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Virgin borrowing \$425m

VIRGIN Australia today announced that it would receive funding of \$425 million from its major shareholders, Air New Zealand, Singapore Airlines, Etihad Airways and Virgin Group.

The move is being described as "an initial step in strengthening Virgin Australia's liquidity" as the company commences a review of its capital structure.

The unsecured loan facility is for a term of 12 months and is based on "arm's length commercial terms," with each shareholder participating pro rata based on their VAH interest.

VA ceo John Borghetti said "having achieved a significant transformation in the last five years, the Virgin Australia group is now well placed to deliver ongoing growth and choice to

Australian travellers.

"One of the key pillars of our Virgin Vision strategy is to optimise the group's balance sheet...now is an appropriate time to embark on the next phase of this program by taking steps to ensure the Group has a capital structure that supports its strategic objectives," he said.

Other moves taken by Virgin to improve its capital position in recent years include the \$336 million sale of a 35% stake in its Velocity loyalty program (**TD** 22 Oct 2014), a \$350 million capital raising with full participation from Etihad, Singapore Airlines and Air NZ (**TD** 14 Nov 2013) which followed a \$90m loan from NZ, EY and SQ (**TD** 30 Aug 2013).

Vote Royal Caribbean

ROYAL Caribbean is today thanking the Australian travel industry for the cruise line's nomination in the 2016 National Travel Industry Awards in the Best Cruise Operator - Domestic Deployment category.

For more details and to vote see the **cover page** of today's **TD**.

Today's issue of TD

Travel Daily today has nine pages of news, a front cover page for **Royal Caribbean**, a photo page for **Amadeus** plus full pages from: (click)

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Vale Harry Helliwell

THE travel industry is mourning the death of 64-year-old Harry Helliwell who passed away earlier this month after a long career in travel, including his most recent role as contracting manager coach & cruises for Helloworld.

A funeral service will take place at Sydney's Macquarie Park Crematoria Camellia Chapel at 2.30pm tomorrow, 22 Mar 2016.

Rex Snowy flights

REGIONAL Express will officially launch its new year-round service between Sydney and Cooma this Wed, with the operation being conducted in partnership with Snowy Mountains Airport Corporation Pty Ltd.

Return services will operate once daily Mon-Fri between Oct and Jul, ramping up during the ski season to as much as triple daily on Fri and Sun from 04 Jul-02 Oct. Launch fares start at just \$99.

Qantas adding US flights

QANTAS will operate additional services between Australia and the US West Coast over the summer peak period, with GDS displays indicating additional services to Los Angeles and San Francisco.

The increases have been loaded for services between 13 Dec 2016 and 24 Jan 2017, and will see A380 operations on QF11/12 increase from six weekly to daily.

An additional two weekly 747 services to Los Angeles will also be added as QF17/18.

Over the same period Qantas'

new Sydney-San Francisco flights will increase from six weekly to a daily operation, with the seventh service to fly every Tue.

The increase follows last week's announcements of capacity increases on QF's flights on the Sydney-Hong Kong route (**TD** Fri) which will operate up to 14 times per week between Apr and Oct.

Brace for Easter travel chaos

STRIKE action this Thu will see Border Protection staff walk off the job, with international airline passengers expected to be significantly affected by the move which comes just before Easter.

It's part of a major campaign by the Community and Public Sector Union, which has warned of further "rolling strike action" which could include the upcoming school holiday period.

New Viator chief

VIATOR today announced the appointment of Anita Ngai to the newly created role of gm for the Asia Pacific region.

Ngai will be based in the firm's San Francisco headquarters, with her territory including APAC, China, Japan and Southeast Asia.

BestJet out of ATAS

AFTA has today announced that the ATAS accreditation of online travel agency Bestjet.com.au will not be renewed.

The Federation said the decision followed an "extensive process of appeal" as provided for in revision 1 & 2 of the ATAS Charter.

