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# Travel Daily

First with the news

Thursday 31st March 2016



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## Ensemble open for business

**AUSTRALIAN** travel agencies can now sign up to join Ensemble Travel Group, the north American consortium which announced its local aspirations about 18 months ago (*TD* 28 Oct 2014).

Headed up in Australia and NZ by former American Express executive Trish Shepherd, the group has been working hard since then to adapt its products and services to the local market, including the development of its new Aviate air ticketing platform announced last Oct.

At a launch event in Sydney last night, Shepherd was joined by Ensemble co-president Lindsay Pearlman, who told *TD* the global cooperative has just recorded its best year ever, with 2015 showing

24% growth on the already record figures for 2014.

He said he believes the “fully transparent value proposition” offered by Ensemble will resonate with Australian agents, with the platform offering air, touring and cruise preferred partners.

Shepherd said agencies will be able to join Ensemble under the “full consortia program” which offers a full range of marketing and technology services, while there will also be an “international program” under which members of existing groups can access product ranges such as Ensemble’s luxury or ‘extraordinary experiences’ programs - more on **page four**.

## INDABA action

**SOUTH** African Tourism’s upcoming INDABA trade show, taking place early May in Durban, is Africa’s longest running tourism event and last year saw 20 countries from across the continent participate.

Buyer registrations are now open - see the **cover page** of *TD*.

## Today’s issue of *TD*

*Travel Daily* today has eight pages of news, including a front cover wrap for **South Africa’s INDABA** plus full pages from: (*click*)

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## Tune Melb to Accor

**BUDGET** hotel Tune Melbourne will rebrand as ibis Melbourne Swanston Street from 01 May.

The move follows AccorHotels management takeover of the 235-room property, which debuted in Oct 2013.



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## Air NZ plans Virgin exit

**VIRGIN** Australia shares plummeted almost 10% yesterday after Air New Zealand's shock announcement that it was evaluating options for its 25.9% VAH stake (**TD** breaking news).

The move, which saw Air NZ ceo Christopher Luxon resign from the Virgin board effective immediately, has seen the Kiwi carrier retain investment banking advisers to review its VAH shareholding "including possible alternate uses of capital currently deployed in Virgin Australia".

Air New Zealand chairman Tony Carter said the carrier "does not want a large minority equity position in Virgin Australia as it focuses on its own growth opportunities".

Luxon said he was supportive of the significant transformation Virgin Australia had undergone over the last five years under John Borghetti's leadership.

"We look forward to continuing our partnership on the Tasman alliance, providing customers of both airlines with the most comprehensive trans-Tasman network," he said.

Analysts suggest a possible outcome could be a sale of the Air NZ stake to other major shareholders which include Singapore Airlines and Etihad.

At this stage "creep rules" mean SQ and EY can only lift their share in Virgin by 3% every six months, but there is speculation about a

potential full takeover.

Current regulations do not prohibit foreign ownership of Australian airlines, with Virgin Blue itself originally launched as a fully owned offshoot of Richard Branson's Virgin Group.

The Air NZ stake of 914 million Virgin Australia shares is worth more than \$300 million.

Virgin noted Luxon's resignation from the board and said it was continuing with its transformation including the review of its capital structure (**TD** 21 Mar).

## Bestjet, AFTA court hearing today

**THE** Supreme Court injunction which has stayed AFTA's ruling to not renew the ATAS accreditation of online travel agency Bestjet (**TD** 22 Mar) was scheduled to be heard in Brisbane this morning.

The injunction restrains AFTA from acting on its decision which was finalised on Mon last week, removing Bestjet "after an extensive process of appeal".

AFTA based its ruling on the section relating to 'Close Associates' of ATAS participants.

Bestjet managing director Rachel James is married to Michael James, who presided over the \$97 million collapse of Air Australia in 2012.

**Travel Daily** will release details of the progress of the case as they come to hand.

## Dubai fee confirmed

**THE** Dubai government has confirmed the imposition of a new tax on travellers passing through the emirate from 30 Jun, as revealed by **Travel Daily** in a global exclusive (**TD** 22 Mar).

