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First with the news

Tuesday 28th February 2017

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Ireland giveaway

TODAY'S the last opportunity for agents to enter Tempo Hols & Tourism Ireland's competition to win a place on a luxury coach tour around Ireland, promoted exclusively in **Travel Daily** - see the **back page** for all the details.

Queen Liz calls Aus home

CUNARD will deploy its *Queen Elizabeth* in Australia for almost two months in early 2019, with a 54-night program operating seven voyages out of Sydney and Melbourne.

The move reflects increasing demand for the Cunard product from the Australian market, with the line's vice president of international development, David Roushan, yesterday confirming 40% growth in the fly-cruise market from Australia to experience Cunard in Europe and on its transatlantic voyages.

Roushan said the down under deployment of *Queen Elizabeth* would come hot on the heels of a refit, meaning the ship would be looking her "most luxurious best" for the Australian season.

The cruises will go on sale on 30 Mar, following the unveiling of the full 2019 world cruise program which will also include an "iconic circumnavigation," Roushan hinted.

With a number of short voyages included in the Australian program, it's expected to attract new-to-cruise clients to experience the Cunard brand, he added.

More from Cunard in today's issue of **Cruise Weekly**.

Virgin axes PER/AUH

VIRGIN Australia has pulled the pin on the Jun launch of thrice weekly flights between Perth and Abu Dhabi (**TD** breaking news).

VA said "changes in market conditions", had made the planned route no longer viable.

"Virgin Australia will continue to explore opportunities to bring choice and competition to travel from Perth," VA added.

A schedule change/guest re-accommodation is planned to occur from tomorrow.

Customers booked on the PER/AUH service will be moved onto services of alliance partner Etihad Airways which operates daily flights between the cities.

Agents can use the waiver code BW000046 until 30 Apr to waive change and refund fees for affected travellers.

Get moving on cruise infrastructure - RCL

ROYAL Caribbean president Adam Goldstein says the cruise giant sees massive potential in the Australian market - but only if longstanding infrastructure constraints can be resolved.

Speaking to **TD** yesterday, Goldstein said it was frustrating to be "unable to even start down the path" of boosting berthing options in Sydney.

More in **Cruise Weekly** today.

Today's issue of TD

Travel Daily today has eight pages of news and photos, plus a full page from:

- inPlace Recruitment

PPHG names new ceo

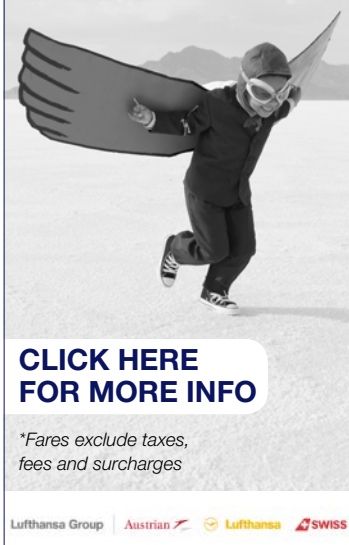
PAN Pacific Hotels Group has appointed Lothar Wilhelm Nessmann as its new ceo.

He has close to 30 years' hospitality experience and was most recently with Shangri-La Group following a 20 year tenure.

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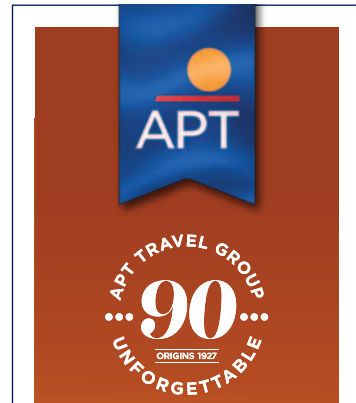
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DC Payments reacts

THE proposed collective boycott of DC Payments by the Australian Hotels Association relating to the supply of ATM services to AHA members (**TD** 10 Feb) should be thrown out by the competition regulator, the firm has insisted.

In response to the AHA's claims, DC Payments said the application contains a number of factual inaccuracies and rejects the suggestion it has placed "extreme pressure on Cashcard merchants".

