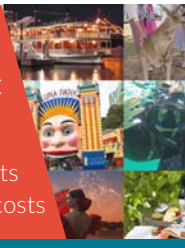


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Travel Daily

First with the news

Friday 31st March 2017

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Last day for comp

TODAY'S the last chance for travel agents to enter this month's competition to win Lufthansa Group airfares for two people to Europe - see **page 8**.

MEANWHILE, the winner of last month's comp to Ireland is revealed today on **page six**.

Outrigger eyes Qld reboot

HONOLULU-BASED hotelier Outrigger Enterprises Group has flagged the likely re-entry into Australia as part of a broad global expansion under new owners KSL Capital Partners.

Speaking exclusively with *Travel Daily* yesterday, Outrigger exec vp & chief operating officer Paul Richardson signalled that KSL was keen to reboot its presence down under, specifically back into Queensland.

Outrigger exited Australia in 2015, selling its modest portfolio of four hotels to Mantra Group for \$29.5 million (**TD** 02 Jul 15).

In Sydney last night, Richardson revealed Australia was at the top of KSL's list of destinations to seek out management contracts or asset purchases for a future operating capacity.

"I'm pretty sure that given Australia's stability and what we have to offer, we can come back here in an equity position and

offer the Outrigger hospitality to Australian people in their own country," Richardson said.

Outrigger Hotels & Resorts has 37 hotels and condominiums in its collection, mostly in Hawaii, but also in Fiji, Guam, Thailand, Mauritius and the Maldives.

He told *Travel Daily* Outrigger was a beach-front brand, so spots along the Queensland coastline & islands were favoured, however the group is also assessing an "off-beach brand" in a city that is also a major leisure destination.

The Australian-born hotel exec said under KSL Outrigger now had "a way forward", saying re-entry into Australia "could happen tomorrow, could happen in the next 10 years, but at the end of the day we are out there and we are looking and we want to expand".

Beyond Australia, KSL has plans to boost its profile to Southern Florida, Southern California, Mexico & Hawaii's outer islands.

Today's issue of TD

Travel Daily today has eight pages of news and photos, including a photo page from **Travellers Choice** plus full pages from: (**click**)

- Albatross Tours
- Travel Trade Recruitment

California STAR Search

Visit California is searching for agents who will be the faces of their new digital training platform, California STAR. A video competition has been launched and agents are invited to submit a 15 second video with their STAR tips about travel to California.

For contest details:
star.visitcalifornia.com/au



THANK YOU FOR NOMINATING US IN THE 2017 AFTA AWARDS

We are delighted to receive nominations for:
Category 18: Best Domestic Airline
Category 19: Best Airline International - Online
Category 32: Best Sales Executive - Industry Supplier
Kirstie Egan

Thank you for your ongoing support and good luck to fellow nominees.

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Travel Daily

First with the news

Friday 31st March 2017

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MG Media closure

SYDNEY-BASED PR agency MG Media Communications has announced it will close in May. Established in 1993 by Bill Gray and Libby Moffet, the agency has specialised in travel and tourism with a focus on the cruise industry, supporting Carnival Corp brands for more than 20 years. Other long-standing clients include Globus, CLIA Australasia and Tahiti Tourisme. Principal Libby Moffet said the agency had been privileged to work with some wonderful clients, adding she was very grateful for the trust clients had placed in MG. "However 24 years is a long time in any role and with Bill having retired two years ago, the time has come for me to take a sabbatical and think about next moves," she told *Travel Daily*. MG Media will continue to service all its clients as it works through the transition.

U by Uniworld age shift

U BY Uniworld has confirmed plans to alter its targeted age bracket from 18-40 to 21-45, the river cruise line's chief exec officer, Ellen Bettridge has revealed. Speaking exclusively to *TD* during the inaugural sailing of Uniworld Boutique River Cruise Collection's *Joie de Vivre*, Bettridge admitted the 18 to 20 year old demographic was "a little too young" as those travellers had "a different mindset". It was also motivated by feedback from the trade on board *Joie de Vivre* this week. "We heard this and we listened to them and we said "you know what? Let's go for it, let's change it, it's not too late," she said. "We feel that the age group is the right one and we feel it gives us something a little bit different to talk about." U by Uniworld has today unveiled its US-based website (at

ubyuniworld.com), followed by an Australian portal on 03 Apr. A renovated *River Baroness* and *River Ambassador* will be unveiled on 14 Apr 2018. Work is underway on transforming the top deck of *River Baroness* into a nightclub.

