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IATA FC/ACCC submission

THE International Air Transport Association has lodged a submission with the High Court of Australia as part of the appeal case brought by the Australian Competition and Consumer Commission against Flight Centre.

The ACCC was granted leave to appeal the decision of the Full Court (TD 11 Mar) which overturned the previous ruling against Flight Centre relating to allegations it had attempted to induce EK, SQ and MH to enter into price fixing arrangements.

IATA's most recent submission includes technical details of the IATA Passenger Sales Agency Agreement, claiming the ACCC's arguments "would lead to the absurd conclusion that [an airline]

would engage in price fixing simply by appointing Flight Centre as its selling agent".

The ACCC said it's appealing the court decision because it raises key issues for the application of competition laws in Australia.

The long-running case is now set for a full hearing on 27 Jul.

TAAP USA promo

EXPEDIA TAAP is today celebrating Independence Day by painting the front page of **Travel Daily** in Expedia yellow.

Expedia and Brand USA are sharing the excitement with travel agents, offering 140,000 travel points to the biggest US booker each week for six weeks. See expedia.com.au/TAAP.

One week to expo

THE Travel Industry Exhibition will be held for the first time in Melbourne next Mon and Tue.

The event at Docklands will also include the free **Travel Daily** Christmas in July - don't miss it!

See the **cover page** and the **last page** of today's **TD** for details.

Today's issue of TD

Travel Daily today has seven pages of news and photos, a front cover page for **The Travel Industry Expo** plus full pages:

- Albatross Tours
- AA Appointments jobs
- JITO
- Greece & Med Travel Centre
- The Travel Industry Expo

Expedia TAAP
TRAVEL AGENT AFFILIATE PROGRAM

The TAAP USA Birthday Bash

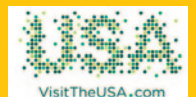
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TD turns 22 today!

TODAY is **Travel Daily's** 22nd birthday, with the first ever issue of Australia's favourite travel industry publication published - as a one page fax - on 04 Jul 1994.

Thanks to the industry for your ongoing support!

AIR NEW ZEALAND

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WTP rebrands as Orbit

WORLD Travel Professionals has formally aligned with its major shareholder, NZ's House of Travel, rebranding effective immediately as Orbit World Travel, House of Travel's TMC brand.

The move sees the combined trans-Tasman operation become Australasia's largest 100% locally owned travel management company, with a total of 14 offices - 9 in NZ and 5 in Australia.

Executive director Michael Chase-Smith said the businesses had worked together for many years, and saw an opportunity to better support clients in the fast-evolving corporate world.

He said the combined Orbit World Travel will bring together products, services and solutions to offer more consistent service, technology and client management for companies

operating in both markets.

Chase-Smith told **Travel Daily** the group has combined annual sales revenue of \$500 million with more than 1,200 corporate clients and 330 experienced staff.

“With a combined innovative suite of technology and travel solutions, including our clever proprietary technology with leading third party solutions, we can ensure our travellers continually receive a seamless and personalised travel experience every time they travel,” he said.

Orbit World Travel NZ's group strategy director, Niall White, said both businesses aim to provide clients with tailored, personalised travel experiences and solutions.

“Bringing Orbit and World Travel Professionals together is a big move for the business travel market across Australasia.”

WTP was formerly a long-time Travelscene Corporate/Helloworld member but departed the group (**TD** 16 Jul 2015) as a result of its 50% acquisition by House of Travel, joining CT Partners which also includes House of Travel-owned TravelManagers.

World Travel Professional founders Chase-Smith and Lisa Story retain the remaining 50% of the company.

Chase-Smith said the trans-Tasman integration was just the start, with Orbit World Travel also having further aspirations for future international expansion.

New Air NZ gm Aus

KATHRYN Robertson has today been named as Air New Zealand's regional gm Australia, to begin in the position later this month.

