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Webjet drops anti-agent ads

LISTED online travel agency Webjet looks to have dropped its controversial anti-agent rhetoric, with the release this morning of new TV commercials which take a much friendlier approach.

The new ads, expected to form the basis of Webjet's TV campaigns going forward, no longer belittle travel agents, with the previous versions making outlandish claims about the OTA having access to a wider range of fares than bricks and mortar rivals.

Instead, Webjet is now simply highlighting its offering by urging travellers to "go to the one website that lets you easily compare all your available choices at any time from anywhere."

"Take advantage of the very latest airline offers and simply book the best value airfare possible matched to your

personal travel needs and backed by 24/7 customer support - that's Webjet of course," the ad reads.

After a huge reaction to last year's initial anti-agent Webjet campaign (TD 05 Jan 2016) and a subsequent version which was even worse (TD 26 Jul), stakeholders across the industry slammed the OTA, with AFTA ultimately raising the issue with the ACCC.

Webjet didn't wish to comment on the change of direction.



To view the new commercial, see traveldaily.com.au/videos.

SQ celebrates 50 yrs

SINGAPORE Airlines is today commemorating a massive milestone, with the carrier first operating flights from Australia exactly 50 years ago.

The airline is highlighting the diamond jubilee with a special cover wrap on today's *Travel Daily*, while this month a lucky TD reader will win two Business class return tickets to SQ's newest European destination, Stockholm.

See page 10 for comp details.

Today's issue of TD

Travel Daily today has ten pages of news and photos, a cover wrap celebrating 50 years of Singapore Airlines in Australia, plus a full page from:

- Travel Trade Recruitment

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Visa issues for Kiwis

SOUTH African Airways is urging New Zealand passport holders living in Australia to ensure they obtain a visa before flying into South Africa after a number of "incidents" in which travellers were unable to board their flight.

In mid-Jan, new rules came into force for all diplomatic, official and ordinary passport holders of New Zealand.

"While the majority of New Zealand passport holders do get the necessary documentation and obtain their visas, we are seeing quite a few incidents when people are unaware of the requirements," said South African Airways' country manager for Australasia Tim Clyde-Smith.

Without the necessary visa, SA cannot check Kiwi passport holders onto its flights to South Africa, "meaning added expense and inconvenience, not only to the traveller but also to the travel consultant and their agency," Clyde-Smith added.

More at www.dha.gov.za.

A&K marketing head

LUXURY travel company Abercrombie & Kent has named Anthony O'Shea as its new head of marketing following the recent departure of Joel Victoria to The Travel Corporations' AAT Kings.

O'Shea has more than 25 years experience in the field, most recently as director of marketing & communications for Hotham and Falls Creek ski resorts.

TTC focused on organic

THE Travel Corporation's focus is firmly on growing the potential of its existing brands, rather than on acquiring new businesses, ceo & president Brett Tollman says.

Since becoming ceo in 2010, Tollman said he had been "a little cautious not to acquire too many more companies" and held the view that there was a lot of organic growth opportunity.

Speaking exclusively with *Travel Daily* in France last month, he admitted the company had "so many" travel brands already, adding "there is so much opportunity within each business to grow its footprint and its profitability so if you're buying new companies you get distracted from that focus".

Noting TTC was still always keeping an eye on opportunities from the outside, "because you can't miss out on acquisitions", he said in the last five years, the company had done "a remarkable job in innovation".

Contiki had benefited from the approach and was currently doing better than ever.

"We are taking more Australians out of Australia today than in its 50 year history and that is because we have invested in technology, we've invested in the product, the experience, the marketing and I think Contiki still has growth opportunities," Tollman said.

Contiki was no longer "just the

party bus," he explained.

"Those competitors who want to waste their time talking about that are stupid and uninformed & should be focussed on innovating their own programs rather than trying to sniper Contiki".

"We're certainly leading the way and there are people who want to go and party in Europe and we offer that and there are people that are more culturally curious and we offer experiences for them".