The company argued that it was not a monopoly or oligopoly supplier, and dismissed remarks it has "substantial market power".

"DC Payments submits that the market definition put forward by the AHA is far too narrow, and does not accurately reflect the demand and supply side substitutes available to participants in the market".

WWT's Hicks departs

WENDY Wu Tours group ceo Joe Karbo will step in as acting md of the company's UK arm following Laurence Hicks' decision to depart the company on 20 Mar.

The China specialist has begun searching for a replacement md.

Star Ratings Aus buckles

THE digital-age has claimed its latest victim with Star Ratings Australia announcing it will wind up at the end of the financial year, after some 70 years' operation.

Established back in the 1950s, the scheme is owned by the Australian Motoring Club (which includes the NRMA, RACV, RACQ, RAA, RAC, RACT and AANT) and is the country's only independent, accredited accom scheme.

CEO of the Australian Motoring Services Michael Reed cited the online era & self-rated programs for Star Ratings' demise.

"In a digital world, where consumers can provide online reviews, and with more accommodation providers choosing to self-rate, the Star Ratings scheme has found its independent review model increasingly unsustainable".

Reed said the nation's Auto Clubs were proud to have provided members with a "valuable and respected scheme" which at its peak had 15,000 Star Rated properties nationwide.

"Being star rated meant that consumers would always know what to expect from the accommodation they booked.

"We were always true to our message - the accommodation you expect should be the accommodation you get," he said.

Star Ratings Australia attempted to increase its brand awareness last year, enlisting Channel Nine personality Catriona Rowntree as the face of an integrated marketing push (**TD** 09 Mar).

Star Ratings will close on 30 Jun.

WAS no longer has AS

WORLD Aviation Systems has announced it is no longer the general sales agent for Alaska Airlines (AS) in Australia and New Zealand, effective immediately.

All AS enquiries should be sent to international.desk@alaska.com or call 0011-800-252-75200.

Karma on the GDS

KARMA Resorts' Karma Kandara in Bali and Karma Reef in Indonesia's Gili Islands are now able to be booked via the GDS using the chain code 'GD'.



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- Have >10 years of experience in sales and marketing, and possess a good network of tourism industry contacts in Victoria
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Email STB_InfoSingapore@stb.gov.sg and provide your name and email contact by **7 March 2017** as an expression of your company's interest in the position. Interested companies will be contacted with further details, and be invited to submit a proposal for the position.

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Rex defies profit slump

REGIONAL Express (Rex) has announced a profit turnaround in the first half of the financial year, defying the slump that has hit the major domestic carriers.

The airline this morning revealed a statutory profit before tax of \$8.6 million on a turnover of \$144.3 million, a major improvement on the \$13.2 million loss before tax posted in the first half of last year.

"With Qantas, Virgin Australia

and Air New Zealand all reporting significant drop in profits or event losses, we are pleased that Rex was not only able to buck the trend but has managed to improve its performance convincingly," said Rex chief operating officer Neville Howell.

"We see indications of the bottoming of the decline in regional travel in the first half of the financial year," he said.

"If this trend continues in the second half, then this would strongly suggest the beginning of a recovery in the Australian regional economy."

The airline posted a profit after tax of \$6.2 million in the six months to 31 Dec, representing an 88% improvement on the first half of last year.



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Hawaiian air research

HAWAIIAN Airlines will join an international research project to assess aircraft impact on air quality and climate change, involving monitoring equipment fitted to an Airbus A330.

BA strikes escalate

STRIKE action by British Airways cabin crew will escalate on Fri, with members of the Unite union announcing an entire week of industrial action.

The new strike, involving mixed fleet crews based at London Heathrow, follows a 4-day strike which ended on the weekend.

The action is part of an ongoing dispute over pay.

British Airways said it would announce contingency plans later in the week.

Thailand deal with SQ

SINGAPORE Airlines and the Tourism Authority of Thailand (TAT) have struck a deal to jointly promote the destination in key markets including Australia.