The newly created role sees Robertson take over from Leanne Geraghty, who recently relocated to Auckland to become regional gm distribution and corporate.

Robertson joined Air NZ in the UK in 2007 and has moved within the company a number of times and was most recently general manager UK and Europe.

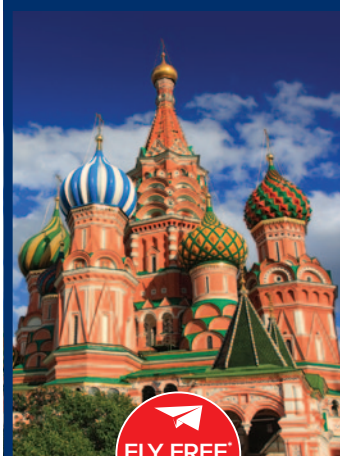
QF JNB peak special

QANTAS has return Economy class fares between Australia and Johannesburg on sale priced from \$2,254 (ex Sydney) for departures in high season (11 Dec-11 Jan).

The promotion runs throughout the month of Jul - more **HERE**.

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Travel Daily

First with the news

Monday 4th July 2016

APT EUROPE RIVER CRUISING 2017

CLICK TO VIEW DEALS

Bellew's vision for MAB

FOLLOWING his official appointment to lead Malaysia Airlines Berhad as chief executive officer (**TD** Fri), Peter Bellew has outlined his vision for the airline's 'Going Forward' strategy which includes the introduction of a new *Fly Smart* plan.

"The goal will be to fly customers safely to places they want to go with great value fares and superior service on clean modern aircraft," said Bellew.

He announced the company's intentions to start new routes from various Malaysian airports

to unserved Asean destinations and the importance of rebuilding relationships with the global travel trade to achieve the group's goals.

"We will lead a worldwide marketing initiative promoting the wonders of Malaysia," he said.

Under Bellew's leadership, the next year will see a new website, mobile app and trade reservations system implemented; with the digital experience identified as a key area of investment for the company in 2016 and 17.

Travizon deal done

THE acquisition of Boston-based Travizon Travel by Australian firm Corporate Travel Management (**TD** 20 Apr) is now complete.

CTM md Jamie Pherous said he was looking forward to the company's continued North America expansion.

Marvel Japan brox

TRAVELMARVEL has released a standalone brochure for Japan in 2017, offering a 12-day Discovering Japan tour from Tokyo to Osaka, leading in at \$5,395ppts.

An earlybird saving of \$1,000 per couple is available now.

More new brochures on **page 6**.

CWT restructure

CARLSON Wagonlit Travel has reshuffled its leadership team to "realign its organisation to better drive innovation."

New to the exec leadership team are Kelly Kuhn, chief customer officer; Patrick Anderson, chief strategy & commerce officer and Scott Brennan, president hotels.

Moving from his former role as CWT's evp global marketing and strategy is David Moran who has now taken the position of chief human resources officer.

Chief technology officer, Andrew Jordan, has also seen his position expand to include end-to-end product delivery, lifecycle and innovation.

Visit Victoria debuts

VICTORIA Premier Daniel Andrews on Fri announced the launch of Visit Victoria (**TD** 14 Aug), a new entity tasked with "keeping [the state] number one for tourism and major events."

Window Seat

IN CELEBRATION of America's Independence Day, LEGOLAND California Resort unveiled its tallest model skyscraper in the USA - One World Trade Centre.

Constructed using 250,000 LEGO bricks; eight Master model builders and 1,200 hours, the One World Trade Centre model weighs in at more than 453kg and towers 7.9 metres.

The skyscraper (**pictured** below) is featured in the newly remodeled Miniland New York located within the attraction.