Passengers travelling through Dubai airports will be required to pay the new fee of AED35 (AU\$12.50) from 30 Jun.

The "service fee" covers the use of airport facilities by passengers at Dubai International Airport (DXB) and Dubai World Central (DWC), and was approved yesterday by Dubai Crown Prince and chairman of Dubai Executive Council, Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum.

According to a release from the Government of Dubai, the fee will require all airlines operating to Dubai to collect the impost, whether in the UAE or outside the country, effective 01 Mar.

It will apply to passengers when departing or when in transit at DXB or DWC, excluding those whose arrival and departure flight number are the same.

"The collected fees will be transferred to Dubai Airports, and subsequently to the Dubai Government public treasury."

The govt office said the airport fee resolution aims to "improve Dubai airport's infrastructure and boost its capacity...as well as support expansion projects", which will include the expansion of T1 and refit of T2.

**We've been nominated!**

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**Best Wholesaler** - International product  
**Best Sales Executive** Industry support

**Meighan** Murphy - VIC  
**Justin** Southern - VIC / ACT  
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Thursday 31st March 2016



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## Holiday Inn Express Aus debut



**INTERCONTINENTAL** Hotels Group yesterday celebrated the opening of Australia's first Holiday Inn Express hotel in partnership with investment group Pro-invest.

The 192-room Holiday Inn Express Sydney Macquarie Park is scheduled to welcome guests from 11 Apr.

Holiday Inn Express Sydney Macquarie Park is the first of 15 projects earmarked for Australia in alliance with Pro-invest under a multiple franchise agreement.

Other locations already secured for the brand include Spring Hill,

Brisbane (set to open later this year); Hindley Street in Adelaide (opening 2017) and Southbank in Melbourne (opening 2018).

Pro-invest ceo Ronald Barrott said the company has "scoured the country for prime positions for our hotels. Macquarie Park is one of Sydney's leading business precincts for this, our first Holiday Inn Express hotel, perfectly-suited to cater for corporate travellers."

**Pictured** at the ribbon-cutting ceremony are IHG ceo Richard Solomons (left) and Pro-invest ceo Ronald Barrott.

## Qantas capacity up 9%

**QANTAS** Group saw a 9.5% capacity increase during Feb when compared to the same month a year prior, according to the data released today.

QF's International arm reported a 10.3% jump over the same period in 2015, driven by new services to San Francisco, Tokyo, Hong Kong and Singapore.

Capacity growth was achieved on the int'l business through "increased utilisation of existing Group aircraft," Qantas said.

Domestic business saw a 6.4% spike on Australia's east coast and leisure routes.

Low-cost carrier Jetstar saw a significant 16.8% rise in capacity which could be linked to additional Boeing 787 Dreamliner aircraft added to the fleet.

A rising demand for air travel was also evident in the Feb figures with Qantas' revenue pax kms jumping by 9.1%.

The leap year also resulted in about a 3.6% jump in growth.



## Window Seat

**HERE'S** a (back) side of Tom Goldman OAM you don't see every day.

The executive chairman of Goldman Travel Corporation and his friend Peter were among the patients appearing in ABC's *Keeping Australia Alive* broadcast this week.

The medical show was filmed at hospitals around the country over a 24 hour period last Oct and follows the operations and procedures of patients, both planned and emergencies.

Tom and Peter's visit to Prince of Wales Private Hospital, Sydney was for a "unique day out" to have a colonoscopy - a ritual the gentleman go through together every three years.

Cameras follow Tom through the experience, inside and out... Catch the episode **HERE**.

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**Category 19:** Best Airline International - Online  
**Category 31:** Best Sales Executive - Industry Supplier  
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## Currency Select sold

**AUSTRALIAN** firm Travelex has offloaded its Currency Select arm to Global Blue of Switzerland.

Currency Select enables partners in over 20 countries to perform Dynamic Currency Conversion (DCC) and Multi-Currency Processing (MCP) transaction via ATMs, Point-of-Sale payment terminals and e-Commerce channels.