The two-year collaboration will involve joint activities such as brand advertising, tactical and digital marketing, famils, roadshows and product development.

TAT governor Yuthasak Supasorn said a memorandum of understanding (MOU) between the two organisations represented a new focus on cooperation between the authority and strategic partners.

"Australia and New Zealand markets have long been important source markets for Thailand... so this strategic MOU will certainly help boost visitor numbers," Yuthasak said.

Le Club pre-sale

LE CLUB AccorHotels has opened pre-sale bookings for a worldwide three-for-two offer.

The deal is available for Le Club bookings for two days ahead of the worldwide release, on sale until 28 Mar.



Window Seat

A TRIO of European travellers in New Zealand remembered to keep their mothers reassured after the car they were driving burst into flames on a remote highway in Taranaki last week.

After saving their personal belongings, the friends posed with a sign insisting "Everything is fine Mom", the *Taranaki Daily News* reports.



The friends, two from France and one from the UK, had been on their way from Taupo to climb Mt Taranaki when a space-saver tyre overheated.

They were left stranded on the side of the road for more than 20 minutes before a passer-by came upon the fiery scene and offered help.

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TravelCube's beaches

TRAVELCUBE will more than double its offering of beach properties in 2017 in response to a 40% growth in seaside bookings over the past year.

The firm has released its 2017 Beach Collection brochure with 10,000 properties on offer in 100+ countries around the world.

TravelCube vice president sales and marketing, Pacific, John Stucci, said the beach portfolio was set to increase by another 12,000 locations following the recent acquisition of MTS Globe.

He said a wide range of beach inventory meant consultants could cater to a broad client base, while at the same time taking advantage of booking values higher than urban properties.

Agents booking TravelCube beach product by 29 Mar go into the running to win a seven-night trip to Cuba including airfares, along with other weekly accommodation prizes.

Sens Asia Germany

ONLINE Asian specialist Sens Asia Travel has announced a push into German markets, having forged a joint partnership with entrepreneur Martin Peter Moll.

Moll will be md of Sens Asia Travel GmbH in Germany, promoting the company's "sensory-driven journeys".

Founded last year by Vietnam-based HG Holdings, Sens Asia Travel offers holidays across Asia, sold online and via travel agents in the US, Europe and Australia.

Virgin Hotels San Fran

VIRGIN Hotels has revealed plans for its first property in San Francisco, due to open in the middle of this year.

The 196-room hotel is being developed by Paradigm Hotels Group and will join other Virgin properties in the pipeline for cities including New Orleans, Silicon Valley, Nashville, Palm Springs, Dallas and New York.

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itravel goes West



INDEPENDENT retail & home-based agency itravel has expanded interstate, opening its first outlet in Morley, Western Australia earlier this year.

itravel Morley is the 18th retail outlet for the company and the first store located in Perth.

"itravel is continuing to grow and adding itravel Morley to our network is another big step in strengthening our brand," said managing director Steve Labroski.

The itravel Morley team are **pictured** and include (from left) Robyn Tinning, Aneta Dronbnjak and Sue (Snezana) Todorovski.

SQ A350s to HKG

SINGAPORE Airlines will deploy Airbus A350-900s on the Hong Kong route once a day from 20 Mar, according to GDSs.

Flights SQ856/861 will utilise the A350, replacing A330-300s.



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Hobbs' winning spree



ANN Hobbs' two-day trip from Kununurra, Western Australia to Queensland's Gold Coast for the 2017 Travel Partners Conference over the weekend was made well worth her while.

The independent travel consultant took out the Rookie of the Year at the Travel Partners' Awards for Excellence gala night on Sat and then at the end of the conference won two tickets to Los Angeles with Fiji Airways, along with one of two \$250 Scenic Rewards vouchers.

Hobbs is **pictured** with managing partner Jeff Hakim and executive gm, Simon Bernardi.

TP Advisory Council

TRAVEL Partners will this year introduce an advisory council made up of five representatives from across the group's different business models.

Announcing the initiative at the company's conference over the weekend, exec gm, Simon Bernardi said the council would offer "direct and frank feedback" from members to inform implementation of new products.