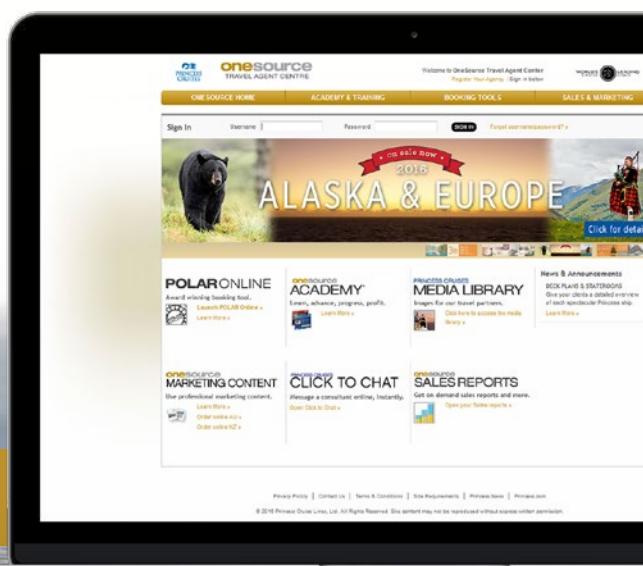
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Monday 4th July 2016

NCL localised website

NORWEGIAN Cruise Lines has unveiled a new Australian portal, bringing the website in line with the brand's new global platform.

Tailored to suit Aussie travellers, the easy-to-navigate site displays fares in Australian dollars and is aimed to provide an "enhanced user experience and centralised global product management".

Through www.ncl.com.au, customers are able to check up-to-the-minute product info on cabin availabilities & special deals.

Optimised for mobile, the site features a holiday search tool which defines trips by selecting destination, dates, number of days, port of departure or vessel.

Users can now check itineraries, pricing and book from NCL's 16/17 departures, including *Norwegian Jewel's* deployment down under.

Australia joins the United States and Brazil as one of the first markets transitioning to NCL's new globalised web platform.

Hawaii visits flat

VISITOR numbers to Hawaii from Australia during the month of May were down a fraction on the same time last year, new data from the Hawaii Tourism Authority shows.

Aussie arrivals slid 0.4% to 32,009, with the period from Jan to May up 2.6% to 126,958.

During the month, scheduled seats from the Oceania region to Honolulu increased 5.3%, with more capacity opening up on the Melbourne (+19.1%) and Sydney (+9.6%) routes, however there was a reduction in Auckland seat capacity (-6.6%).

New Zealand arrivals slumped 9.8% in May and are down 4.2% (to 19,838) compared to the first five months of 2015.

Cruise ship visitor numbers to Hawaii continue to tumble, with an 18.3% dip in total cruise visitors and only four out-of-state ships stopping the Hawaiian isles in May, down from six last May.



travelBulletin

Is space travel the future?
Find out in the July issue
of *travelBulletin* out now

CLICK HERE to view

Plus win business class tickets to Europe with Emirates

XiamenAir lands in Melbourne



MELBOURNE welcomed its newest international airline after XiamenAir's inaugural service landing at Tullamarine on Fri.

XiamenAir's non-stop service links Melbourne to Xiamen in China's southeast on a twice-weekly basis, with the carrier utilising triple-class Boeing 787 *Dreamliner* aircraft (**pictured**).

MEL ceo Lyell Strambi referred to the launch of MF's third route to Australia as "another exciting milestone in our relationship

with China, the success of which is evident in the number of passengers that visit each year for tourism, business and education".

Strambi said Melbourne Airport has achieved the fastest average growth from Chinese passengers of all major Australian airports.

The former QF boss also said it was important for traffic on the route to flow in both directions.

He is **pictured** (second from left) cutting a cake with a delegation from MF and cabin crew.



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Starwood roadshow wraps up



REPRESENTATIVES from Starwood Hotels & Resorts Worldwide embarked on a four-city roadshow this month spanning Auckland, Brisbane, Sydney and Melbourne to discuss the latest offerings available from hotels across the Asia Pacific and North America.