"Bestjet have not been able to satisfy AFTA that it meets the criteria of the ATAS Charter, and specifically section 2.5 'Close 3 Associate', and as such the ATAS accreditation has not been renewed," an AFTA statement issued at noon today said.

Bestjet is owned and managed by Rachel James, wife of Michael James who was the founder of Air Australia which collapsed in Feb 2012 to the tune of \$97 million.

Subsequently Michael James was disqualified by ASIC from managing corporations for a three year period for "failing to act with care and diligence" in the lead-up to the collapse.



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Travel Daily

First with the news

Monday 21st March 2016

SCENIC°

VIEW
OFFERS

**EUROPE
RIVER CRUISING
TRAVEL IN 2017
AT 2016 PRICES***

ACCC wins cargo case appeal

THE Australian Competition and Consumer Commission has won an appeal in the Full Court of the Federal Court today, in relation to price fixing conduct engaged into by Air New Zealand and Garuda.

In a majority ruling the Court held that the imposition of agreed surcharges on the carriage of air cargo from ports outside Australia to destinations within Australia took place in a "market in Australia" and thus breached price fixing laws.

The long-running case, which first saw proceedings launch in 2008, has seen massive fines paid by a range of airlines including QF (\$20 million), SQ (\$11.75m), CX (\$11.25m), EK (\$10m), TG (\$7.5m), BA (\$5m), AF/KL (\$6m), MH (\$6m) and JL & KE (\$5.5m ea).

While most carriers have settled with the ACCC, GA and NZ both continue to defend the matter.

ACCC chairman Rod Sims said

the case is a "very significant one for the ACCC, as it involved a substantial number of airlines engaging in price fixing conduct around the world".

The matters against Garuda and Air NZ have now been remitted to the Federal Court to determine the penalties, injunctions and declarations which may apply.

FlyDubai jet crashes

ALL 62 passengers and crew aboard a Boeing 737 operated by Dubai-based low-cost carrier FlyDubai have been killed after the aircraft crashed in Russia.

The plane, operating as flight number FZ981 had been in a holding pattern for more than two hours above Rostov-on-Don airport, which was experiencing poor visibility due to fog.

FlyDubai will now no longer use FZ981, with Rostov-on-Don flights to operate under FZ935/936.

A new Starwood deal

STARWOOD has notified Marriott that it intends to terminate its proposed merger agreement (**TD** 17 Nov), after determining that a rival "binding and fully financed" proposal from China's Anbang Insurance Group (**TD** 15 Mar) is superior.

Under the new offer Anbang would acquire all of the outstanding shares in Starwood for US\$78 each, an increase from a previous offer, while shareholders will also receive shares in Starwood's vacation ownership business Vistana Signature Experiences which is being spun off separately.

Starwood has now postponed a special meeting of stockholders to finalise the Marriott deal, which had been scheduled for next week.

However at this stage the Starwood Board has not changed its recommendation in support of Starwood's merger with Marriott.



Window Seat

TRAVELLERS to Paris can now enjoy some fabulous French cuisine 24/7, with the launch of the capital's first meat vending machine.

Now operating on the Rue de Charonne, the €40,000 refrigerated gadget is based in a butcher's shop, selling vacuum-packed meat around the clock.

"We're closed two days: Sundays and Mondays," said owner Florence Pouzol, "so this is to cater for customers over the weekend".

As well as steaks the machine offers specialties from the Basque Country such as duck confit and beef carpaccio.

It joins a trend of automation which has also seen the proliferation of baguette vending machines across France.

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**NORTHERN
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Travel Daily

on location at
Uluru

Today's issue of TD is coming to you courtesy of Voyages, which will tonight formally unveil the highly anticipated Field of Light art installation.

INTERNATIONALLY acclaimed artist Bruce Munro has come to Australia for the first time, with Uluru to host his stunning Field of Light which comprises more than 50,000 stems crowned with frosted glass spheres.

The solar-powered lights will "bloom as darkness falls over Australia's spiritual heartland," with Voyages billing it as a once-in-a-lifetime event.