Council members will be on one-year terms and attend two meetings a year.

The group is also planning its first top achievers trip this year.

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Indo Aus Biz week

FROM 06-10 Mar, Minister for Trade, Tourism and Investment, Steven Ciobo will lead a major trade mission to Indonesia.

The aim of the mission is to create more export opportunities for Australian businesses.

120 delegates will work to conclude the Indonesia-Australia Comprehensive Economic Partnership Agreement.

Ciobo said there was a need to expand Australia's trade and economic relationship with Indonesia, with its population estimated to grow from 45 to 135 million by 2030.

Wong India rail brox

HELEN Wong's Tours has rolled out a new brochure focused on a rail journey on the Decan Odyssey of the subcontinent in 2017/18.

The 12-day Fascinating India by Train journey travels from Mumbai to Vadodara, Udaipur, Jodhpur, Agra, Sawai Madhopur, Jaipur and concludes in Delhi.

Highlights of the itinerary include a tiger spotting safari at Ranthambore, high tea at a royal palace and exploring UNESCO World Heritage sites.

Normally priced at \$8,690ppts, from Australia, the trip is now on sale priced from \$8,190 - a saving of \$1,000 per couple.

See helenwongstours.com.au.

ScotlandVR app

TRAVELLERS can explore 26 unique attractions in Scotland with a virtual travel experience app called ScotlandVR.

The app lets potential visitors to the country trawl through the prehistoric village of Skara Brae in Orkney, journey into The Hollow Mountain of Ben Cruachan and experience the northern lights.

The technology follows data that indicates 60% of searches for destination information comes from mobile devices.

It's available for both iPhone and Android devices.

4 new Airpoints pals

AIR New Zealand has named four new partners for its loyalty program: Ranstad, MoleMap, The Economist and Exeed limited.

Ranstad joins the Airpoints for Business Program, rewarding business customers with dollars on temp/perm staff and recruitment in NZ.

MoleMap is the first health provider to offer skin checks, whilst the Economist will reward readers with dollars on annual digital/print subscriptions.

Exeed Ltd offers commercial resellers dollars on hardware and software solution purchases.

59 companies offer Airpoints Dollars to over 2.4m members.



British Airways is giving six lucky travel agents the chance to see global superstar Adele live in the Presidents Suite at ANZ Stadium in Sydney on Saturday, 11 March 2017.

To win, send us a picture of yourself with something quintessentially British and tell us in 25 words or less, why you should join British Airways in the Presidents Suite at Adele Live 2017 in Sydney. Each winner will be entitled to one concert ticket. Send your photos and answer to britishairways@traveldaily.com.au

British Airways' route network currently serves more than 190 cities in 80 countries. British Airways has been flying to Australia for over 80 years and operates a daily service between Sydney and London Heathrow via Singapore. British Airways is the only European airline to fly to Australia. For further information about flying with British Airways visit ba.com.

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To learn more about this exciting opportunity with APT and to apply please check out our careers page:
<http://www.aptouring.com.au/about-us/careers>



AFTA update

From AFTA's chief executive, Jayson Westbury



AN IMPORTANT area of running a travel business in Australia that is not often talked about is the industrial relations settings upon which travel businesses and in particular travel agencies operate.

In the past week Fair Work Australia has handed down a decision to reduce the penalty rates paid on a Sunday and this will apply from July 2017 to the General Retail Industry Award 2010 (Retail Award).

Many employees in the travel industry are paid under this award and as such there will be changes to the rate that is paid for work on a Sunday.

Currently under this award (Retail Award) a penalty rate of 200% is paid on Sunday. In some cases, an employee who is Full-Time may have agreed to a salary that includes the Sunday rates as a part of their normal week and the rate of pay would accommodate this allowance.

This means that some Full-Time employees may be approached to re-set their rate of pay. Those that work in a part-time or casual setting will also fall within these new arrangements.

It is important for travel consultants and travel agency owners to look into what is appropriate and applicable to the specific situation that they are in.

More details about these changes can be found at fairwork.gov.au.

