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 Keith Frouse
 TRAVEL
 EXPERTS IN GLOBAL SPORT AND EVENTS

Travel Daily

First with the news

Friday 3rd February 2017

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LATAM low season

FARES on LATAM over the low season (01 May-30 Nov) are on sale from now until 27 Feb priced from \$1,099 in Economy class (ex Sydney) through to Santiago, \$1,129 to Buenos Aires, \$1,349 to Lima and \$1,559 to Bogota. More info at www.latam.com.

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W Melbourne confirmed

MARRIOTT International will open its second W Hotel branded Australian property in the Victorian capital in 2020, the company announced overnight.

W Melbourne will be located at 447 Collins Street in the CBD, part of \$1 billion mixed-use luxury development called Collins Arch.

It will comprise 294 rooms and suites, an 'Extreme Wow Suite' (aka presidential suite), an AWAY spa, bar & restaurant, gym & pool.

W Melbourne "will shake up the city's hospitality scene with its future forward design, signature amenities and full calendar of W Happenings, showcasing what's new and next in fashion, music and design," the hotelier said.

The newbuild will be constructed in partnership with Daisho Development Melbourne and Cbus Property.

Daisho's director Mamoru Kohda said, "W Hotels is the perfect fit for Melbourne, and we look forward to this becoming one of Australia's most sought after and talked about hotels".

Locally, W Melbourne will join sister-property W Brisbane, earmarked for opening next year.

The addition of W Melbourne was flagged by *Travel Daily* last year (*TD* 03 Nov) after Marriott International's area vp Australia, NZ & Pacific, Greg Hunt said W Hotels was looking to expand the funky brand in "two gateway" Australian cities, understood to be Melbourne and Sydney.

MEANWHILE, the highly awaited Fiji Marriott Resort Momi Bay will begin welcoming guests to its private enclave from 01 Apr.

The 5-star resort broke ground initially a decade ago, but stalled following the collapse of NZ firm Bridgecorp in 2007.

It was rekindled three years ago when the Fijian Government struck a management deal with Marriott Int'l to recommence work at the long-time dormant site.

Fiji Marriott Resort features 250 rooms and suites, along with a man-made lagoon which has 22 over-water burees built above it.

Located on the Coral Coast, it also has 114 free-standing buree and 136 standard rooms.

Today's issue of TD

Travel Daily today has five pages of news and photos, plus a full page from: (**click**)

- Travel Trade Recruitment

Tiger axes Bali today

TIGERAIR Australia has been forced to pull its services between Australia and Denpasar (Bali) for today, "due to issues regarding final procedural approvals from Indonesian authorities".

Late last night the no-frills carriers notified customers on three return services from Melbourne, Adelaide and Perth that their flights had been axed.

"All affected customers are being proactively notified," TT said, however the holiday plans of outbound travellers have been thrown into turmoil with the carrier only offering a full refund, meaning they need to find their own way to Bali if wanting to continue their arrangements.

Tigerair pax in Bali are today being moved onto services of parent company Virgin Australia.

Flights tomorrow to Bali are still being assessed as to whether or not they will operate, with a decision expected later today.

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RAY MARTIN
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World air pax record

A RECORD 3.7 billion passengers flew worldwide during 2016, with growth strongest among Middle East and Asia Pacific carriers.

Full-year statistics released by the International Air Transport Association (IATA) show demand (in revenue passenger kilometres) rose 6.3% over 2015, well ahead of the ten-year average growth rate of 5.5%.

World air capacity rose 6.2% and load factors were up slightly to a record 80.5%.

IATA director general and ceo Alexandre de Juniac said air travel was a "good news story" in 2016.

"Connectivity increased with the establishment of more than 700 new routes and a \$44 fall in average return fares helped to make air travel even more accessible," de Juniac said.

Middle East carriers reported an 11.8% increase in demand, while Asia Pacific airlines showed an 8.3% increase in demand.

Total world pax increased 6.7%.

Virgin profits in descent

VIRGIN Australia has revealed a decline in profits in the second quarter amid subdued conditions in the domestic market (*TD* breaking news).

The carrier announced its group results for the three months to 31 Dec, showing an underlying profit before tax of \$45.9 million, down by \$27.1 million on the same

period of the previous year.

Virgin said it was actively managing capacity in response to the trading conditions, reducing the total number of domestic sectors flown by 5%.

Despite the profit slump, the airline said it had achieved a \$936 million debt reduction and increased its total cash balance to \$1.6 billion, the highest ever reported for the group.

Passenger numbers in Q2 increased 3.2% overall to 6.3 million, although Virgin Australia's international passenger numbers declined by 7.1%.