The inspirational experiential artwork will feature in new tours at Uluru as well as provide a unique setting for unforgettable business events.

Jetstar is part of the launch, with Australia/NZ ceo David Hall here for the event along with Tourism Australia managing director John O'Sullivan and a host of local and international media including **Travel Daily**.

Tonight a gala event will launch the Field of Light which will be in place through until 31 Mar 2017.

New Active program

ACTIVE Travel has released a Community Experience program which aims to minimise the impact of tourism on the destinations and maximise time spent in local cultures.

The program includes the 14-day "Nepal Trekking and Annapurna Trail Race" where runners can take part in a 100km or 50km trail race in the Himalayas to raise funds to assist Nepal's earthquake recovery.

See activetravel.com.au.

Max Mara open SYD

DESIGNER brand Max Mara has opened at Sydney Airport's T1 International as part of the airport's improvement program.

Max Mara is one of 13 global designer brands scheduled to open at the airport this year, complemented by a new premium food and dining precinct and a duty free offering.

New Infinity brochure

INFINITY Holidays has released its Queensland Islands brochure with new tours and hotels.

Highlights include the Airlie Beach & South Molle Island Jetski Adventure, Derwent Hunter Day Sailing and Mirage Whitsundays

To view, **CLICK HERE**.

Reia Taipa rebrand

WYNDHAM Hotel Group has rebranded the 32-room Reia Taipa Beach Resort on New Zealand's North Island to Ramada Reia Beach Resort Taipa.

St. Patrick's Day a hit, to be sure!



TOURISM Ireland celebrated St. Patrick's Day on Thu at The Basement, Circular Quay.

Two top Irish touring bands, The Rambling Boys and MOXIE entertained guests, who also enjoyed a whiskey tasting by Teeling Whiskey.

Guests were also treated to a bodhrán masterclass by Gino Lupari from The Rambling Boys, one of the most famous bodhrán

players in the world.

Tourism Ireland's key themes this year include Ireland's Ancient East, Northern Ireland Year of Food & Drink 2016, The Wild Atlantic Way and The Causeway Coastal Route.

Pictured are: Lachlan Conn, Etihad; Sofia Hansson, Tourism Ireland; Aoife Finnegan, Tourism Ireland; Amanda Burns, Tourism Ireland and Adam Vance, Etihad.



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Westin sleep menu

A MENU packed with amino acids, vitamins and minerals that promote rest and recovery has been launched by Westin Hotels & Resorts.

The Westin Sleep Well Menu is available 24-hours a day at more than 200 hotels and resorts.

Menu items include grilled wild salmon with walnut quinoa; a micro chopped turkey salad and poached eggs on asparagus with snap peas and shitake mushrooms.

FTC trade incentive

FRENCH Travel Connection is giving agents the chance to win a week-long self drive canal boat experience in France.

Agents can go into the draw by booking a self drive canal boat in France before 31 Mar.

FTC is also offering a 20% discount on self drive canal boat hire and a free standard bike with every one week cruise plus standard bike booked.

See www.frenchtravel.com.au.

helloworld winter adventure



SIX helloworld agents returned from a winter wonderland adventure to Japan last week, hosted by Japan Airlines and Sno'n'Ski.

During the famil, participants had the opportunity ski and snowboard in Hakuba as well as explore the beauty of Takayama in Japan's mountainous Gifu Prefecture.

Pictured are: Carolyn Ryan, Ovation Travel; Rebecca Arduca, Viatour; Natalie Martin, Travelcall; Baylie Neale, First Class; Steve Williams, BCD Travel; Nic Mayger, Pinpoint Travel; Ria Hornemann, Sno'n'Ski and Norie Sugisaki, Japan Airlines.

TEQ Chinese deal

TOURISM and Events Queensland today announced a new partnership with Chinese "social travel network" Mafengwo, with the aim of targeting the country's fast-growing FIT sector.

Mafengwo has 80 million active monthly users, with the two year deal signed by TEQ ceo Leanne Coddington in Beijing last Fri.