Tollman said Trafalgar had also "really established a different experience" with the Be my Guest and At Leisure programs and promised "new thing for the brand," to be announced shortly.

He said the new initiatives would highlight similar things to what Airbnb was promoting, such as staying with and dining with the locals, but that nobody else "has done or is doing".

Kings of Vegas tkts!

THIS week *Travel Daily* has buddied up with Las Vegas Convention & Visitors Authority to give readers a chance to win one of five double passes to see entertainer Harrison Craig who is touring the country in 2017.

Harrison's concert showcases songs from his *Kings of Vegas* album featuring hits from Elvis, Nat King Cole, Mel Torme and Frankie Valli - details on **page 8**.

Marriott Momi open

MARRIOTT International has opened the Fiji Marriott Resort Momi Bay on Fiji's main island.

The resort features 250 rooms including 22 over-water Bure Villas with decks providing direct access to a man-made lagoon.

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www.aaappointments.com.au

TAA to unite with Stayz

TOURISM Accommodation Australia (TAA) has announced a surprise pact with short-term rental website Stayz as it mounts the next phase of its campaign against sharing sites like Airbnb.

The two entities have struck a common position on the regulation of short-term accommodation and will target the NSW Government in the hope of achieving laws similar to those introduced in some parts of the US and Europe.

The TAA-Stayz joint position calls for restrictions in metropolitan areas that would mitigate the impact of short-term rentals on housing affordability.

It asks for measures to ensure health, safety and environmental issues are managed, and that transparency and data-sharing are increased.

The two entities want only limited regulation in regional areas, where short-term rentals could have economic benefits.

"These measures would provide certainty for operators across the accommodation sector, and encourage investment, employment and sustainable growth in the visitor economy," said TAA ceo Carol Giuseppe.

Ramada Suites Auck

WYNDHAM Hotel Group has opened its second property in Auckland, the Ramada Suites Albany, Auckland North Shore.

The 66-room hotel is close to Massey University and has a mix of studio, one- and two-bedroom suites, as well as residential apartments with cooking and laundry facilities.

US looks to phones

THE Trump Administration is reportedly considering new measures requiring visitors to hand over their mobile phones and social media passwords as part of the US president's promise of 'extreme vetting'.

Officials reviewing policies are said to want stricter security reviews for visa applicants and to extend procedures to close allies like Australia and the UK.

The Wall Street Journal reports this would potentially include requiring applicants to reveal their mobile phone contacts and social media passwords.

While phones can already be examined on arrival in the US, the new proposals would involve gaining access at the visa application stage.

The review was instigated by Trump last month as he announced revised travel bans on several Middle East and north African countries.

Alitalia strike today

ALITALIA has cancelled up to 60% of its flights today ahead of a 24-hour strike by unions.

Talks are underway over job cuts and restructuring.



Window Seat

A CHIMP at Jon Ball Zoo in the US state of Michigan has grabbed worldwide acclaim for his accuracy at poo-throwing.

The none-to-happy anthropoid was filmed this week by zoo visitors bouncing around, letting off steam in his enclosure as a crowd gathered, when he suddenly flung the unsuspecting masses a piece of his mind.

Unfortunately for an elderly onlooker who was confined to a wheelchair, the primate's waste had a tractor beam for her face, with footage capturing the nugget's final resting place, square on her nose - view [HERE](#).

Reportedly, the chimpanzee in question has a tendency for hurling back-door pellets, with other zoo guests also taking home a bit of the ape.



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Samoa welcomes Aussies

THE Samoa Tourism Exchange kicked off on Mon at Taumeasina Island Resort, the country's newest deluxe resort.

STE 2017 is being held over three days, with buyers from Australia, New Zealand, America Samoa, the Americas, Europe and Asia coming together to meet local tourism suppliers and learn about the latest developments.

International participants also

took a Food and Wine tour along Upolu's famed South Coast.