Load factors increased one point to 81.3% across the group.

The airline said its statutory profit after tax was \$13.1 million, including the impact of restructuring under its Better Business program which was expected to deliver "significant free cash flow savings by the end of the 2019 financial year".

US Oceania traffic up

THE number of Americans travelling internationally increased during Nov, including an 8% boost in the number visiting the Oceania region.

Figures released by the US Department of Commerce show 5.6 million US citizens went abroad during the month, an increase of 4% on Nov 2015.

The Oceania was the strongest growth zone from key source markets, where 62,000 Americans travelled to during the month.

Gladstone terminal

THE Queensland Government has given the green light to a \$29.5 million redevelopment of the Gladstone Port, including a dedicated cruise terminal.

Premier Annastacia Palaszczuk said the East Shores Stage 1B project would include an interpretive centre, waterfront cafe, Gladstone Maritime Museum and a cruise ship terminal at the Auckland Point wharf facility.

She said the central Queensland city would receive a major economic boost as a result.

\$549 return to NOU

AIRCALIN has released special fares to New Caledonia priced from \$549 return including taxes ex Sydney and Brisbane and \$599 from Melbourne.

On sale until 24 Feb, the reduced fares have protected inventory for the Aussie market booked in 'W' class in the GDS - aircalin.com.au

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Platinum 2017 expansion

PLATINUM Travel Corporation plans to “significantly increase business and its distribution network in Australia and overseas” on the back of a successful 2016.

Network expansion is a key focus for the company this year by partnering under a licensing and branding arrangement with regionally-based travel organisations that have strong corporate client bases.

“Our objective is to join forces with like-minded organisations that are a cultural and operational fit that will provide a platform to leverage growth,

Travelmarvel sale

TRAVELMARVEL'S annual “Live Your Dream” sale is back, putting ‘Fly Free’ deals, cabin upgrades and two-for-one airfares on the table for a range of itineraries.

Among the deals are free flights and a free cabin upgrade on Jul-Sep departures of the 12-day Essential Vietnam and Cambodia, which is priced from \$3,995ppts.

Clients eyeing off the 20-day Highlights of South America tour can access a two-for-one airfare deal on selected departures, when they book and pay a deposit within seven days.

The sale ends 31 Mar, for more visit travelmarvel.com.au/dream.

scale and increased new business opportunities,” said Platinum director Andy Buerckner.

Negotiations with travel businesses in Victoria, New South Wales, Queensland and New Zealand are underway and Buerckner confirming the first signing will be announced soon.

Since commencing operations in 2009, the organisation has grown at an average rate of 20% annually - and is expected to do so again this year.

Last year Platinum partnered with Signature Travel Network, implemented TMC Messaging, entered into a reseller agreement with Concur and implemented COMPLEAT & opened new, larger offices in Sydney and Brisbane.

Pandaw addition

A NEW excursion to the Pagan-era village of Salay in Burma is on offer with Pandaw Expeditions.

On day three of the seven-night Mandalay Pagan Packet itinerary, the add-on unpacks the history of the ancient village, located 35km from Pagan.

Salay has almost fifty monasteries and features many well-preserved Pagan-era shrines, colonial architectural treasures and can provide an insight into Buddhist culture.

CLICK HERE for more.

FC brand valuable

FLIGHT Centre is the only agency group to make the Australia 100 Brand Finance list this year.

The annual list ranks the world’s most valuable Australian brands and this time Qantas was the first from the travel industry to be named, coming in at number 13.

Ranked at 26, Flight Centre has dropped from last year’s spot at 21, sitting behind Crown Resorts at number 18.

The group is ahead of Virgin Australia (43), Jetstar (49), Jupiters (53) and Sydney Airport (82).

LHR advancement

THE potential expansion of London Heathrow Airport is one step closer, with the UK government beginning public consultation on the plan.

Yesterday the Draft Airports National Policy Statement was made public, outlining the need for additional capacity, why the government believes a Heathrow Northwest runway meets that need and what requirements the plan will need to meet to gain development consent.

Dale Keller, chief exec, Board of Airline Representatives in the UK welcomed the statement, lauding it as “a pivotal point in unlocking progress on delivering a bigger, better and more affordable Heathrow that will best serve the future needs of our customers and the whole nation”.



Window Seat

THIS year One&Only Resorts is turning up the heat for Valentines Day, offering “The Ultimate Proposal” with a \$55,000 price tag.

Bookable until 28 Feb at either Hayman Island or Wolgan Valley, the package comes complete with an engagement ring from the Fairfax and Roberts Everlasting Collection.