While in some cases this may be taken as a negative for some people working in the industry, the long term certainty that this decision provides to the industry is a far greater cost effective way to approach having a travel agency open on a Sunday if the owner chooses to do this.

That can only happen with the support of those staff that want to have this opportunity to sell more travel and build their own income in the process.

It is very important to note that this change does not apply across ALL awards used in the travel industry.

Many years ago the specific award for the travel industry was abolished as a part of the "modern award" process that has been brought down by successive governments of both political persuasions.

As a footnote to this specific statement about travel, there are a number of other awards that have been assessed to comply with this ruling and they impact the fast food, restaurant and hospitality industries, the community pharmacy sector, and registered and licensed clubs.

So we are bound to see a change to the approach that businesses take to Sunday trading as these changes come into effect across the country and across the economy of Australia.

For a summary of the decision taken by Fair Work [CLICK HERE](#).

MGT inks Serko deal

MAGELLAN Travel Group has signed a preferred partnership agreement with corporate travel technology provider, Serko.

The arrangement expands the suite of tools and services available for members of MGT.

Speaking of the deal, Magellan ceo Andrew Macfarlane said "we continue to act in the best interests of our members and negotiating industry competitive agreements to support their business growth ambitions".

Amadeus revenue up

AMADEUS has accelerated profit growth by 14.3% with revenue increasing 6.8% to €2,9 billion (approx \$4 billion).

Luis Maroto, president & ceo of Amadeus said, "the strength of our core business diversification strategy and positive contributions of acquisitions like Navitaire drove the successful financial performance".

During 2016, the company renewed content agreements with 46 carriers such as easyJet.

Have you done the 5 best Australian road trips?
Find out in the March issue of *travelBulletin*.

CLICK HERE to read
travelBulletin



© Tourism Australia

2016 Qantas OZ Tourism Awards



THE 2016 Qantas Australian Tourism Awards were held at the Darwin Convention Centre on Fri evening to recognise the industry's top tourism performers.

Throughout its 30-year history, this is the first time the awards have been held in Darwin.

Minister for Trade, Tourism and Investment Steve Ciobo noted that one in 12 Australians currently work in the tourism industry which is worth \$120 billion.

The Northern Territory recorded a 23 per cent increase in visitors and 35 per cent increase in visitor spend within the past year.

In the last 12 months, Australia welcomed 8.19 million international visitors who spent \$38.8 billion.

Among the award recipients was Voyages Indigenous Tourism Australia which picked up the gong for Aboriginal & Torres Strait Islander Tourism for the third consecutive year.

The achievement saw the company inducted into the Australian Tourism Hall of Fame.

Anangu man and Voyages Guest Activities Ambassador Leroy Lester is **pictured** receiving the award, flanked (from left) by Steve Limbrick, Qantas executive manager Global Sales Development and Partnerships, Andrew Williams Voyages ceo, John O'Sullivan, Tourism Australia chief executive officer and Manfred Pieper, Voyages executive gm operations.

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stephanie@impulsetravel.com.au



Industry keen to say Hello to Adele!

JUST minutes after sending yesterday's issue of **Travel Daily** we started to receive entries for this week's competition in which six lucky readers will win tickets to the upcoming Adele concert in Sydney (see page 5).

TD readers are clearly excited by the opportunity, quickly sending through their "quintessentially British" photos, some of which are featured below. The entries so far are so enthusiastic we just couldn't resist!

The competition continues through until early next week so keep sending your pics in, along with your 25-word pitch as to why you should win a spot in the Presidential Suite at the concert on Sat 11 Mar 2017. Send them via email to britishairways@traveldaily.com.au, with winners to be announced in the coming days.