The move enlarges Global Blue's footprint into eight new DCC markets including New Zealand, Indonesia, India and the UAE.

"We look forward to continuing our journey under the ownership of Global Blue, leveraging our achievements, capabilities and expertise to continue to innovate in the DCC and MCP payments space," Currency Select managing director Damian Cecchi said.

"This acquisition reinforces our business strategies to date, and affirms our plans for the future.

"We are all very excited about the future and the opportunities ahead of us," Cecchi added.

Currency Select has a team of over 50 payment specialists.

## Park Regis enters WA

**STAYWELL** Hospitality Group has inked a long-term agreement to expand the Park Regis property to Subiaco in Western Australia.

The 168-room Park Regis hotel will be the first Park Regis branded property in the state and is expected to open in late 2017.

Pitched towards both leisure & business travellers, the hotel will comprise standard, deluxe, one-bedroom suites & family rooms at the site of the former Ace Cinemas in Subiaco Town Centre.

Park Regis Subiaco will be part of a mixed-use development that will feature an office block, cinemas, public piazza, food court & retail areas, within close range of Subiaco train station.

## Rocky on Channel Ten

**THE** Rocky Mountaineer will get some air time on free-to-air TV over coming months as *The Living Room* hosts Chris Brown & Miguel Maestre return to Canada for a second travel segment series.

The Network Ten presenters will also explore Vancouver, Seattle, Whistler and Banff, while riding aboard the iconic rail journey.

Coverage commences on *The Living Room* this Fri (01 Apr) at 7:30pm, with further segments planned for broadcast on 08 Apr, 17 Jun and 08 Jul.

## Ensemble inviting applications



**ENSEMBLE** Travel Group, which last night formally launched its offering to the Australian travel industry (see p1), believes it can provide a win-win solution for both travel agents and suppliers.

Ensemble Australia/NZ head Trish Shepherd, **pictured** with the organisation's co-president Lindsay Pearlman in Sydney this morning, said members can access a full range of product from about 60 preferred suppliers at present, while the Aviate in-house ticketing platform already features 80 airlines.

She said agents using Aviate can issue tickets with confidence via a four-click process which ensures there will be no ADMs, while suppliers and agents will be

attracted by the fully transparent nature of the offering which has been customised for Australia/NZ through a "sizeable investment" over the last 18 months.

Pearlman told **TD** Ensemble's platform enables it to work closely with suppliers to deliver growth, while for agents "we are here to make you more money, make you more efficient, make you better business people".

Shepherd said "we are looking for members who are seeking a broader value proposition to achieve a higher level of success in their business," with luxury agents in particular finding Ensemble's key suppliers to be a good fit - more details on 02 8437 1144 or [joinensemble.com.au](http://joinensemble.com.au).

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**WHO WILL WIN? QLD OR NSW?**

AAT Kings is also nominated in Category 24: Best Tour Operator – Domestic

**VOTE HERE**

to help your AAT Kings team proceed in all 3 nominations

“Thank you!”

# Contiki wildcard winner



**THE** Contiki ROCK Around the World wildcard winner has been revealed as Sarah Russell from Flight Centre, Canelands.

She has scored a place on the ROCK Around the World incentive trip to Fuji Rock in Japan in Jul along with 19 other top selling travel consultants.

Contiki revealed the news via a secret agent-style mission which saw a Contiki team member go 'undercover' as a client looking to book the trip before revealing Russell herself was actually the one being booked on the trip.

**Pictured** above are Zoe Gentle, Contiki Qld sales exec Sarah Russell and Olivia Lee, Contiki trade marketing executive.

## Shanghai Disneyland entry tickets go off

**ADMISSION** tickets for the first day of operation at the brand new Shanghai Disneyland sold out within hours of going on sale this week, *Bloomberg* reports.