Pictured from left are Mathew Doherty, Virgin Australia Holidays; Fasitau Ula, Samoa Tourism Authority (Australia); Fiona Wozney, WRD; Cristina Cali, Flight Centre Travel Group; Frances Palfi, Si Travel Group; Carolin Fernandez, Omniche Holidays; Joe Dolpire, Scoopon & Sheridan Randell, Creative Head Media.

Travel salaries up in 2016

PAY packets in most sectors of the travel industry increased in 2016, according to the C&M Travel Recruitment Travel Salary Guide 2016.

Retail travel, technology and marketing sectors were the biggest benefactors with the growing need for experienced retail consultants pushing up base salaries by 9.2%.

The analysis also noted that retail travel managers are being more creative on base/commission splits to make packages more enticing.

Online travel and marketing roles both saw increases of 8% during the period.

The salaries for more wholesale travel roles have plateaued, but C&M identified a shift in the role of "wholesale travel consultant" to mix direct bookings with wholesale positions.

C&M's annual analysis is

collated from information supplied by active job seekers and vacancies in the travel industry.

LHW promo winners

EIGHT Australian travel agents have each won a seven (or more) night trip after being crowned winners of the Leading Hotels of the World's latest incentive.

The agents who claimed the highest value bookings were: Brent Wallace, SmartFlyer Australia (winning a trip to South America); Suzanne Duzenman, Global Int'l Travel (USA); Sean Simmons, Sean Simmons Travel (South Africa); Michelle Hansen, Aurora Travel (England & France); Lionel Brown, Wentworth Travel (Asia); Sarah Phillis, Platinum Escape Travel (Switzerland and Holland); Candy Rosenbaum, Global Int'l Travel (Italy) & Ginine Schulberg, FBI Travel (Italy).



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Is the traditional coach tour dead? Find out in the April issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



Scout GDS re-signing

LOW-COST carrier Scout has renewed its distribution partnership with Amadeus.

Tigerair is expected to make its content available through Amadeus when it comes under the Scout brand later this year.

Scout's head of distribution & sales Trevor Spinks said capturing a wider share of the corporate travel segment is important.

"The travel agency channel is an effective way to reach business travellers, and the agreement with Amadeus is essential for our business," he said.

MEANWHILE, Amadeus has teamed up with airport shuttle and intercity bus ride distributor, Distribusion, and reservations and ticketing management technology company, Betterez.

The tie-up aims to enable bus companies to become more visible to new customers and to make the bus booking process as simple as booking a flight.

MTA details tool

MTA - Mobile Travel agents have released more details of its "game changing" in-house Global Fares tool, as reported by *Travel Daily* last week (**TD 27 Mar**).

The technology is a search engine which displays all available flights on any given sector, providing access to world-wide low cost carriers/web fares for availability, pricing and ticketing.

Scheduled to be rolled out across the entire member base from May, the Global Fares tool offers the capability for multi-leg itinerary searches and ability to book flights that originate outside of Australia.

It provides access to market-specific published and private fares at the local point of sale, world-wide specialty fares and automated PNR creation from existing GDS stored profiles.

Local currency equivalents are displayed with each search and fare rules can be displayed.

Another gong for TASCo!

THE Africa Safari Co from Sutherland, NSW received the title of Champion Tourism at the Australian Small Business Champion Gala Dinner and Awards Ceremony on Sat night at the Westin, Sydney.

Precedent Productions presented the awards and over 1,000 guests were in attendance.

The awards aim to recognise the efforts of small business people who contribute to the vitality of communities across Australia.

The Africa Safari Co received an award statuette, certificate and national recognition as an industry leader.

CEO Susie Potter is **pictured** with the trophy.



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To find out more

All agents that complete and pass the OTT training by 15 Apr 2017 will be placed into the running. Prize valid for travel until 15 Apr 2018, is subject to availability and does not include taxes. Winner selected 17 Apr 2017 and will be notified by email.



Hello California!



AMERICAN Airlines recently took Helloworld's top sellers for a week in the Californian snow, on its flagship 777-300 aircraft.