MONIQUE Harding from Flight Centre quickly donned her British gear for the above entry, along with this:
*Hello, it's me
I was wondering if British Airways would be so sweet
To give me a dream ticket
They say Adele makes you squeal ya
(But I ain't done much live viewing)
...to keep it 25 words technically chop the last bit but I try :)*



VAUGHAN "Big Ears" Sexton from Reho Travel is on brand with his photo, saying he's *practising my royal wave for the Presidents box .. I have been waiting for the throne as long as BA have been flying to Australia!*

LUCA Holden from BCD Travel is shown sipping cocktails at an English High Tea, and said: *I have been Rolling in the Deep with Adele for a long time, ever since she said Hello we have been setting Fire to the Rain, in the presidents suite BA will be looking for "someone like me".*



SKY Gander from Tewantin Travel sent in this photo of a classic English phone box, adding: *"Hello from the other side".... Adele, British Airways, can you hear me? Sky wants to win some Mummy time watching the Goddess of song!*



TRACEY Hill from Epping Travel in NSW sent in the photo at left, noting that she's the one without the wig!
She also said: *I think singing along to Million Years Ago with British Airways would be the perfect song.*



SCOTT Docherty from Flight Centre Miranda said: *The reason I should be there seeing Adele is I have never suffered the heartwrenching heartbreak and desperation in my life that she sings about and I need to feel this live in person to immerse myself in these emotions.*



SARAH Bush from The Travel Authority is getting on the buses and saying *I have been waiting forever for Adele to come to Australia and she needs some fellow British support from the audience too, pick me!*



Tuesday 28th Feb 2017

Rugby Sevens deal

SPECIAL last-minute room rates and ticket packages are available for the Hong Kong Rugby Sevens event on 07-09 Apr.

Stay at The Harbour Grand Hotel, set on the waterfront in the heart of HK island, close to transport, dining and shopping.

For \$1,015, the deal includes three nights accom, a daily buffet breakfast at Harbour Grand Cafe and a welcome drink on arrival.



Money

WELCOME to *Money*, TD's Tue feature on what the Australian dollar is doing.

\$1AUD = US0.763

The Australian dollar made gains yesterday after a sharp rise in company profits.

Mining was boosted by a massive increase in iron ore profits, lifting the sector by more than 200% over the past quarter.

Company profits are expected to impact tomorrow's release of gross domestic product figures measuring Australia's economic growth over the December quarter, with analysts expecting an increase of around 0.7%.

The Australian dollar was also helped by a weakening US dollar ahead of a Presidential speech, with the local currency up 0.1%.

Wholesale rates this morning.

US	\$0.7666
UK	£0.6166
NZ	\$1.0601
Euro	€0.7254
Japan	¥86.03
Thailand	฿26.61
China	¥5.1814
South Africa	R9.8909
Canada	\$1.0002
Crude oil	US\$54.07

Reviving heritage

OVER two million int'l visitors a year visit a historic building, according to the Transport Tourism Forum which has studied the value of heritage locations.

The study's aim was to adopt a whole-of-govt approach, involving identifying well utilised buildings and sites such as The Rocks in Sydney, Salamanca Wharf in Hobart and the Old Treasury Building in Melbourne.

The results showed that domestic tourists spent 56% more and stayed 37% longer at heritage sites than the average traveller.

Margy Osmond, TTF ceo said "giving heritage structures..a greater return on public and private investment, environmental sustainability, reduced expenditure, place revitalisation and community engagement".

Anzac 2017 Tour

PAPUA New Guinea Holidays is offering guests a four day package to Port Moresby.

Travellers will join in a short city circuit tour before checking into their hotel.

Guests will begin day two at the Kokoda Trail before moving on to Varirata National Park.

Day three will start early at 5am as guests attend the Dawn Service.

A visit to the museum and parliament house is also included.

Flights, accommodation, full board and personalised land tours to historical sites is included.

The tour is priced from \$2,395 per person ex Cairns or \$2,495 from Brisbane.

For more info, **CLICK HERE**.

Finnair BOC fleet

BOC Aviation Ltd has delivered the first of six new Airbus A321CEO aircraft to Finnair, with the remaining fleet to be delivered by the end of 2017.

Chief Commercial Officer Steven Townsend said Finnair plans to increase its passenger capacity by up to 10%, with demand up for larger capacity single-aisle jets.