At Hayman, lovebirds will receive two nights’ accom in the Owner’s Penthouse, a Sunset Dining experience, a proposal location accessible only by boat or helicopter, in-villa Champagne breakfast and a couple’s massage.

The Wolgan Valley experience similarly includes luxurious accom, a tailored proposal location, breakfast & a massage.

QTIC tourism forum

THE first Accessible Tourism Forum will be held on Tue 07 Feb from 9am-11:30am at the Arts Centre Gold Coast.

Hosted by The City of Gold Coast and Gold Coast Tourism, with the support of the Gold Coast 2018 Commonwealth Games Corporation, the event will examine how tourism businesses can tap into the growing market of those with accessibility needs.

For more info, **CLICK HERE**.



Reservations and Ticketing consultant

VN Holidays is a specialty wholesaler of Vietnam Airlines with over 25 years of experience. We are looking for an experienced reservation and ticketing consultant to join our dynamic team. The primary responsibilities of the role include managing group tours, reservations and ticketing. The successful candidate will have a minimum of 1 year work experience in the travel industry including reservations and ticketing knowledge. It will be advantageous to be a strong communicator in Chinese and Vietnamese and have experience with Amadeus or Sabre.

Applications close Friday 17th February 2017.

Please send your Cover Letter and Resume to
vincentle@vnholidays.com.au

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Discover the pure simplicity of the Solomon Islands in the February issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**



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Viking Spirit ANZ cruises now on sale

VIKING Ocean Cruises has today unveiled pricing for its six 2018/19 *Viking Spirit* 15-day Australia and New Zealand itineraries between Sydney and Auckland, which lead in at \$8,199 per person twin share.

Online pricing for the majority of cabins on *Spirit* are currently displayed as "sold out" or "limited availability", with the top of the line Owner's Suite priced at \$37,399ppts.

Bookings made by 30 Jun will save \$1,000 per couple.

See vikingcruises.com.au.

EK valuable brand

EMIRATES has been recognised in the 2016 Brand Finance Global 500 report as the world's most valuable airline brand.

It is the fifth year running that the UAE carrier has made the list.

CX bumps up ADL

CATHAY Pacific will resume its fifth weekly service on the Hong Kong-Adelaide route from 06 Jul, bolstering capacity by 25%.

"We've not only seen increased numbers of tourists into Adelaide from mainland China, but also South Australians taking advantage of the one-stop connections via our Hong Kong hub," said CX general manager Southwest Pacific Nelson Chin.

Fares on the route are currently on special priced from \$762 to Hong Kong and \$1,280 to London.

MEANWHILE, Cathay Pacific has scheduled its final Airbus A340-300 operations to end by 30 Apr.

The weekly A340 Hong Kong to Manila service will end 25 Apr, the weekly Hong Kong to Singapore flight wraps up on 26 Apr, the six weekly Hong Kong to Taipei Taoyuan and the Hong Kong - Singapore - Bangkok will both finish on 30 Apr.

Encore arrives in Sydney



SEABOURN *Encore* arrived at the Sydney's Overseas Passenger Terminal yesterday, becoming the youngest ship to ever visit here.

The luxury vessel, which was christened in Singapore just three

weeks ago, features all-suite accommodation, award winning dining offerings and an open bar policy throughout the ship.

Her arrival into Sydney came on day one of Sydney's busiest cruise month, with a total of 26 ships scheduled to make 45 calls to Sydney across the 28 days of Feb, which includes 15 days where two or more ships will visit.

Pictured above is *Seabourn Encore* captain Mark Dexter and Seabourn director of sales Australia Tony Archbold.

HOJ team building

A RANGE of new social responsibility team building programs are set to be launched in Sydney by small group tour operator, Hands On Journeys.

Commenting on the launch, founder and owner Simla Sooboodoo said "we believe in fun activities and the chance to help others which are some of the elements that create the perfect corporate event".

There are six themed options available including Amazing Race, Mini Olympics, Laugh a Minute, Murder Mystery, Circus Workshop and Cook up a Storm.

The day ends with a contribution to a hospital supporting children with physical and intellectual disabilities.

Ryanair STN/LRT

RYANAIR will commence a new summer route from London Stansted to Lorient from Jul.

Fares for the thrice weekly service are now on sale, with FR offering introductory prices from £19.99 (AU\$32.68).

Preferred '16 results

PREFERRED Hotels Group generated SG\$1.1 billion in reservations revenue in 2016 - a 15% increase year-on-year.