The group were greeted with a historic year of snowfall in the Californian Sierra Nevada Mountains and icy conditions.

The first few nights were spent at Mammoth Mountain Inn and the group got familiarised with the area and beautiful scenery.

The next pit stop was Tahoe City, where they enjoyed ice skating and walking around the Lake Tahoe before staying at Granlibakken Resort.

Next it was straight back on the slopes at Homewood and onto Squaw Valley, home to the 1960 Winter Olympics.

The troupe then headed back to Reno to fly home via LAX.

Members that attended the famil are **pictured** above keeping warm around a camp fire: Jenni Carey, helloworld Ringwood; Marlene Abikhalil, PlanetBlue Travel; Melodie Sorbello, Tripaway Cruise & Travel Tweed City; Tammy Savill, 1000 Mile Travel; Marora Marama, Arivo; Naomi Stephens, Reho Travel SYD; Noel French, Castle Hill Travel; Russell Wilke, helloworld Waverley Gardens; Chris Buwalda, helloworld Horsham; Daniel O'Donoghue, helloworld Parkdale; Penny Brand, destination representative Gate 7 and Vic Naughton, American Airlines national sales manager.

QFFF Airbnb bonus

QANTAS is offering 500 bonus Frequent Flyer points for members who make their first booking with Airbnb.

To earn points on the booking, users need to quote their QFFF number when reserving, while points can not be split between two or more members occupying the same room.

Frequent Flyers have until this Sun 09 Apr to take advantage of the bonus points offer.

DoubleTree Cotswolds

DOUBLETREE by Hilton has opened its doors in Cotswolds, in the United Kingdom.

The newly-refurbished hotel is three miles away from the Cheltenham Racecourse.

The property boasts 10 meeting rooms, with the largest room fitting 320 guests.

AC coo resignation

AIR Canada's executive vice president and chief operating officer Klaus Goersch is resigning from the Canadian flag-carrier, effective 30 Apr.

Goersch was appointed to the role in Oct 2012, responsible for all aspects of safe, reliable and efficient operations throughout Air Canada's worldwide network.

Getaway to NZ

LONG running Australian travel show *Getaway* will feature six stories on New Zealand's south island in a deal with Tourism NZ.

Tourism New Zealand's gm Australia Tony Saunders said the broadcast met all of the tourism board's objectives.

"These stories reinforce our efforts to encourage travellers to visit more regions and to travel outside the peak season."

Getaway will showcase Mt Cook, Clutha, Canterbury, Greystone Wines, Wanaka and more.

Filming is wrapping up this week, with episodes to air in Jun.

"Romantic" saving

BEYOND Travel has released a special discounted rate for its new Romantic Germany premium escorted tour, with savings of \$300 per couple on departures between now and Oct.

Priced from \$1,635ppts, the seven-day round trip tour from Frankfurt visits the Black Forest region, Neuschwanstein Castle and Innsbruck in Austria.

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Zagreb [^]	\$1,409*	Dublin	\$1,489*
Dubai	\$1,419*	Manchester	\$1,519*

emiratesagents.com/au



Hello Tomorrow



*Advertised return airfares are for travel departing from Perth and are correct as of 28 March 2017 and subject to currency fluctuation. Business Class fares are also available and valid from 13 April 2017 to 28 February 2018 for travel Monday through to Thursday. Economy Class low season fares valid from 1 October to 30 November 2017 for travel Sunday through to Thursday. Offer ends 26 April 2017. Higher fares apply for other travel periods and departure cities. Flight restrictions, day of week surcharges, cancellation and amendment fees apply. Seats are subject to availability. Further terms and conditions apply. For full terms and conditions, please see your GDS, visit emiratesagents.com/au, or call Emirates on 1300 303 777. Offer subject to change. [^]Services to Zagreb commence 1 June 2017.

Passions III on GBR

A NEW yacht will launch on the Great Barrier Reef later this month, with the promise of new diving and snorkelling sites.

Unveiled by Passions of Paradise, the vessel is 25m long and was designed and built over three years to be one of the fastest commercial sailing catamarans in Australia.