The sixth Disney park worldwide is set to begin welcoming visitors from 16 Jun (**TD** 13 Jan), with ticket prices ranging from 370 yuan (AU\$75) in non-peak periods to 499 yuan (AU\$101) at peak times which incorporates the park's first two weeks, all weekends as well as Jul and Aug.

Shanghai Disneyland's two hotels were also booked solid for the first two weeks of operation.

## Live your Dream TTL

**TRAVELMARVEL'S** Live Your Dream in 2016 sale is almost finished, with just one week left for agents to take advantage.

Offers include a best price guarantee on Apr & Dec 15-day European Gems river cruises with prices starting at \$3,995pp twin share, saving up to \$2,700pp.

Other destinations on sale including Asia, Canada, South America Africa, Australia and NZ.

## AA seeks LAX/PEK

**AMERICAN** Airlines has sought approval from the US transport regulator to begin new seven weekly services between Los Angeles and Beijing.

The **oneworld** alliance carrier said it intends on launching the new route to Beijing on a year-round basis starting 16 Dec using Boeing 777-200 aircraft.

## Belgium advisory

**SMARTTRAVELLER** has downgraded its travel advice for Aussies in Belgium to 'exercise a high degree of caution'.

Belgium's national terrorism threat remains at 3 of 4, meaning a serious threat still exists following the recent attacks.

Travellers should remain attentive to their surroundings.

## Plantation weddings

**FIJI'S** Plantation Island Resort is offering bonus perks when couples tie the knot on-site and bring their family and friends.

The promotions are based on a minimum of five rooms booked for five nights, with the couple receiving a free cocktail party.

Parties which book 10 rooms will be upgraded to neighbouring Lomani Island Resort for their wedding night, while groups of 15 rooms will receive a three-night honeymoon at Lomani and if booking 20 rooms the newlyweds will score a four-night honeymoon at Lomani.

Other extras are also included. Travel is based on select dates, when booked by 30 Apr.

## NYC Spring 16 guide

**NEW** York City & Company has released the Spring 2016 Official Visitor Guide, offering a range of information on accommodation, events and attractions.

The brochure can be viewed online at [www.nycgo.com](http://www.nycgo.com) - for more details, **CLICK HERE**.

## Thank you for your support.

We are delighted to be nominated in the 2016 NTIA Awards.

This year is shaping up to be our biggest year yet and we cannot wait to celebrate with you at the 2016 NTIA Awards. Thanks to our industry partners, we've received nominations for:

- Category 19: Best Airline International – On-Line
- Category 31: Best Sales Executive – Industry Supplier – Daniel Devine
- Category 31: Best Sales Executive – Industry Supplier – Justin La Grange

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# Industry Appointments

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

**Back-Roads Touring** has expanded its sales and marketing team with the appointment of **Shelley Martin** to the newly created role of Queensland Business Development Manager. Martin joins Back-Roads from the Globus Family of Brands, where she was an Area Sales Manager.

**Shangri-La Hotels and Resorts** has named **Todd Hewitt** as Corporate Director of Spa. Hewitt was most recently Regional Spa Director in the Americas at Four Seasons Hotel & Resorts. Shangri-La has also appointed a fully-integrated agency team, which will be led by agency DigitasLBi.

**Anton Birnbaum** has taken on the position of General Manager at **W Retreat & Spa - Maldives**. Birnbaum has spent the past eight years as Executive Assistant Manager at Le Méridien Vienna.

**SALA Hospitality Group** has appointed **Khun Suwannasa Piwon** as Senior Sales Manager, effective immediately.

**Ben Alcock** has moved on from Oman Tourism to work as a freelance marketer through his business **Disarm Doors & Crosscheck**. He is also working for Resource agency, is ABC North Coast radio's travel expert and has set up Flicks in the Field - an outdoor and drive-in cinema based in the northern NSW town of Bangalow.

In Darling Harbour, **Four Points by Sheraton Sydney** has a new Executive Chef, **Robert Sauer**. He was recently Executive Chef for Celebrity Cruises.