The growth was mainly driven by iPrefer, the group's two tier loyalty program that was revised in Feb last year, which delivered a 57% increase in enrollments, a 24% surge in stays and a 23% growth in room revenue when compared to 2015.

"Our team's focus last year not only helped us execute on these goals but also created a strong pipeline to generate immediate results in 2017, which will be a pivotal year as we approach our 50th anniversary," remarked Preferred Hotels and Resorts president and chief executive officer Lindsey Uebberoth.

Seeking

Regional Sales Manager - VIC, SA & TAS
Regional Sales Manager - NSW, ACT & NZ



Join the team of one of the world's most innovative and progressive destinations.

Julie King and Associates is seeking two motivated, results driven, experienced team members whom have a good balance of exceptional client relationship management and opportunity development skills to join the Trade Relations team in Australia.

The roles will be based in Melbourne and Sydney and reporting to the Director, Australia & New Zealand.

THE FOLLOWING IS A VERY BROAD OUTLINE OF THE KEY REQUIREMENTS OF THE ROLE:

- Implement client business strategy and execute and monitor annual partnership plans for your portfolio of industry partners in your region.
- To actively and collaboratively work with our wholesale, retail, OTA, Airlines and Business Events partners to grow market share and increase awareness of destination.
- Roll out trade campaign management strategy to achieve the required outcomes and CPA.
- Launch re-newed Dubai Expert programme in the market.
- Training of the travel trade on the destination product and experience.
- Manage educational programme.
- Participation at key trade events & consumer expo's within your territory.

The successful candidate will possess a minimum of 5 years' proven sales management experience in hotels / airline / travel / destination sales, working within the leisure and corporate travel markets in Australia.

If you would like to join a dynamic team and your experience meets the above criteria, please send your CV to Fiona Stewart at fiona@jkingassociates.com



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

To celebrate its 25th anniversary, **El Questro Homestead** in Western Australia has special packages priced from \$1,476 per night for stays between 01 Apr-03 Jun and 03 Sep-21 Oct, when based on a four-night stay. Price includes all dining and some touring. See elquestro.com.au.

Jetstar is offering Aussie travellers a free flight home from Japan when booking a Starter fare on select routes. The promo is based on travel between 23 Mar and 30 Nov. It's available until 07 Feb - details [HERE](#).

A range of deals at **Breakfree Hotels, Resorts & Apartments** in Australia and New Zealand will go on sale from Sun. The Endless Summer Sale has rates priced from \$69 per room at Breakfree Bell City in Melbourne and \$109 at Breakfree Aanuka Beach Resort in Coffs Harbour. Sale ends 12 Feb.

Virtuoso, andBeyond in Bhutan



A GROUP of Virtuoso agents were recently hosted on an exclusive educational to the Kingdom of Bhutan.

The agents travelled through the mountain kingdom exploring Thimpu, Gangtey, Punakha and Paro, staying at Amankora, Gantley Lodge, Uma Punakah as well as a final night at the Como Metropolitan in Bangkok.

A highlight of the trip was the final trek up to the Tiger's Nest Temple in Paro Taktsang.

Pictured with Elliott Miller

from Aman and Norman Harper, andBeyond Australia/NZ sales representative and Rishi Sarma from andBeyond are Virtuoso members Louise Crane, Travelcall; Salli Anderson, Smartflyer; Julie Richards, Concierge Traveller; Melinda Spain, Travel Associates Paddington; Vera Konsuo from Mary Rossi Travel.

Sunrise in California

CHANNEL Seven's *Weekend Sunrise* will feature live weather crosses from California this week, with presenter James Tobin shooting in South Lake Tahoe and San Francisco.

Tobin has arrived amid record snow falls in California, with Heavenly Mountain Resort receiving more than 7.7m in Jan.

California this year launched its biggest ever marketing drive in Australia (**TD** 23 Jan), covering TV, digital advertising and PR.

CVO takeover update

COVER-MORE will provide shareholders with a scheme booklet around 24 Feb to explain its proposed takeover by Zurich Insurance Company (**TD** 12 Dec).

In an update to the ASX this morning, the company said its draft booklet would be provided to ASIC for approval.

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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Club Med/SQ promo

CLUB Med and Singapore Airlines have joined forces to present an ACT incentive for agents to win holidays and prizes.

To win, agents must sell the most Club Med packages with Singapore Airlines flights ex CBR, as well as standalone SQ flights.

The top eight agents will be rewarded with return flights, two nights' accom at Club Med Bintan Island, a three night stay at Club Med Kani, a one day visit to Club Med Finolhu, three daily gourmet meals and more - contact a Club Med bdm for more information.

Oman Air India boost

OMAN Air is increasing its frequencies to India from 126 to 161 flights from Feb.

