonesia and departs from Cairns on 29 Oct 2017. Shorter sections of the voyage are also available. With a maximum of 72 guests, the itinerary introduces guests to tropical rainforests, island village culture

and untouched underwater ecosystems.

LAS VEGAS GROUPS INCENTIVE.

This is your chance to be part of the fabulous Las Vegas familiarization experience in conjunction with Delta Air Lines, our partner Virgin Australia and Las Vegas Convention and Visitors Authority. We are offering 10 lucky agents the chance to WIN an extravagant familiarization trip to the beautiful city of Las Vegas which will include 4 nights in Las Vegas, hotel site inspections, various exciting day time activities and evening shows.







wigin australia

HOW TO ENTER >

To find out how to enter plus full terms and conditions click here



Ctrip finalise buyout

CHINESE travel conglomerate Ctrip.com Int'l has completed the takeover of UK-based global travel search site, Skyscanner for US\$1.74 billion (TD 25 Nov).

Dreams about AC's Dreamliner



ANGE Dean from Travel Dreams submitted this hilarious entry in Travel Daily's exclusive Air Canada Christmas-themed competition to win flights to New York from Sydney or Brisbane.

There's still time for agents to send us their own photo or meme entry to be in the running to win two Economy class flights to the Big Apple, flying via Vancouver. For all the details, see right.

Kakadu Bird Week

EXPRESSIONS of Interest to participate in next year's Kakadu Bird Week have opened.

Held from 01-07 Oct. Kakadu National Park is seeking interest from businesses to co-ordinate bird-themed activities and products to entice people to visit the Top End tourist attraction.

Maze on the market

OWNERS of the Bellingham Maze on the Queensland Sunshine Coast have put the well-known tourist attraction on the market.

Located on Tanawha Tourist Drive at Tanawha, the maze was opened over 20 years ago and has been operated by its current owners for 14 years.

Bateleur renovation

ANDBEYOND Bateleur Camp in Kenya's Maasai Mara has been earmarked for a six-month refurbishment, with work set to commence from 15 Nov 2017.

Guest tents at the camp will be completely rebuilt and increased to 97m², while two swimming pools, a fitness centre and a massage sala will be added. North Camp guest area will close from 15 Nov, with the South Camp staying open until 07 Jan. The entire site will close between 08 Jan-28 Feb 2018, with North Camp reopening on 01 Mar.

It's expected the renovation at and Beyond Bataleur will be completed by 01 Jun 2018.

During the refurbishment a range of special offers will be available for guests, including a Stay 3/Pay 2 promotion.

Iran Air Boeing order

BOEING has finalised a contract with Iran Air for an aircraft order of 80 jets, valued at US\$16.6 billion at list prices.

The order includes 50 737 MAX 8s, fifteen 777-300ERs and fifteen 777-9s, the first of which will be delivered in 2018.

Dreamworld reopens

THE reopening of Dreamworld & WhiteWater World on Sat has been seen as a "positive step forward for staff, members and guests" during a sombre time.

It's been six weeks since the Queensland theme park closed after an accident on the now decommissioned Thunder River Rapids ride resulted in the deaths of four visitors.

"Our hearts & thoughts remain firmly with the families who lost loved ones," Dreamworld chief executive Craig Davidson said.

He said the attraction reopened after a stringent safety audit.

"Every single attraction open today passed an unprecedented multi-level safety review, encompassing Workplace Health and Safety Queensland's audit, Dreamworld's internal engineering review, Pitt & Sherry's independent review and the external peer-review by UK based theme park specialists, TLC," Davidson said on Sat.

Rashid Port connector

THE operator of Rashid Port in Dubai, DP World, has unveiled plans to connect Terminals 2 and 3 with a new 465 metre bridge to improve passenger facilities.

DP World said the project would begin work next year, and include expanding the Port's number of quays and the addition of a new terminal to accommodate a higher number of visiting ships.

Over the 2016/17 cruise season, Rashid Port will welcome 157 cruise ships, up 16% year-on-year.

Okura Prestige Saigon

HOTEL Okura Co Ltd has signed a deal to develop and manage the first Okura Prestige branded property in Vietnam, slated to open in Ho Chi Minh City in 2020.

Okura Prestige Saigon will form part of the 40-storey Satra Tax Plaza multipurpose complex and will feature 250 rooms.

It will be Hotel Okura's third property in Vietnam.



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.



Travel

To win, submit a photo, meme or similar



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.