X10 Khao Lak Resort

THAI hotelier Ocean Resort Group is ramping up its presence in the tourist hub of Khao Lak, announcing late last week the addition of X10 Khao Lak Resort.

The family friendly beachside 4-star property features 284 rooms and suites, including the top-of-the-line Couples Suites.

X10 Khao Lak Resort is slated to welcome back guests from Nov.

More than 980 customers gathered over lunch and evening cocktails across the four days, which saw major prizes doled out by the group's airline partners British Airways, Singapore Airlines, Hawaiian Airlines, AirCalin, Air New Zealand, Virgin Australia, Malaysia Airlines, Fiji Airways and Thai Airways.

Pictured above celebrating another successful roadshow (from left) are Carolin Thievensen, Starwood Sales Sydney; Kerri Hamilton, Sheraton Grand Mirage Gold Coast; Emma Farrell, Starwood Sales Sydney; Nicole Pedersen, Four Points by Sheraton Perth; Greta Bolger, Sheraton & Westin Melbourne; Jennifer Lee-Courtaux, Starwood New Caledonia, and Karryn Cutcheon, Starwood Sales Sydney.

Indo targets Aussies

IN ORDER to achieve its ambitious target of 20 million arrivals to Indonesia by 2019, the Ministry of Tourism has launched a nation-wide sales mission in a bid to attract 1.4 million Aussie arrivals this year.

The first of the two 'Wonderful Indonesia' programs took place at Pullman Albert Park Hotel, Melbourne and Wrest Point in Hobart; with the two future events to be held at Amora Hotel in Sydney on 20 Jul and at the Hyatt Hotel, Canberra on 22 Jul.

Attendees will go into the draw to win fares and prizes.

To register your interest email info@vitomelbourne.com.au.

Navitaire NDC tick

THE International Air Transport Association has awarded ancillary and reservation solution for low-cost and hybrid airlines, Navitaire, its level 3 New Distribution Capability (NDC) certificate - the top level available for IT providers.

NSW tourism funding

APPLICATIONS have opened for tourism and infrastructure funding projects across NSW.

The state government grants offer money from a pool of \$4.8m set aside for the 2016-17 Tourism Demand Driver Infrastructure program.

Project funding must be matched dollar-for-dollar by the project organisers - more [HERE](#).

Monday 4th Jul 2016

Norwegian set-back

BUDGET carrier Norwegian Air UK has been dealt a blow by the US Dept of Transportation (DOT), with its application for temporary authority to operate scheduled and charter flights between the UK and USA dismissed.

Norwegian UK's application received multiple filings in support but more in opposition, including from the likes of KLM Royal Dutch Airlines, Scandinavian Airlines, Air France and the Allied Pilots Association.

The regulator said parties that had opposed DY's application raised concerns in many instances "directly overlapping the types of issues before us in the still pending proceeding involving the permit application of Norwegian Air International Limited".

Some of the "significant issues" have already been deemed as "novel and complex".

On Fri, the DOT said "in these circumstances, the Department does not find that grant of a temporary exemption to Norwegian UK is appropriate or in the public interest".

The US government added that it will continue to review DY's permit application.

Hilton Wuhan growth

HILTON Hotels & Resorts has opened Hilton Worldwide's second property in Wuhan, China - the Hilton Wuhan Riverside.