WIN A TRIP TO IRELAND

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

Terms and conditions apply

Explore Galapagos

TRAVELLERS can get USD\$500 (around \$650) credit on a six-day Galapagos Loop Tour if they book with Active Tours before 30 Apr.

The trip starts at Santa Cruz Island, before hopping over to Floreana Island and onto Isabela.

Airport transfers, five nights accommodation, breakfast, excursions and services of a bilingual naturalist guide are all included.

Trips depart every Sun until the end of 2017, with the tour priced at US\$2,002ppts when booked by 30 Apr - call 1300 783 188.

Nanuku food focus

NANUKU Auberge Resort Fiji is offering guests a three day gastronomic experience.

From 23-26 Mar, executive chef Pranil Prasad will immerse travellers in Pacific Harbour's rich living culture, through a Kava ceremony, traditional Fijian 'Lovo' feast of meats, seafood, local crops and vegetables.

The event will conclude with a 'Fijian Gala' Event and every course will be paired with wines. Cost is FJD\$625 (roughly \$392).

Travel OZ on Chnl 7

TRAVEL Oz will return to the Seven Network this Sun, from 12-01:30pm, with two Queensland episodes featuring outback, Great Barrier Reef and Whitsundays.

The series will also see presenter Greg Grainger fish for giant tuna off Portland in Western Victoria, practice yoga in Falls Creek, see the tramways of Bendigo, enjoy the farmers' markets of Mildura and see birdlife in Lake Cowal.

COMAC C919 launch

CHINA'S first locally designed and built passenger plane, the COMAC C919 is expected to make its maiden flight later this year.

Over 90% of the body will be built by Chinese manufacturers.

THAI runway repairs

THAI Airways is warning pax to expect delays at Bangkok Suvarnabhumi Airport as tarmac repairs get underway next week.

The airport's runway 01R/19L will be partially closed from 03 Mar through to 05 May.

Aircraft take-offs and landings will be affected during this time.

Travel Daily is Australia's leading travel industry publication.

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Corporate Consultant - Entertainment

Sydney North

Salary to \$50K + super

An exciting consulting opportunity has become available for this media/ entertainment travel brand. You will be arranging predominantly corporate domestic travel with the occasional international & leisure itineraries. Strong Excel skills are required for this role as is experience with a CRS system. Amadeus/ Tramada is ideal but not essential. Great new direction for a corporate or leisure consultant!

- Work close to home
- Boutique work environment

Call Susan or [click here](#)

Luxury Travel Consultant

Melbourne

Salary \$60K + super

Is selling luxury & premium product your speciality? Then look no further! This position involves booking high end global product to an affluent market. A well known prestigious brand located in heart of Melbourne CBD. This is a newly created role working in a small specialist team. Must have exceptional customer service and 5 years consulting experience with solid CRS knowledge.

- Bring your clients
- Stunning offices

Call Ben or [click here](#)

Sales/ Account Manager

Sydney

Great company benefits

A varied role where you maintain existing relationships & target new potential users of this travel tech product. You will also generate new ideas & opportunities for further product development within the travel technology sector. Our client is an innovative brand and a leader in their field. With a solid management team they have created a great work environment with low turnover.

- Stable carrier
- Great benefits!

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Sales Manager - Corporate Travel

Melbourne

Salary from \$75K + uncapped commission

A globally recognised Travel Management company with a strong domestic presence. In this role you will identify sales opportunities & develop strategies to increase market share. You will improve existing relationships as well as attain new clients. Previous experience in a similar role within a TMC, Hotel, Airlines or Travel tech company would be ideal.

- Career opportunities
- Excellent bonus scheme

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Retail Travel Consultant

Sydney, Eastern Suburbs, Salary neg.

Focus on your customers and not sales targets! A rare find in retail travel! This well established family friendly, modern agency will see you work with high spend customers selling worldwide holiday packages and custom itineraries.

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Air Desk Specialist

Sydney, Great salary + monthly incentive + benefits

Airfares whizz required! Work closely with multiple internal departments whilst being a point of contact with the airlines. Manage all air desk tasks, air product negotiation, quality control & provide training on fare information for sales staff.

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