The deal will see TEQ work with Mafengwo to create "themed online campaigns and enriching destination content" to help Chinese travellers plan their Qld holiday, Coddington said.

Airbus training centre

AIRBUS plans to establish a pilot and maintenance training centre in Delhi by 2018 to cater for the country's demand for new pilots in coming years.

The centre will be owned by Airbus Group India and will hold four A320 full-flight simulators.

Airbus has shortlisted sites near the airport area of Delhi, and plans to finalising agreements for land, construction and simulator installation next year.

Etihad appointment

ETIHAD has welcomed Simon Hawk, who started as Sponsorship Manager - Australia today.

Hawk was previously senior manager of Partnerships at Australia Rugby Union and in the newly created role will manage the airline's sponsorship portfolio in Australia.

Trafalgar 7-day sale

TRAFALGAR is running a "Buy one, get your travel partner 30% off" deal on 30 of its most popular Italian holidays.

The sale will run until 27 Mar and departure dates range from May-Sep.

For the full list of discounted itineraries, **CLICK HERE**.

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- Best Wholesaler – Australian Product
- Best Sales Executive – Industry Supplier

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Crown Towers Perth detailed



CROWN Hotels' Showcase dinner on Thu highlighted Crown's latest developments, with the spotlight on the new six-star Crown Towers Perth due to open in Dec.

The night kicked off with a performance from the Veronicas followed by a three course meal with a side of comedy from Peter Rowsthorn and live music by Daryl Braithwaite.

The Veronicas returned for a finale before dancing and live music from Chunky Jam took over the floor.

Crown Towers Perth will feature 500 oversized guestrooms and Villas with views of the city.

The hotel will have the latest

technology and facilities include an expansive lagoon style swimming pool, private cabanas and poolside dining, a Crown Spa and fitness centre and an exclusive Crystal Club lounge.

FBI Travel had a corporate table at the event.

Pictured above in the back row are: Mike Birnbaum, Travel Manager-Corporate; Jo Gostin OAM, Travel Manager Cruising and Danny Engelman, director of Leisure Sales.

In the front row are: Ronit Leshetz, Corporate CRM; Rebecca, Corporate client; Natasha, Corporate client and Sam Skinner, Travel Manager-Corporate.

Travel Daily

First with the news

Monday 21st Mar 2016

Biz travellers prefer...

EGENCIA'S second annual Business and Travel Technology Survey has found that 72% of Australian business travellers find business trips more enjoyable than everyday working life.

The study included interviews with about 6,000 international business travellers from 12 countries and not surprisingly found a majority liked using self booking tools, quoting Egencia md Kyle Davis as saying "having greater direct control over my travel plans reduces the stressful side of business travel and allows me more time to enjoy my trip".

DFAT Turkey update

SMARTTRAVELLER has warned Australians in Istanbul to avoid the area affected by a suspected suicide bombing in Istanbul over the weekend.

The bombing took place on Istiklal Street, the city's main shopping district.

DFAT's level of advice remains at exercise a "high degree of caution".

S
SUPER RUGBY

Round 4 Winner

Congratulations

MARNEY WILSON

from **VMS Conferences**

Marney is the top point scorer for Round 4 of Travel Daily's Super Rugby footy tipping competition.

She has won a Joby GripTight micro stand from Crooked Compass.

crooked compass
crooked-compass.com

Emirates

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 Dubai.

NSW permit LTF5/16/0137; ACT permit TP 16/00359

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Brochures

THIS week's Brochures of the Week is brought to you by **India Unbound**. 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.



India Unbound - India and Sri Lanka 2016

India Unbound's NEW India and Sri Lanka brochure is out and they have taken a different approach in the concept behind this brochure. It has been designed to be comprehensive and inspirational to encourage agents and clients to plan unique, custom made journeys to India and Sri Lanka. Simply follow the 5-step enquiry process and they will curate a customised itinerary and agents can earn up to 20% commission.

Request copies at marketing@indiaunbound.com.au.