Scotty Garden, ceo said *Passions III* would cruise at 15 knots, allowing it to access two of the Cairns-based company's 25 outer Great Barrier Reef moorings for snorkelling & diving on a day trip.

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Larwill Good Friday

THE Art Series' Larwill Studio in Victoria will open its doors in conjunction with the Royal Children's Hospital Good Friday Appeal on 14 Apr from 10a-1pm.

It will give visitors the opportunity to check out Parkville's newest digs and donate to the appeal.

Activities will include a petting zoo, art, face painting and more.

For every room booked on Good Friday, The Larwill Studio will donate \$20 of the booking to the Royal Children's Hospital.

Tempo slashes Peru

TEMPO Holidays is offering up to 20% off select Peru itineraries, for bookings made by 31 May.

There's a saving of 20% on Tempo's Machu Picchu by Train itinerary and a 10% discount on a range of selected coach and independent packages.

Ascott into Latin Am

THE Ascott Limited will enter the South American market following a franchise agreements for two residences in Sao Paulo.

Both residences are scheduled to open in the last quarter of this year and 2020 respectively.

Ascott and Vitacon have also signed an agreement to establish at least 5,000 Citadines-branded units in Sao Paulo.

Club Croc to the rescue!



Clare Valley funding

THREE Clare Valley wineries – Eldredge Vineyards, Hill River Clare Estate and Jeanneret Wines - have been offered grants of up to \$25,000 as part of a govt Cellar Door Grants Program.

South Australian Agriculture, Food and Fisheries Minister Leon Bignell said the initiative was about supporting the SA wine sector, by helping wineries in the region invest in their cellar doors.

The program is part of the South Australia Government's \$1.8 million Wine Industry Development Scheme, designed to boost visitor numbers and support the wine industry.

CLICK HERE for more details.

MANTRA Club Croc at Airlie Beach, Queensland is accommodating over 170 workers and emergency crews aiding in Cyclone Debbie recovery efforts.

Teams staying at the establishment include Ergon Energy, Queensland Marine and Environmental Services, Community Services, specialist tree removalists and arborists.

Some of the workers are **pictured** above outside the Mantra Club Croc.

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Air NZ's new A320/321neo seats

AIR New Zealand's design for its Economy class seats on its Airbus A320/ A321neo fleet will be more spacious.

The window and aisle seats will be 1cm wider than the airline's current international Airbus fleet, while the middle seat will gain 3cm in width.

The design (pictured) also includes a new seat cover.

Air New Zealand gm customer experience Anita Hawthorne said the extension of the middle seat



will help balance out the greater sense of space that window and aisle customers enjoy.

"We currently have many customers who state a preference for window or aisle seats and it's possible the new design may see the middle seat get a boost in popularity," she said.

Air New Zealand worked on the design with UK aerospace seating company Acro Aircraft Seating.

The airline has 13 Airbus A320neo aircraft on order to replace its current A320 fleet and it will receive a combination of A320neo and A321neo.

Mtn Shadows opens

A \$100 million resort, Mountain Shadows, has opened in Paradise Valley, Arizona.

Rebuilt in the place of the original Mountain Shadows which opened in 1959, the property offers 183 rooms, a presidential suite, restaurant, two pools, a golf course and 3,484m² of indoor and outdoor event space.

The 12-year project marks the first resort to open in Paradise Valley in eight years.

Experience the Kings of Vegas



Travel Daily and Las Vegas Convention and Visitors Authority is giving readers the chance to win one of five double passes to see Harrison Craig's *Kings of Vegas Lounge Sessions* tour in 2017.

Harrison Craig's two-hour concert will showcase songs from his *Kings of Vegas* album performing the hits from the likes of Mel Torme, Nat King Cole, Bobby Darin, Frankie Valli, Elvis Presley and many more.



To enter, simply send a photo of yourself or your team that best represents the 'Entertainment Capital of the World' to lasvegas@traveldaily.com.au. The most creative submission each day will win the double pass to the winner's nearest event venue.