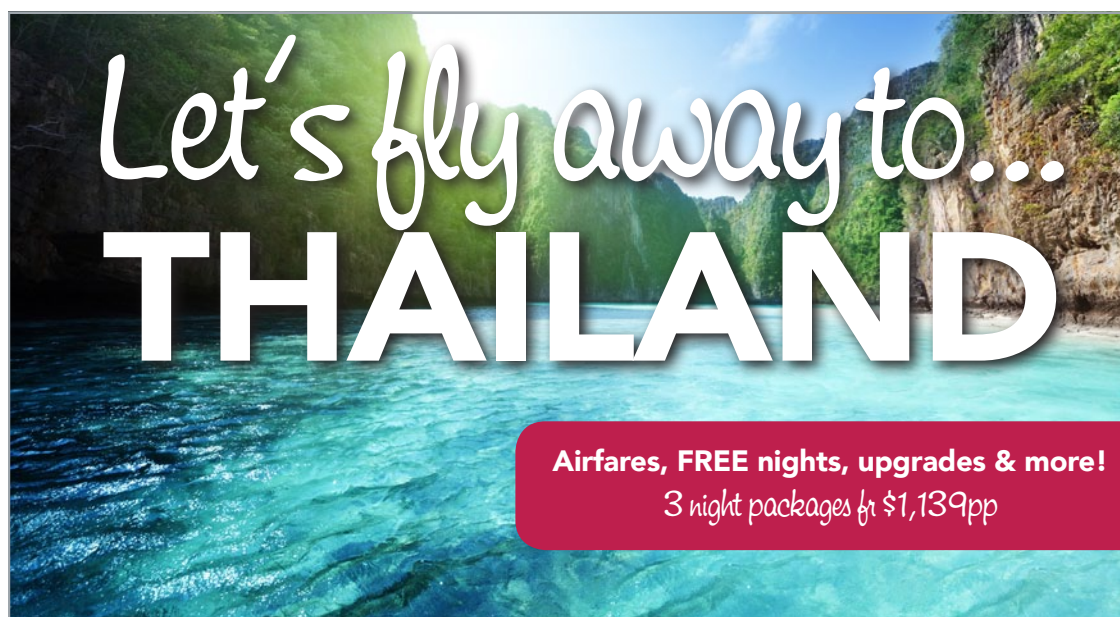
Located in Wuhan's CBD, the 338-room & suite hotel features views of the Yangtze River and has four restaurants and bars.

The property complements Hilton Wuhan Optics Valley which opened three years ago.

New HA uniforms

HAWAIIAN fashion studio Sig Zane Kaiao and Japanese design consultants Tetsu & Mikiko Nishiyama of label DESCENDANT are collaborating to design new uniforms for Hawaiian Airlines.

The new threads will be worn by 5,000 frontline employees and are expected to be unveiled in late 2017, nearly 10 years since the current garb was introduced.



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Air India AMD/EWR

STAR Alliance member carrier Air India is introducing thrice weekly Boeing 787 services between Ahmedabad and Newark Liberty, via London, from 15 Aug.



Brochures

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



Princess Cruises - Australia & Asia 2016/18

Princess Cruises will sail from Adelaide for the first time in its 2017/18 summer program. On 08 Jan, 2017 *Golden Princess* will depart Adelaide on a 17-night cruise to New Zealand, stopping by Melbourne, Dunedin, Akaroa, Wellington, Gisborne, Tauranga and Auckland. More than 80 departures from across Australia and New Zealand have been packed into the new brochure, including 28-night cruises around

Australia from both Brisbane and Sydney and the 35-night roundtrip itinerary from Australia to Hawaii and Tahiti.



A&K - Hosted Small Group Journeys 2016/17

Colombia, Iceland, Japan, India, Italy, Central Asia and Madagascar are some of the destinations the 26 journeys Abercrombie & Kent's brochure explore. Each small group journey operates with sizes between 14 and 24 and accommodation is in memorable lodgings. A number of Gourmet Traveller trips are included, one accompanied by chef Christine Manfield, two by travel editor Helen Anderson and one by deputy editor Pat Nourse, along with Luxury Cruise Tours, which combine a cruise with A&K land programs.



Trafalgar - USA & Canada 2017

Trafalgar has released its most comprehensive USA & Canada portfolio, with 31 Be My Guest dining experiences, including the opportunity to taste a centuries-old 'low country boil' recipe at Ms Linda's beachside home on Tybee Island, Georgia, whilst ribs and brisket are on the menu at a Texan BBQ. Two new itineraries have been added, Mexico's Copper Canyon, which includes a trip on the El Chepe Train and Colonial Cities and Adventures of the Lone Star State, Texas.