Infinity Holidays - Japan & South Korea 2016/17

Infinity Holidays' latest program includes a new section dedicated to Regional Japan and Ryokans. New and improved tours make an appearance across Tokyo, Kyoto and Osaka, such as the Robot Restaurant in Tokyo & a Ninja Training Experience in Kyoto. Also new is 17 hotels including Hotel Gracery Shinjuku Tokyo, with a huge Godzilla on the balcony that breathes fire, Nikko Hotel Osaka located in the middle of the shopping and restaurants of Shinsaibashi and Royal Park Hotel THE KYOTO in the heart of the Kyoto.



Travelmarvel - South America 2017

Travelmarvel has grown its South America program with sixteen itineraries ranging from 12- to 33-days in length. A three-night experience in the Peruvian Amazon rainforest staying at the Inkaterra Reserva Amazonica has been added, along with a four-night discovery of Bolivia which can be booked as part of the new 21-day Highlights of South America with Bolivia tour. Also new is a four-night pre- or post-extension combining three-nights on Easter Island and one-night in Santiago.



Venture Holidays - Fiji 2016/17

This year's Fiji brochure has grown by eight pages to include the Flavours of Fiji Cooking School; Sigatoka River Safari, a popular sightseeing tour; Off Road Cave Safari and Talanoa Treks, with single and multi-day treks available. Nanuku Auberge Resort at Pacific Harbour has made its way into the brochure along with Jean-Michel Cousteau Island Resort and the adults-only four-star Tropica Island Resort, nestled in a private sheltered bay on Malolo Levu. Also featured is Doubletree Resort by Hilton Hotel Fiji, set to open in Jul.

Aussies stay in Oz

AUSSIES are opting to holiday on home soil, with 10.3 million deciding to stay in the country for their last holiday, Roy Morgan Research has revealed.

Most of these travellers didn't even leave the state, with nearly three-quarters (73.0%) of Western Australians staying in WA on their last trip, ahead of 69.4% of people in NSW/ACT and 66.4% of Queenslanders.

In NSW, travellers were opting for the North Coast, while Victorians headed to Melbourne and Queenslanders to the Sunshine Coast.

Yorke Peninsula is the favourite for those in South Australia, while WA's south-west corner takes the cake for its residents and Tasmanians kicked back in Launceston.

Lufthansa's A320neo

LUFTHANSA is not ready to put more Airbus A320neo into service due to issues with the Geared Turbofan engine not yet being resolved, *Airwise* is reporting.

The engines need longer than usual to start under some conditions.

Lufthansa is flying the new jet only within Germany and is receiving compensation until it can make full use of the A320neo.

Monday 21st Mar 2016

Starwood Cuba deals

STARWOOD Hotels & Resorts Worldwide has become the first US based hospitality company to enter the Cuban market in nearly 60 years after signing three new hotel deals in the country.

Inglterra will join The Luxury Collection and Hotel Quinta Avenida will open as a Four Points by Sheraton before the end of the year following renovations.

Hotel Santa Isabel will also be converted into a member of The Luxury Collection.

Top 10 additions

TOP 10 Holiday Parks has added Nelson City TOP 10 and Foxton Beach TOP 10 in Horowhenua to the TOP 10 Group.

Nelson City TOP 10 was an independent park for 10 years and has a capacity of 140 guests across a mix of motel units, cabins, powered and tent sites.

The four-star Foxton Beach TOP 10 overlooks the beach, offers cabins and powered and non-powered campsites and is 90 minutes north of Wellington.

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Amadeus does hotels differently

AMADEUS, along with industry partners, hosted more than sixty key leisure and business customers at an event in Sydney dedicated purely to Amadeus hotels last Wednesday night, 16 March 2016.

The evening introduced key trends influencing changes to hotel distribution both locally and globally, and how Amadeus is helping travel agents and TMCs in Australia grow their prospects.

Benjamin Weinmann, Manager Hotel Distribution, Amadeus IT Pacific hosted proceedings, with the evening kicked off by luxury travel editor Hilary Doling who introduced *The 21st Century Bleisure and Luxury Traveller*.