Tour de Vines specials

SAVINGS of up to \$1,500 per couple are available on select 2017 Tour de Vines cycling departures in France.

The sale applies to seven different itineraries with over 30 dates ranging from May-Oct.

All tours are seven days in length and include two bilingual guides, a support vehicle and a maximum group size of 16.

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- Creative mind to formulate creative itinerary

If you think you can meet the above requirements please email your resume to roslyn@atourtravel.com.au

VA & Discover L.A. Launch MEL-LAX route

DISCOVER Los Angeles has teamed up with Virgin Australia to celebrate the launch of VA's new flight between Melbourne and Los Angeles, the most popular and convenient gateway to North America.

Media and industry reps were invited to a press conference ahead of the inaugural flight from Melbourne Airport with Virgin Australia Airlines Group Executive John Thomas and Delta Air Lines Country Manager Australia and New Zealand, Clare Wheatley.

He discussed the importance of the new route, alongside Melbourne personality, Dannii Minogue, who frequently makes the trip from Melbourne to L.A.

Airline passengers, along with media and industry, were treated to a performance at the check-in



THE all-American marching band kicking off the festivities with the Virgin Australia cabin crew.

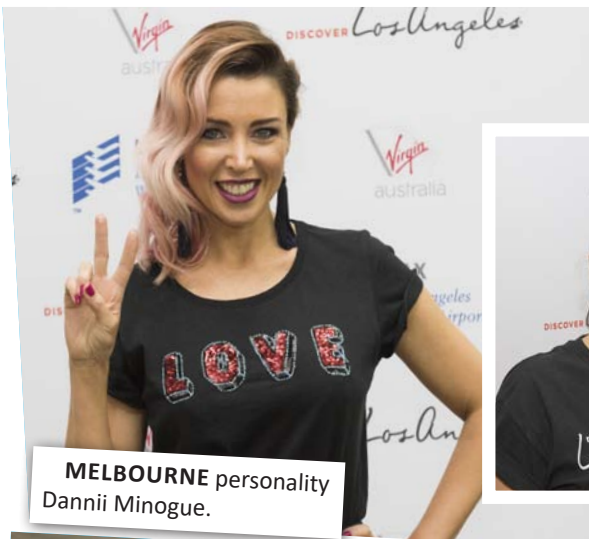
hall from an all-American themed marching band, flanked by Virgin Australia staff.

To get pax in the mood for their visit to the City of Angels, L.A.-inspired cupcakes and DFS LA Duty Free gift vouchers were provided.

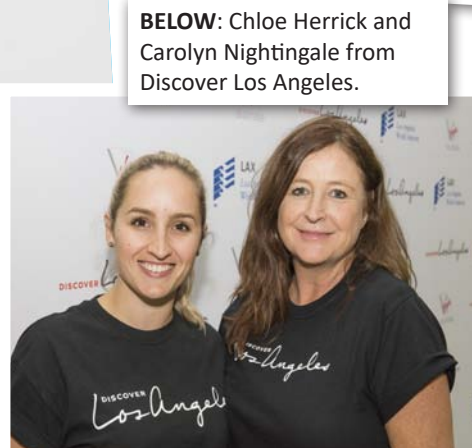
With L.A. having almost 300 sunny days a year, pax were also gifted some funky sunglasses.



VIRGIN cabin crew with Danni Minogue and Virgin Australia Airlines Group Executive John Thomas.