Cosmos - North America 2017

Cosmos' new brochure has 40 different tours across the USA and Canada, as well as a bigger-than-ever selection of holidays in Latin America. The 11-day Geysers to Glaciers is one new addition, travelling from Salt Lake City to Seattle via Grand Teton National Park, Yellowstone National Park and Glacier National Park. Also new are the 14-day Historic Trails & Blue Ridge Mountains and 15-day Western Treasures, which combines a coastal drive between San Francisco and Los Angeles with landmarks.



Globus - USA & Canada 2017

More than 40 tours across USA and Canada and the largest selection of holidays in Latin America are in Globus' new brochure. For beer lovers, Globus has added a 10-day Oregon's Coast, Cascades & Craft Beers tour, which samples the craft beer culture of the US Pacific Northwest. Also new is the eight-day Mackinac Island & The Great Lakes, taking in the big cities and waterways of Michigan and Illinois, including a stay at a Mackinac Island's Grand Hotel. Best-seller itinerary, Spirit of the Rockies is returning in 2017, a 12-day journey from Vancouver into the Canadian Rockies, with a trip on the Rocky Mountaineer Railway.



Sampling Swiss delights

TEN Tempo Agents spent an indulgent week in Europe experiencing selected highlights from 'The Grand Tour of Switzerland' as part of an educational hosted by SWISS International Air Lines and Switzerland Tourism.

The group (**pictured**) visited Grindelwald, Jungfrauoch, Mt Pilatus, Mt Titlis, Lugano, St Moritz and Zurich.

Noteable experiences included adrenaline-inducing walks along

the First Cliff; journeying up to Europe's highest mountain railway atop Jungfrauoch and riding the steepest cogwheel train in Pilatus.

Participating Tempo Holidays agents included Annalize Troost, Marissa Parkin, Maxine Adams and Aneeta Curtis from Sydney; Jasmine Tilley, Dijana Pestalic and Olivia Trinchi from Melbourne; Melissa Neville and Sonja Bomhof from Brisbane and Lauren Watson from Adelaide.

Crystal river yachts

THE four newbuild river yachts set to join Crystal River Cruises' fleet next year will be significantly smaller than the 158-guest *Crystal Mozart*, the firm says.

Sailing on the Rhine, Main and Danube Rivers, *Crystal Mahler* and *Crystal Bach* will be 135m in length with 53 suites for 106 guests; while *Crystal Debussy* and *Crystal Ravel* will sail on the Seine, Garonne, Dordogne and Gironde Rivers and will have a length of 110m and capacity of 78 guests in 39 suites.

The vessels will offer suites up to 70.5m² and dining options of: Waterside Restaurant, namesake Bistro cafés, the Vintage Room, Cove Bar and Palm Court.

A&K Gorilla special

SAVINGS of \$1,230ppts are being offered by Abercrombie & Kent on their five-day Gorillas of Bwindi Journey for departures between 21 Jun-31 Oct or those travelling 01 Nov-15 Dec can access a discount of \$640ppts.

The trip includes two days tracking through Uganda's Bwindi Impenetrable National Park to locate gorilla families.

To avail the deal, book by 15 Aug.

Super Rugby Round 15 Winner

Congratulations

MONICA GIOVENCO

from AAT Kings

Monica is the top point scorer for Round 15 of Travel Daily's Super Rugby footy tipping competition. She's won a double pass to Taronga Zoo.



Major prize for the 2016 footy tipping competition is return economy class airfares to Dubai flying with **EMIRATES**. Emirates has 77 flights per week to DXB.

NSW permit LT/RS/16/01379, ACT permit TP 16/00359

FBI investigate Etihad Lounge!