This was followed by a lively panel discussion focusing on key hotel sector trends featuring Sue Graham from CT Partners, Director of Hotel Distribution Amadeus IT Group Peter Waters, and Hilary Doling, ably moderated by Christian Lukey, Head of Hotel Distribution for Asia Pacific for Amadeus.

Guests enjoyed time for networking and visiting the trade area where Amadeus hotel aggregator partners TravelCube, HRS, The Lido Group, The Hotel Network along with payment provider AirPlus showcased their products.

Guests could also take part in familiarisation sessions on Amadeus Payments and the Amadeus Hotels platform.

BELOW: Wayne Swaysland, WTP; Corinne Heng, TravelEdge and Amadeus md Tony Carter.



LEFT: Christian Lukey from Amadeus and Hilary Doling, *The Luxury Travel Bible*.



LEFT: Peter Waters, Amadeus; Peter Beveridge and Grant Rattray, The Lido Group; and Fabian Longin from Amadeus.

RIGHT: Sean Dean, Joe Gemma and Donna Farell, all from QBT.



RIGHT: Gena Signorini, Amadeus and Rodrigo Teixeira, TTA Group.

BELOW: Bret Bellchambers, Gino Savio & Roslyn Savio, Atour Travel Service; and Euan Rowlands, Amadeus.



ABOVE: Susie Luo and Kim Zhu, both from OzTravel.



ABOVE: Benjamin Weinmann, Amadeus.



RIGHT: Panellists Sue Graham, CT Partners; Peter Waters, Amadeus; Hilary Doling, *The Luxury Travel Bible*; and MC Christian Lukey, Amadeus.



Monday 21st Mar 2016

Instant offering instant payments

ONLINE accommodation wholesaler Instant Travel is now providing payment options to Australian travel companies, with acceptance of Visa, Mastercard and Debit Cards without incurring any international bank transaction fees.

A new XML-based payment gateway integration was developed in-house with the needs of the travel industry in mind, according to company ceo Darryl Ismail.

"We want to be the one stop shop solution for the travel professionals...we now offer eNett, payment by credit card, payment by bank transfer on weekly, bi-weekly or monthly credit and much more," he said.

Recently appointed Instant Travel gm Australia, Joe Karbo, said the move means the company has "everything covered for payments," with other options including CAS, Poli pay and Cybersource.

US sports tickets live

THE Keith Prowse Group has today launched a new website which allows Australian agents to book tickets to US sporting events.

The site, which is now online at www.USSportstickets.com, offers prices and seats for every event in the US at any time of year.

"Demand for US sports tickets from travellers to the USA has flourished over the last three years," said the company's md Daniel Morahan.

"We have worked on developing a comprehensive and easy to use online platform with after sales service, to make it easy for travel professionals to book tickets right across America," he said.

Pricing is in Australian dollars and e-tickets are delivered immediately - more information on the site or call 1300 878 425.

Hilton Haikou opens

HILTON Worldwide has opened the 406-room Hilton Haikou on Hainan Island in China.

The hotel is walking distance from the beach and 26km from Haikou Meilan Int'l Airport.

Five restaurants and bars are available, along with 15 meeting spaces spanning more than 2,000m², including a 690m² pillar-free Grand Ballroom.



This month *Travel Daily*, Tempo Holidays and Taj Hotels are giving readers the chance to win a trip from two to India, on Tempo Holiday's 8 day Incredible Royal Escape - with Taj Hotels. The prize includes 7 nights accommodation, transfers and comprehensive sightseeing throughout, valued at up to \$8,400.

To win, have the most correct answers and the most creative answer to the final question. Send your entries to tempo@traveldaily.com.au

Q15: Taj Hotels Resorts and Palaces are represented on the GDS under which chain code? a) TH; b) TJ; c) TI

Hint: Taj!



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Layana mates rates

INDUSTRY rates at the five-star adults-only property Layana Resort & Spa in Koh Lanta, Thailand are available from \$175 per night in a Garden Pavilion.