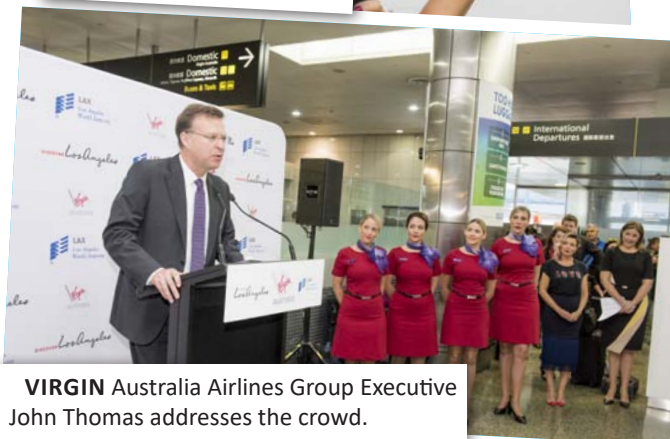
MELBOURNE personality Dannii Minogue.



BELOW: Chloe Herrick and Carolyn Nightingale from Discover Los Angeles.



ABOVE: Group Executive, Public Affairs at Virgin Australia Danielle Keighery with Dannii Minogue.



VIRGIN Australia Airlines Group Executive John Thomas addresses the crowd.



BELOW: Dannii Minogue with the all-American marching band.



Accommodation Updates

WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



The former Hawaii Prince Hotel Waikiki and Golf Club has been re-launched as **The Prince Waikiki** following a \$US55.4 million refurbishment. Its lobby and 563 oceanfront guest rooms and suites have been transformed and a new infinity pool added.



The Myrtle Beach Marriott Resort & Spa at Grande Dunes in South Carolina has had a \$US14 million revamp. Its 405 guest rooms have been upgraded with new contemporary furniture including artworks, mirrors, beds and 50-inch smart TVs.

Movenpick Ethiopia

SWISS hotel management has signed its first hotel in Ethiopia in the capital Addis Ababa, as part of its expansion in Sub-Saharan Africa and global footprint.

Movenpick Hotel Addis Ababa is set to open in 2019 and will boast world-class dining.

Contiki discounts

CONTIKI'S 2017 Limited Edition Summer Series is offering young travellers 25% off the Munch, Snap and Boutique Local Europe itineraries when booked by 21 Apr, plus \$400 off flights to Europe on all air carriers when booked by 27 Apr - more **HERE**.

Win tickets to Stockholm

To celebrate the 50th Anniversary of Singapore Airlines' flights to/from Australia, Singapore Airlines is offering Travel Agents in Australia the opportunity to win two return Business Class tickets from Australia to Singapore Airlines' newest destination in Europe, Stockholm!

To win, correctly answer each daily question in April. The lucky winner will have the most correct answers as well as the most inspired final entry. Send your answers to singaporeairlines@traveldaily.com.au

Terms & conditions



Celebrating 50 years In Australia 2017



Q1. On 5 April 1967, Malaysia-Singapore Airlines (MSA) launched its first ever scheduled service to Australia operating SIN – PER – SYD. In 2017, Singapore Airlines, including SilkAir, now operate direct services from SYD, CBR, BNE, MEL, PER, ADL, DRW & CNS to Singapore. True or false?

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

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Travel Daily

First with the news

Wednesday 5th April 2017

Gold Coast Beach Club plans



THE Gold Coast will boast the city's first international beach club under plans unveiled by developers of the multi-billion dollar Gold Coast Integrated Resort (GCIR).

The venue will be able to hold up to 3,000 guests and will feature a rooftop lounge and nightclub, restaurants and cafes.

It will also offer terraced gardens and an outdoor pool and beach area with private cabanas.

ASF Consortium Development director Dean LaVigne said the property would be the only integrated resort development in the world with a beach club.

"The beach club will be just one of the leisure and entertainment anchors of the GCIR and will rival that of other high-end beach club venues around the globe,"

AYANA Bali local rep

ANNE Wild & Associates has been appointed Australian pr and media representatives for AYANA Resort & Spa, Bali.

The resort features a whopping 693 rooms and suites, 78 luxury villas with plunge pools, 12 swimming pools, 18 restaurants & bars, plus 15 purpose-built wedding venues.

More at www.ayana.com.

LaVigne said.

"It hosts an array of restaurants and bars and offers an exciting year-round entertainment program of celebrations, performances and exhibitions," he said.