ETIHAD Airways invited agents from FBI Travel in Victoria to go on a fun excursion exploring the Middle East carrier's brand new lounge at Melbourne Airport.

Agents indulged in a delectable dinner in the lounge before stepping on board Etihad's A380 superjumbo for an inspection.

Pictured above (from left) are: Erica Slutzkin, Maxine Barron, Mike Birnbaum, Nikki Diamond Amir Klicic (from Etihad Airways), Danny Engelman & Yehudis Jager.

TBIT experience

LOS Angeles Int'l Airport has opened its new connection between Terminal 4 and Tom Bradley International Terminal (TBIT), Qantas has confirmed.

Customers can now walk five minutes straight from Terminal 4 to the departure gate at TBIT with no additional security screening while checked luggage that is tagged to a customer's final destination will be transferred directly to connecting flights.

Amadeus' new cco

EUGENE Chan is Amadeus' new chief commercial officer of distribution, responsible for commercial growth across Asia Pacific while leading the commercial distribution teams.

V Air into Okinawa

TAIWANESE low-cost carrier V Air has commenced new services between Taiwan Taoyuan and Okinawa, with flights operating thrice weekly using A321/320s.

Iririki sale extension

IRIRIKI Island Resort & Spa Vanuatu has extended its sale, offering 20% on selected rooms when you stay three nights or more before Mar 2017.

Black out dates for the offer are between 20 Dec - 10 Jan with the sale valid for bookings made before 31 Aug - [CLICK HERE](#).

WA RADS funding

THE Western Australia Govt has opened applications for the 2017-19 round of Regional Airports Development Scheme (RADS) grants totalling \$3.88m.

Funding enables remote airports in the state to improve regional air services and safety.

The 2017-19 RADS grants are funded by the Department of Transport, with applications assessed by a consultative committee which comprises entities including Tourism WA.

Applications close on 05 Aug - see transport.wa.gov.au/rads.

UA launch SFO/AKL

UNITED Airlines has launched its non-stop service between San Francisco and Auckland, with the first flight last weekend.

The route marks the official commencement of a joint venture revenue sharing agreement between United Airlines and Air New Zealand (**TD** 11 Mar).

"Our new joint venture with Air New Zealand allows both airlines to optimise our trans-Pacific schedules," UA's vice chairman Jim Compton said.

United will operate Boeing 787-8 *Dreamliner* aircraft on the SFO-AKL route under a partnership with the Asia and Pacific Initiative to Reduce Emissions.

The flight departs Auckland on Tue, Fri and Sun, arriving in San Francisco on the same days.

The return flight leaves SFO on Wed, Fri and Sun arriving in AKL two days later.

The route is set to increase to a daily frequency from 01 Nov.

AFL
Round 15 Winner
Congratulations
ELLIE
MASTRAPOSTOLOS
from *helloworld Milton*
Ellie is the top point scorer for Round 15 of Travel Daily's AFL footy tipping competition. She's won a jersey of the AFL team of her choice, from inPlace Recruitment.

inPlace
RECRUITMENT

Emirates

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

NSW permit LTPS/16/01379, ACT permit TP 16/00359

WIN A LUXURY RIVER CRUISE

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This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious France river cruise valued at over \$15,000. The prize includes:

- 11 day Gems of the Seine River Cruise for 2 people
- Return airport transfers
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping & gratuities

To win, answer every daily question correctly and have the most creative answer to the final question. Send your answers to scenic@traveldaily.com.au

Q2. Name three improvements that will be new to Scenic's rebuilt France river ships in 2017.
Click here for a hint

Terms and conditions

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Swiss Watch!**
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Book your clients on any of the following Albatross Swiss Christmas and New Year tours and holidays before 10 August 2016 for your chance to win a Victorinox Swiss Watch valued at \$650 or 1 of 3 Swiss Cheese Hampers valued at \$150 each!*



Christmas in the Swiss Alps

**11
DAYS**

Celebrate Christmas in a first class spa hotel in the stunning village of Grindelwald. Shop at Christmas Markets and explore Montreux, Chateau de Chillon, Gruyères and the chic resort of Gstaad.