The hotel is one hour from Krabi International Airport and offers a library, fitness room, two pools, a Jacuzzi and 'Linger Longer Spa'.

For more info or to book email Complete Travel Marketing on sales@ctmarketing.com.au.

Hotel Jen Malaysia

SHANGRI-LA International Hotel Management Ltd. has inked an agreement to build the first Hotel Jen in Kuala Lumpur, Malaysia.

Slated to open in 2019, the 200-room Hotel Jen Kuala Lumpur will be located 800m from the city's landmark Petronas Twin Towers and 300m from the KL Tower.

It will offer all-day-dining and a Rooftop Sky Bar.



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TRAVEL OPERATIONS – GROUPS & EVENTS

OPERATIONS MANAGER

MELBOURNE – SALARY PKG TO \$110K+ (DOE)

Leading Event Travel Management Company is seeking an Operations Manager to oversee their key operations & sales in the Groups & Events space. A key player in the market, seeing consistent growth & winning a volume of new accounts, this very reputable incentive, conference & event travel company is expanding! Servicing large scale conferences of up to 2000 pax, this Company has a strong client portfolio together with consistent new business.

**NEW ROLE ** TRAINING ROLES GALORE

TRAINING MANAGERS X 3

SYDNEY – EXCELLENT SALARIES UP TO \$100K PLUS

AA Appointments currently have 3 different opportunities in training. Training roles are rare so if you are a training specialist and thinking of a change please call to discuss. We have a technical training role, a sales training role within a wholesale environment and a training role for a niche travel specialist. All are paying exceptional salaries and offer excellent working environments and opportunities for progression, interviews are underway so call today.

** NEW ROLE ** PREMIUM PRODUCT

SALES MANAGER - VICTORIA

MELBOURNE – SALARY PKG TO \$80K + CAR + BONUSES

A leader in their field this global specialist offers clients an amazing travel experience. Looking after the VIC market, you will be responsible for developing strategies to increase sales, growing sales revenue and building strong ongoing relationships with key industry personnel. Previous experience in the travel industry as a sales executive and strong contacts in the industry essential. Enquire today.

THE THRILL OF THE CHASE

CORPORATE TRAVEL BDM

BRISBANE – SALARY PACKAGE \$95K- \$110K OTE

Drive your career forward within this award winning TMC and use your influencing skills to build relationships and grow their client list. This dynamic organisation is looking for a self-motivated go getter with the drive and determination to succeed. Using your winning skills, your sales achievements will be rewarded with a lucrative salary package including commissions & bonuses along with career progression.

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 TMC's in the business. Targeting large market clients, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

FIVE STAR ALL THE WAY

BAR & RESTAURANT MANAGER

MELBOURNE – SALARY PKG TO \$80K+ (DOE)

Be part of this exciting new restaurant bound to have all of Melbourne talking! This Restaurant is ready for you to take it to greater heights with a dash of creation, a splash of innovation blended with a mix of visionary thinking and great leadership. We are searching for a hip and vibrant Restaurant Manager that is embarking on their career or an experienced Restaurant Supervisor to become the newest member of this award winning team. Enquire within.

LEAD THE TEAM

CONFERENCE & EVENTS SALES MANAGER

BRISBANE – \$65K-\$70K + SUPER + BONUS

Here's your chance to join an international brand as their Conference & Events Sales Manager. Leading a small team you will be responsible for all event activities including building relationships, sourcing for new business, negotiating contracts to convert into sales, coordination of events details & post event follow up. Experience as a Conf. & Events Sales Mgr. essential along with high level sales, customer service, negotiation & communication skills.

MIX IT UP IN THE MICE MARKET

CORPORATE SALES MANAGER

SYDNEY - SALARY PACKAGE \$80K BASE PLUS COM

This leading travel company is looking for a sales expert who is passionate about MICE along with the ability to source and secure new business. You will have a real drive, passion and understanding of the MICE market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

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