The company is currently in negotiations with major international beach club brands like Nikki Beach, Ku De Ta, Blue Marlin and Purobeah and hopes to entice live DJs and musicians to the establishment.

White Sand into R&C

ZANZIBAR White Sand Luxury Villas & Spa has joined Relais & Chateaux, joining only 21 African properties in the collection.

The luxury property on the east coast of Zanzibar has just 11 villas on a four hectare site beside remote Paje Beach.

ATL screener sacked

A TRANSPORTATION Security Administration screener has been fired after overlooking a .38-calibre handgun stored in a passengers purse at Atlanta Hartsfield-Jackson airport in US.

The traveller turned herself in but the TSA said the mistake was unacceptable.



Working in partnership with the Australian Travel Industry

Travel Agency Manager

City Fringe, Up to \$70k + Super DOE, Ref: 2735PE3

This agency located on the city fringe is looking for a strong manager to lead a small team of mature consultants. This is a hands on role and you will be required to consult as well as utilise your leadership skills in the day to day running of the store. The store has high repeat & referral business & you will really have the ability to make this role your own. Are you ready to get away from the price beats or being treated like a number? Make the jump & join this well known travel business.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

Online Travel Consultant

Gold Coast, Competitive Base & Uncapped Earnings, Ref: 2104SZ8

Despite this being a sales focused position, you will be dealing with warm sales only. No cold calling or outbound sales, enquiries are provided through company website, word of mouth and repeat & referral businesses including corporate clients. Working in a team within an office based environment, your travel industry knowledge and sales ability will be your biggest asset for success. Working mostly Mon – Fri with a rotational Saturday once a month, this is the job for work & life balance!

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

Online Cruise Consultant

Melbourne, OTE \$50-55k, Ref: 2783KF1

There is a great opportunity on offer to further your experience within the Travel Industry and specialise in Cruise. Step away from face to face consulting with this Online Travel Consultant position with a leading travel company in central Melbourne. If sales is your forte and you enjoy working in a busy environment with opportunity to utilise your cruise travel experience, mentor colleagues around you and continue in your career development then this role is the one for you.

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

Travel & Cruise Consultant

Adelaide, \$45-50k OTE, Ref: 2785HC1

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

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

Operations Manager

Sydney, Circa \$70k + Super, Ref: 2790SO5

A great North Shore company are recruiting for an Operations Manager to join their friendly and successful business. The role will be responsible for overall business growth, managing the daily operations, leading the people, and managing existing and negotiating new business relationships. You will be building new keynote customer relationships C2B and helping in the success of the business. Working within this apartment accommodation business, you will ideally hail from the hospitality sector.

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

Account Manager

Brisbane, \$70-75k, Ref: 2370CN1

This role is a mix between being out on the road and being in the office, equal split. Make your own appointments to suit your schedule and build strong relationships with clients! You will need to have strong analytical skills to assist with growing business and thinking outside the box when it comes to new ways to attract business. Current experience as an account manager for the travel or hospitality sector, striving towards KPI'S and enjoy negotiation and account acquisition.

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

Multi-Skilled Corporate Consultant

Melbourne, Competitive Salary + Super, Ref: 2787HC1

This boutique TMC is going places and fast! Build on your corporate career now and join at a time of real growth. This is an opportunity to become part of a leading corporate travel company in Melbourne. My client is looking for experienced Corporate Consultants with strong GDS experience to build relationships and understand the needs of their clients while delivering a 'high-touch' service. If you are looking for a work/life balance and the chance to work for an amazing TMC apply today.

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

Travel Sales Executive

Perth, Competitive Salary Package, Ref: 2772SJ2

Sales Executive required for a leading travel wholesaler to cover the WA region. If you have a good networks with the WA retail travel agencies, strong relationship building skills and exceptional sales abilities I want to hear from you! On the road promoting this brands awesome product you have the autonomy to manage your territory and help my client stay as a leader in their field. Great salary package, car allowance and bonus scheme. Apply with your CV or call me for more information.

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



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online... on mobile... in branch