**Starwood Hotels & Resorts** in Waikiki has a new Public Relations Manager, **Akiko Slayton**.

**Patrick Dumont** has been promoted to Chief Financial Officer of **Las Vegas Sands**. Dumont has served as Senior Vice President of finance and strategy for the company since Jul 2013.

## Hilton Houston open

**HILTON** Worldwide has opened the dual-branded Hampton Inn & Suites by Hilton Houston Downtown and Homewood Suites by Hilton Houston Downtown with a total of 300 rooms.

## SKAL restructure

**SKAL** International has decided to discontinue the role of congress coordinator in the general secretariat following a review of staffing levels.

## Aussies favour social

**OVER** half of Australian families are looking to Facebook and Instagram to collate their holiday photos and use them to reminisce, according to research commissioned by the Singapore Tourism Board.

The Australian Holiday Memories Report has found only 49% of families have physically printed a photo from a holiday in the last year with 55% believing social media has replaced the need for physical albums.

## PG, Travelpport extend

**BANGKOK** Airways will continue to use Travelpport's Rich Content and Branding technology after extending a multi-year content agreement with Travelpport.

## Tempo/EK incentive winner

**TEMPO** Holidays in partnership with Emirates has announced the winner of its recent Italy incentive as Jackie Ragusa from helloworld Lake Haven in NSW.

The wholesaler teamed with EK to celebrate the launch of the new route into Bologna, Italy.

Jackie has won two return flights to Bologna with Emirates (upgradeable to Business class), along with

Tempo's best-selling 'Gastronomic Tour of Tuscany', plus pre and post nights accom in Bologna.

Tempo Holidays' NSW bdm Shayna Frost is pictured above presenting Jackie with her prize.



## Novotel for CHC

**ACCORHOTELS** has signed an agreement with Christchurch International Airport for a new-build Novotel hotel.

Novotel Christchurch Airport hotel will feature 200 rooms and be built next to the airport's International Terminal, offering a restaurant and bar plus function and meeting room facilities.

The airport will invest \$80 million in land improvements for the development.

Construction is set to start in May with the hotel scheduled to open late 2017.

## Etihad/SOH renewal

**ETIHAD** Airways and the Sydney Opera House have extended their major partnership by five years.

Under the agreement, Etihad will continue as the Sydney Opera House's Major Partner & Opening Nights Presenting Partner & will fly artists & performers to Sydney.



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**Contact Officer:** Jo Verden (02) 6205 0554 [jo.verden@act.gov.au](mailto:jo.verden@act.gov.au)

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## Ski travel insurance

**BOOMERS** Travel Insurance is offering a new ski package including cover of up to \$1,000 if a ski field is closed due to bad weather or avalanches.

## BK&B incentive wins

**BROOME**, Kimberley & Beyond have named the winners of their latest incentive celebrating the launch of their brochure.

Agents have won accommodation, touring and return airfares for themselves and a friend to one of the regions booked by the supplier.

Kathleen Taylor from Coopers Travel, Magellan Travel Group will be packing her bags for Broome, while Cathy Sullivan from Eastern Hill Travel, helloworld will head to Darwin and Robyn Rowe from italktravel Narrogin, Express Travel Group to Adelaide.

Linda Madden from Shire Travel, Magellan Travel Group will holiday in Perth and Belinda Grist from Travel Specialists Mosman, Magellan Travel Group in Kununurra.

## Hilton, Uber seamless

**HILTON** and Uber have expanded their partnership by integrating their mobile apps.

Hilton HHonors members can now order an Uber from the HHonors app while Uber riders can view their hotel stay information via the Uber app.

To use the integrated features guests must have both apps installed.

## Magellan agents check out Europe



**FOUNDER** and director of Magellan Travel Group, Trevor Jones recently showed a group of Magellan agents around Europe on a "Beneath our Radiant Southern Cross" educational.

Travelling with Qatar Airways, agents stopped in at Netherlands, Lille, Ypres and Amiens.

The group are **pictured** above in the spot where it's believed in WWI the Brits played Germany in

a game of soccer in no man's land when hostilities ceased.