Postal address: PO Box 1010, Epping, NSW 1710 Australia Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Publisher/Editor in Chief: Bruce Piper Managing Editor: Jon Murrie Editor: Guy Dundas Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper - info@traveldaily.com.au Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au Business Manager: Jenny Piper - accounts@traveldaily.com.au Part of Business Publishing Group.



DISCOVER HIDDEN FRANCE & ITALY

6 VOYAGES TO HISTORICAL TREASURES, SPECTACULAR GARDENS & REMARKABLE CITIES.



FLY FREE GRAND RIVIERA, **IBERIA & ENGLAND** Nice to London | 26 Days | 6 Jun 2017

Highlights: Nice, Marseilles, Carcassonne, Barcelona, Valencia, Malaga, Tangier, Cadiz, Seville, Lisbon, Oporto, Vigo, Bordeaux, Falmouth, Dartmouth, Honfleur, London (Tilbury)

- FREE economy airfare from Australia^ to Nice, returning from London
- 23 night cruise aboard Aegean Odyssey
- 2 night hotel stay in London
- 17 included tours in 5 countries
- Expert Guest Speakers
- Included gratuities & port fees CABIN **Premium Outside cabin** Deluxe Outside

PRICE FROM \$13,450* \$15,950* \$18,450*

VIEW ITINERARY

Deluxe Balcony



ASK ABOUT CRUISE TOUR **ITALIAN & ADRIATIC** HIGHLIGHTS Rome to Venice | 15 Days | 13 Sep 2017

Highlights: Rome, Sorrento, Salerno, Taormina, Corfu, Sarande, Lecce, Dubrovnik, Split, Urbino, Venice

- 2 night hotel stay in Rome
- 12 night cruise aboard Aegean Odyssey
- 12 included tours in 5 countries
- Expert Guest Speakers
- Included gratuities & port fees

0	
CABIN	PRICE FROM
Premium Inside Cabin	\$4,645*
Premium Outside Cabin	\$5,845*
Deluxe Outside	\$7,195*
Deluxe Balcony	\$8,245*

VIEW ITINERARY

CALL TODAY TO BOOK THESE **EXCITING OFFERS** 02 9959 1345

info@vta.net.au | www.voyagestoantiquity.com.au

KABOUT 4 OTHER SAILINGS FROM FRANCE & ITALY

o Juli 17	Mice to sevine	IT Days
6 Jun 17	Nice to London	38 Days
13 Sep 17	Rome to Athens	27 Days
13 Sep 17	Rome to Athens	36 Days
	State of the second second second second	

VOYAGES TO ANTIQUITY

Small-ship cruising at its best

TERMS & CONDITIONS: All fares shown are Australian Dollars, per person, based on twin occupancy and including all bonus saving discount. Fares include pre and/or post hotel stays as detailed for each tinerary, gratuities & port taxes (correct as of 9 Dec 2016). Valid for sale to 28 Feb 2017 or until sold out and for new bookings only. Existing bookings cannot transfer to the new offer. Cancelled bookings are subject to cancellation penalties as per the terms and conditions. All Four & Fly Free offers are capacity controlled and can be withdrawn or modified at any time without notice. ^FLY FHEE offer is subject to availability. Airfare is economy class and based on specific airlines, routing and class. Valid for flights to/from Sydney, Melbourne, Brisbane, Adelade and Perth. +Savings are per person, twin share and are included on the package fare shown and based on specific sailings and cabin categories. Sole occupancy cabins are not available on these offers. Pre & post hotel accommodation & transfers from airport/ port/hotel offered on dates specified on timerary only, ask for details. Travel agent service fees not included. Voyages to Antiquity reserve the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees. For full terms & conditions visit www.voyagestoantiquity.com.au or visit your local preferred Travel Agent.



www.aaappointments.com.au



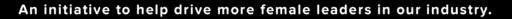
Want your career search handled confidentially? Call the experts!