A Swiss Christmas in Zermatt

**11
DAYS**

Relax this Christmas in snow drenched Zermatt surrounded by the soaring peaks of the Swiss Alps. Enjoy Christmas Markets, ride on the panoramic Glacier Express and see the mighty Matterhorn.



Swiss Christmas or New Year Holiday

**8
DAYS**

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*Travel agents only will receive one entry per customer booked on any of these tours. The winners will be selected at random and announced at 10am on 12 August 2016. The winners will be notified by email.



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TECHNOLOGY SUPPORT MANAGER
BRISBANE CBD – UP TO \$93K PKG

As Technology Support Manager for this top TMC you'll be responsible for assisting Account Managers and BDs in the implementation of company's OBT for new clients, enhancements for existing clients and ongoing internal and external technology support and reporting. Previous experience in a similar role is a must along with the ability to communicate with internal and external stakeholders. This will start as an initial 12 month contract.

MOVE AWAY FROM TMC SALES

MANAGER - CORPORATE DIRECT SALES
SYDNEY – SALARY PACKAGE \$120K + BONUS

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

* NEW ROLE * LUXURY INBOUND TRAVEL

OPERATIONS MANAGER
MELBOURNE – SALARY PACKAGE \$80K (DOE)

Luxury Inbound Travel Company is seeking an Operations Manager to join their Team promoting Melbourne & Victoria. Your role as Operations Manager is to ensure all travel requirements are completed on time & all operational and financial duties are attended to. You will be liaising with suppliers and tour guides on a daily basis. Join a fast growing travel and events business today and see your career soar. Operations / Management experience essential.

HIGH BASE PLUS UNCAPPED BONUSES

CORPORATE TRAVEL – SALES MANAGER
SYDNEY – \$100k PLUS PLUS

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

INTERNATIONALLY ACCLAIMED HOTEL GROUP

SALES MANAGER – INDUSTRY TRADE PARTNERS
SYDNEY – SALARY PACKAGE UP TO \$90K+

This iconic hotel group is looking for a talented Sales Manager to manage their trade partners and leisure portfolio. Reporting to the DOS, your role will involve identifying new partners, retaining and building upon existing relationships, working with the marketing division to identify trade specific campaigns and present at major trade events, including escorting educationals. Interested? Want to know more? Call us now.

SALES & ACCOUNT MANAGEMENT

BUSINESS DEVELOPMENT EXECUTIVE
BRISBANE – SALARY PKG UP TO \$65K

Want to work for a first class hotel & make your mark in their sales team? You will be building & developing existing accounts whilst identifying new opportunities across all market segments, negotiating new contracts, competitor analysis and management reporting are all part of this great role. Your strong presentation & negotiation skills along with the ability to close the deal will see you successfully achieve sales targets and increase hotel revenue.

TRAIN THE TROOPS

LEARNING & DEVELOPMENT FACILITATOR
GOLD COAST – \$70 - \$80K PKG

Exciting opportunity to join this industry leader in their L&D department. You will be responsible for the entire training process from researching & recommending programs to developing & delivering to employees, maintaining the training calendar & evaluating their effectiveness. Strong salary & benefits on offer. Previous experience in a similar role within travel or hospitality essential along with great organisation, communication & presentation skills.

ENJOY INTERSTATE TRAVEL?

BDM/ACCOUNT MANAGER – VIC/QLD
MELBOURNE – SALARY PKG \$63K + CAR + COMMS PKG

Looking after the VIC/QLD market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills together with extensive travel experience throughout China, Vietnam and/or the USA is req'd. Sales experience essential.

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**Vangelis Daktylides - Managing Director of Myconian Ambassador
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