From top left are Trevor Jones, Magellan Travel Group; Kathleen Nicholson, TTFN; Blair Leslie, Travel Specialists Mosman; Theresa Reynolds, Spencer Travel Surry Hills; Andrew Cross, Wings Away Travel; Mark Pearman Epping Travel; Brian Leeson, East Burwood Travel; Jennifer Julio, Qatar Airways and Annette Dalsasso, Hawthorn Travel.

## Philippines gets social

**TOURISM** Philippines is hosting experts from Facebook and Instagram at their upcoming trade shows to educate agents on the perks of selling destinations via social media.

The shows will take place in Brisbane, Sydney and Melbourne on 18, 19 & 21 Apr respectively.

Agents can register attendance at [rsvp@philippinesdinner.com](mailto:rsvp@philippinesdinner.com).

## Smiths expansion

**MR & Mrs Smith** has expanded into luxury villas and has added properties in Ibiza and Mallorca to its collection of hotels.

The villas are bookable for a minimum of seven nights, Sat to Sat only and range from a restored farmhouse in quiet Ibizan countryside, to a family-beachside bolthole - **CLICK HERE**.

## KYQ axe terminal plan

**KENYA** has axed its US\$650 million terminal building project at Nairobi's main airport.

The decision was mainly due to financial pressures and the capacity of the airport already being increased by recent upgrades to the existing facilities.

The airport can now hold 7.5m pax a year against a demand of 6.5m pax last year.

## Festivals trending

**TOPDECK** has revealed a trend amongst Gen Y travellers towards festival trips which are up by 11% year-to-date, with a predicted growth rate of 20% this year.

The firm attributes the popularity to young people wanting to "outshine previous travel experiences" & boast about it on social media plus a desire to be immersed in celebrations.

Topdeck's most popular festival trip for the past two years has been Oktoberfest in Munich.

The company's gm for Asia Pacific Joe Ponte said everyone on these trips shares a common goal to "meet like minded people, experience a country's culture and tick off a major bucket list experience".

Topdeck's festival trips start from \$113 per day.

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**GLOBUS COSMOS MONOGRAMS AVALON WATERWAYS**





**THIS** group of agents recently experienced a famil to Germany, courtesy of the German National Tourist Office & Emirates.

Travelling Business class, the troupe explored vibrant cities including Munich, Stuttgart and Freiburg, and stayed in traditional and modern properties enroute.

Highlights of the trip included visits to the old towns in the Black Forest such as Freudenstadt, Wolfach and Triberg.

**Pictured** in the Black Forest are Tina Castello, Montina Travel; Autumn Moser, The Travel Authority; Marica Salpietro,

italktravel Kensington; Jodie Hill, helloworld Jannali; Zoe Holien, Escape Travel Geelong; Stefanie Eberhard, GNTO and Ian Edwards from Pulse Travel.

### FCM India transfers

**FCM** Travel Solutions has launched a women's safety ground transfer in India.

Under the initiative, females are assisted to board their transfer, contacted during the trip between 7pm and 7am to ensure there are no issues and contacted on arrival to make sure they arrive safely at their destination.

## Advertising, Production & Sales Coordinator || Macquarie Park, NSW

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# WIN WITH TEMPO

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](mailto:tempo@traveldaily.com.au)

**Q21:** In 25 words or less explain why you would recommend Tempo Holidays' India programme to your clients.



**TEMPO HOLIDAYS**



### Yokohama vid series

**THE** Yokohama Convention and Visitors Bureau (YCVB) has produced a set of four videos to encourage foreign visitors.

The videos aim to draw attention to the city as a major tourist destination and grow awareness about its attractions and each focuses on an element of the city, including sightseeing, music, food and Art and Culture.

To view the first video of the series, **CLICK HERE**.

### Boeing staff cuts loom

**AIRCRAFT** manufacturer Boeing has revealed plans to cut around 4,000 jobs as it faces fierce competition from rival Airbus, *The Guardian* is reporting.