Daydream nightmare

DAYDREAM Island Resort & Spa has been forced to close its doors for guest arrivals until 30 Apr following the effects of Cyclone Debbie earlier this week. "This date may be extended once we have assessed the full extent of the damage," the resort said in a statement. The nearby One&Only Hayman Island is now advising that "no reservations are currently being accepted" and that upcoming guests should contact their help desk for more info and check back to their website for updates.

Crystal ship halted

RIVER cruise ship *Crystal Mozart* has been halted by engine problems during a pre-season sailing on the Danube. A Crystal Cruises spokesperson confirmed a technical difficulty was being investigated but said details were not yet available. The ship had been carrying industry guests at the time and no paying passengers were affected by the disruption. *Mozart's* first scheduled cruise for 2017 would still depart as planned on Sun, the spokesperson said.

New winter touring

ALBATROSS Tours has added new French, Italian and Swiss Winter Wonderland departures in Jan and Feb to its European Winter Wonderland collection. The journeys range from nine days to 11 and include multiple night hotel stays - see **page nine**.

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Another new Sydney 5-star hotel

SYDNEY'S hotel room shortage concerns are set to be addressed with the addition of yet another five-star property in the CBD.

Plans have been submitted to the NSW Govt this week by Dexus Property Group for a \$201 million 353-room luxury hotel at 201 Elizabeth Street, located near Hyde Park (pictured), bordering Park and Castlereagh Street.

The site, currently a 38-storey office tower, is located near Pitt Street Mall and opposite Museum Station, offering a direct link to Sydney Int'l & Domestic Airport.

The unbranded hotel project will form the podium levels of a 50-storey mixed use development that also includes 262 residential apartments & commercial space.

An int'l design competition is planned for the project which will feature a slimline tower form.

The hotel will occupy 45% of the site and will include a function centre and swimming pool.



Primary hotel access will be via Castlereagh Street.

Dexus said the project "will result in an iconic new addition to the Sydney skyline taking into consideration its prominent location on Hyde Park at the eastern gateway to the CBD".

VARA/Alliance defiant

VIRGIN Australia Regional Airlines has bolstered its case for a charter partnership with Alliance Aviation Services, despite the Australian Competition and Consumer Commission (ACCC) rejecting the plan in its draft determination (TD 19 Dec).

In a new submission to the ACCC, the airlines argue there would be consideration benefits and cost savings to stem from its proposal to jointly bid and contract with corporate fly-in, fly-out (FIFO) customers.

The submission provides additional detail and says a partnership will result in 2% lower average FIFO prices in WA.

It says the savings will put downward pressure on prices in 39-63% of tender process.

"The applicants are confident the cost savings will be passed through to their customers," it says, adding the airlines would be able to offer "a superior, more competitive product".



Window Seat

IT'S RAINING tequila! The Mexican Tourist Board has made all your Happy Hour dreams come true, with a boozy cloud that produces actual tequila raindrops!

The puff was created as a stunt to get Germans to visit Mexico and there was even a display to entice them at an art gallery in Berlin called Urban Spree.

Ultrasonic humidifiers are used to "vibrate" the tequila at a rate that turns the alcohol into a visible mist.

Even more amazing, the tequila cloud was synchronised with the local weather patterns so would rain alcohol when it rained in Berlin (often).

The cloud can't float freely yet and spread the tequila love but have a look at this girl drinking the mist in **HERE**.

We've been nominated!

Best Wholesaler - **Australian product**
Best Wholesaler - **International product**
Best Sales Executive - **Industry Support**

Stacy Harsh - **NSW**
Jamie Giddens - **VIC**
Shari Rokosuka - **QLD**

Thank you for your support!

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2017 AFTA National Travel Industry Awards for Excellence

Step back in time in Israel and Jordan in the April issue of *travelBulletin*.

CLICK HERE to read
travelBulletin



Virgin joins race to wi-fi

VIRGIN Australia has partnered with internet provider Gogo to begin testing a free inflight wi-fi system on its domestic and international services (**TD** breaking news).

A three-month trial will begin in Apr aboard a single Boeing 737-800 aircraft, utilising Gogo's 2Ku technology and the Optus Satellite system.

The trial will be followed by a

rollout across all domestic and trans-Tasman services, as well as international flights using the Intelsat and SES satellite systems.