Bombay, Delhi, Calicut and Hyderabad will be operated with 21 weekly flights each and Lucknow with 14 weekly services.

Prem Plaza SYD nosh

SYDNEY International Airport is home to a new dining concept by Premium Plaza Group - Terrace Chinese Kitchen (**pictured**).

Situated at Pier B, Terminal 1, Terrace Chinese Kitchen will be open from 6am till 10pm.

Menu highlights include roasted pork belly bao buns, sweet and sour pork, Chinese savoury crepes and steamed dumplings.



Pan Pac Per appoints

SHEENA Shee has been named Pan Pacific Perth's new sales and marketing director.

Prior to her appointment, Shee served as Tourism Western Australia's international market manager looking after China, Hong Kong, Japan and Korea.



This month *Travel Daily*, Tempo Holidays and Tourism Ireland are giving agents the chance to win a trip for two to Ireland.

The winner will travel on a luxury coach around Ireland for a week, and the prize includes return flights.



To win, show your Irish spirit by dressing up in your best St Patrick's Day outfit and send a photo through. Best photo wins! Get your whole office involved! Send entries to tempo@traveldaily.com.au

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Working in partnership with the Australian Travel Industry

Tramada Consultant

Brisbane, \$55-60K, Ref: 2670CN3

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

Travel Consultant / Team Manager

City Fringe, Up to \$65k + Bonus, Ref: 2567PE3

This busy agency located on the city fringe is looking for a Senior Consultant/ Team Manager to come on board and take care of a small team of 3. Working closely with the MD of the business, the role combines sales consulting and mentoring. The store has high repeat and referral business along with an online presence; customers that come in are looking for someone that will provide exceptional service. Are you ready to get away from the price beats or being treated like a number?

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

Leisure & Cruise Travel Consultant

Melbourne, \$45-50k + Super, Ref: 2657KF2

Leading holiday specialist located in the East of Melbourne! This is a great opportunity for an experienced travel agent! Within this position, you will answer all enquiries from customers in an office based environment. The company pride themselves in having repeat and referral customers so customer service is the key to succeed along with your great sales skills. This role is for someone that wants longevity in a role and happy to be part of a stable team, working close to home!

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

Luxury Travel Consultant

Adelaide, up to \$60k + Super, Ref: 2677HC1

This boutique agency based in Adelaide is known for its excellent customer service & their holidays to stunning destinations. They have an outstanding reputation and believe in delivering the highest standards to their customers. No day will ever be the same in this travel consultant role, from booking complex airfares, organising transfers to selecting the perfect accommodation for your clients. The role will be heavily customer service focused offering your expertise on worldwide destinations.

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

Wholesale Consultant | Exotic Locations!

Brisbane CBD, Competitive Base + Uncapped Comms, Ref: 2363SF1

White sandy beaches, vibrant coral reefs, cocktails in a coconut by the pool... these are the beautiful dreams you will be selling when you work with this niche and well regarded company. Working with both agents and direct customers, this diverse role selling some of the most beautiful destinations in the world will keep you on your toes everyday! For this role, you need strong GDS (Amadeus preferred), fantastic sales experience and the ability to build rapport quickly and easily.

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

Travel Consultant | Special Projects

Sydney, Circa \$50-55k + Super, Ref: 2672SO9

Working for a highly innovative leisure and corporate boutique agency shortly to move in to lovely brand new offices in the CBD, a consultant is required to manage worldwide trips and special projects. You will have excellent communication skills and will provide exceptional customer service skills. The office is ahead of its time and provides a funky and supportive place to flourish and succeed. Join an agency that is going from strength to strength and you will never look back!

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

Wholesale Travel Consultant | Japan

Melbourne, \$40k + Incentives, Ref: 2686HC1

My client is looking for a Wholesale Travel Consultant specialising in Japan & Asia to join their team in Melbourne. This is a great opportunity for a travel consultant to join one of the leading travel companies. Main duties include responding to phone and email enquires and providing accurate information to clients. You will be trained on new products destinations. In return you will receive a competitive salary DOE plus super and the chance to work for a leading travel company.

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

Business Development Manager

Perth, Competitive Salary + Bonus, Ref: 2226SJ1

Do you have sound understanding of Corporate Travel Sales, BD experience and a proven sales record? A leading Travel Management company are looking for a new BDM to assist with their ongoing expansion across the travel market. You will be sourcing new leads, building rapport and developing relationships with key prospects. Targeting the SME market there is fantastic earning potential and this is a great chance to develop your managerial and corporate travel experience with a leading TMC.

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