HUNTERS WANTED **STEP UP CORPORATE SALES MANAGER** TRAVEL TEAM LEADER BRISBANE - UP TO \$95K PKG + COMMISSION GOLD COAST – UP TO \$65K PKG + COMMISSION Due to expansion this globally recognised and highly Here's your chance to grab a leadership role on the Gold respected travel management company requires a talented Coast and rise up the ranks. This innovative travel company is sales manager to grow their corporate client base including looking for an experienced travel manager to come and lead large and SME accounts. You'll be experienced in working their sales team. As a hands on manager you'll lead by within the corporate market, pipeline development and example whilst motivating and developing your team to achieve solid financial, service and personal results. A strong winning new business through to account management and retention of clients. A generous salary package + lucrative base salary + generous commission structure is in place commission structure is on offer. along with famils and a strong career path. LEADING CORPORATE TRAVEL COMPANY WHOLESALE TRAVEL COMPANY ACCOUNTS MANAGER / ADMINISTRATION SUPPORT STRATEGIC CORPORATE SALES MANAGER VICTORIA (GEELONG) - TOP SALARY PACKAGE DOE MELBOURNE - SALARY \$95K + UNCAPPED BONUSES Our client is a boutique wholesale company focusing on the This leading travel management company is looking for an experienced & driven BDM to join their large market sales finer things in life. You will be responsible for accounts payable & receivable, BAS, banking, financial reporting, team. You will be responsible for acquiring new corporate business, developing relationships & implementing sales together with general administrative duties. To be successful strategies to optimise client spend. Attractive salary with you will be required to have solid account / finance experience, knowledge of Xero and be well presented. This uncapped bonuses. Experience as a travel BDM with a position is 3-4 days per week (week days) only. Only proven sales track record along with strong customer service, experienced applicants will be considered. presentation, communication and negotiation skills essential. YOUR NEXT CAREER MOVE SENIOR AIRFARE GURUS **AREA SALES MANAGER - HOTELS** SENIOR AIRFARE CONTRACTING MANAGER MELBOURNE - UP TO \$65K - \$70K PKG SYDNEY - EXCELLENT SALARY PACKAGE UP TO \$97K + Take your career to the next level & join this industry leader A rare opportunity has landed at AA for a strong airfares in Melbourne. You will manage a portfolio of clients manager to step into a newly created role with this amazing promoting the company, maintain a regular sales call cycle travel organisation. You will have worked in a fares and developing relationships, source for new opportunities, ticketing role or a supplier contracting role and MUST have a manage leads & negotiate contracts. A great salary + strong understanding of fares and ticketing to apply. Many benefits on offer. You will need travel or hospitality benefits are included with the bonus of working for one of experience in a similar role, great presentation & the best in the business. This role is interviewing now so ring communication skills & a proven sales ability. 12mth Contract for a confidential chat 92312825. INTERVIEWS TO COMMENCE JANUARY HIT THE ROAD WITH A LEADING BRAND **DIRECTOR OF SALES AUS-TMC SALES EXECUTIVE - CRUISING** SYDNEY - SALARY PACKAGE \$155 K + BONUS SYDNEY - SALARY PACKAGE \$80K The search is on for Australia's most talented, inspiring Our client is searching for a Sales Executive who is Corporate Sales Manager who enjoys leading from the front. passionate about cruising along with the ability to source This is your opportunity to join this award winning global and secure new business. You will have a real drive, passion TMC in a role that will allow you to mentor and develop and understanding of the cruising market along with the others, whilst still managing your own client portfolio. ability to establish relationships and conduct presentations to If you love the thrill of the chase and can motivate others, secure wins for the business. Be rewarded with a supportive this is the dream role you have been waiting for. Apply today team and be proud to walk through the doors with this or ring for a confidential chat on 9231 2825. product under your arm. AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600 FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au



WOMEN FOR WOMEN'S PAY



An entire day dedicated to personal development for females.

400+ amazing women in Travel Hospitality & Tourism are invited to a fun packed day to hear inspiration, motivation and build confidence from these inspiring female leaders. Male supporters of female leaders are also welcome to attend.

Dockside Venue Cockle Bay Wharf, Sydney - 8th March 2017 - 9.30am until 5.30pm

SPEAKERS



Penny Spencer Managing Director Spencer Travel

Katrina Barry

Managing Director Contiki



Vandekreeke Vice President ANZ Carnival Cruise



Alex O'Connor Managing Director Insight Vacations



Anna Guillan Regional Director Sales & Marketing One&Only

Lisa Akeroyd

Managing Director

in



Motivational Speaker

Lynne Clarke

Managing Director MSC Cruise



Kathryn Robertson Regional General Manager Air New Zealand

PRIMARY SPONSOR

Kaylene

Managing Director

Shuttlewood



DRIVEN BY SERVICE



Laura Ruffles

Global COO/CEO ANZ

0







travel counsellors

 \Rightarrow