The job cuts will include hundreds of executives and managers and around one third of the job cuts are planned to be through voluntary layoffs.

Employees would only be forced to leave "as a last resort", an Airbus spokesperson said.

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This exciting travel company have an opening for strong senior sales manager to lead coach and develop a team of existing sales executives. Working closely with different departments to achieve set revenue goals across the region. You will be results orientated, have a proven track record in achieving sales targets and have strong contacts in the travel industry. Interviews are underway so ring for a confidential chat today.

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This award winning Travel Company is looking for a talented senior travel manager to oversee their operations. Key responsibilities include day to day operations, human resources, supplier relations, increasing efficiencies & staff productivity as well as financial growth & profitability. You will enjoy a strong salary package and staff benefits. If you come from a strong travel management background with proven leadership skills we want to hear from you.

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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.

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This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct 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.

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You will have the skills and knowledge to drive solutions for your clients improving expenditure and creating a lasting impression which will retain clients for the future. As a master of building relationships you will know how to develop those key connections and gain their trust in your ability to do the best for them. Be rewarded with a great salary and stable work company that see growth year on year. Enquire today

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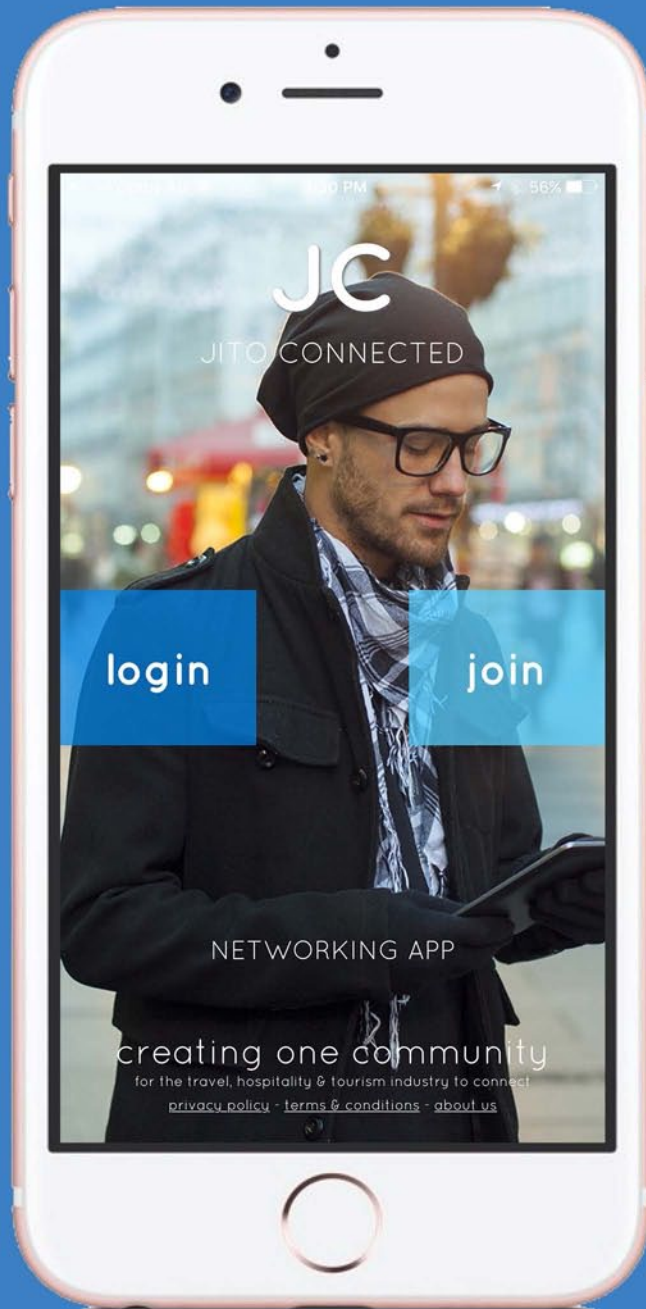


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