Virgin's announcement follows news that Qantas has delayed the roll-out of its own wi-fi system because of technical issues encountered in trials (**TD** Mon).

Like Qantas, Virgin will enable guests to use streaming services including Netflix, Stan and Pandora, and will provide three months' free access.

Virgin also announced its Economy X product yesterday, providing almost 8cm of extra legroom in rows 3-5 as well as exit seats.

The option will be available on domestic flights and replaces the Economy Space+ product on international services.

It will require the reconfiguration of VA's entire fleet of B737s and is expected to be complete by the end of May.

New Waikiki Prince

PRINCE Resorts Hawaii has completed a US\$55 million refurb of the former Hawaii Prince Hotel Waikiki and Golf Club.

All 563 rooms and suites were given a facelift, along with newly redefined dining options, enhanced meeting spaces and a new infinity pool.

Following the eight-month refit, the hotel has been rebranded as Prince Waikiki.

TTC Great Escape on Bridge



THE Travel Corporation's (TTC) 2017 Great Escape staff were up bright and early today to reach the peak of the iconic Sydney Harbour Bridge.

David Gendle, AAT Kings head of sales (**pictured** centre with Great Escape participants) joined over 80 escapees for Bride Climb and said it was a pleasure for AAT Kings to host the pre-departure tour in Sydney before they fly out

around the world tomorrow with the various TTC groups.

Pictured are the group which included: Eva Green, Emma Sullivan, Sheila Mayenburg, Pauline Elias, Marissa Gallo, Dianne Cook, Jason Sartori and Daniel Jenner from UW-Paris; Mark Fitzgerald, David McCredie, Melanie Clout, Liz Madsen, Linda McKenzie from UW-Burgundy and Samantha Langton, Uniworld.

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If you believe we deserve to win, please vote for Travelport in Category 31 and our sales executives Bianca Orsola-Rose or Haley Crook in Category 32. Voting closes Friday 31 March 5pm AEST

Vote now



Today's issue of *TD* is coming to you courtesy of Uniworld Boutique River Cruise Collection on board *Joie de Vivre*.

TRADE and media aboard the inaugural sailing of *S.S. Joie de Vivre* stepped ashore the picturesque Caudbec en Caux this morning.

A small group headed to the Etreat Golf Course while the majority took the short trip to discover the adorable Honfleur.

Passing castles, farms, manors, churches and barns, upon arrival the team set about acquainting themselves with the town on a walking tour.

Attendees had the chance to stay back for lunch in Honfleur, or head back for an afternoon visit to the Abbey of Saint Wandrille, the silent monks' community, or a bike ride to Villequiers, including a break at Manor de Retival.

A select group of Australians then became the first passengers to sample the share menu at Claude's, the ship's supper club.

QR's loan a laptop

QATAR Airways is offering Business Class passengers a new laptop loan service on flights to the United States starting next week, following the electronics ban on Doha-based airlines.

Pax travelling on US-bound flights will be able to download their work on a USB and collect their laptop after boarding.

An hour of free wi-fi is also being provided by the airline.

Aussies get to know Honfleur



THE peaceful little town of Honfleur welcomed passengers from Uniworld Boutique River Cruise Collection's *S.S. Joie de Vivre* yesterday.

Guests ambled down Honfleur's cobblestone streets and lane ways on a walking tour, past the Lieutenant's quarter, the bell tower, specialty shops, historic spots including what used to be the jail and butcher.

The group also ducked into Sainte Catherine Church, where even pets are welcome to be baptised and wrapped up the tour at the Old Port, where they sampled local cider and oysters.

Free time was then filled in by browsing the shops or relaxing in cafes, while some chose to stay back for lunch.

Pictured in Honfleur are: AJ, cruise director; Baden Brown, Launceston Travel and Cruise; Greg Ashmore, Ashmore and James; Vivien Davies, Sylvania Travel and Cruise; Michelle Ashcroft, Phil Hoffmann Travel; Brett Dann, Hunter Travel Group;

Louise Dann, Hunter Travel Group; Fiona Dalton, Uniworld and Rhona Rodgers, MTA - Mobile Travel Agents.

Friday 31st Mar 2017

GetThere revamped

SABRE'S GetThere travel management solution for business travellers has been revamped, providing more self-service options and optimised search and booking functions.

Available on mobile devices or desktop computers, the new version provides a simplified design, an intuitive booking workflow and support for airlines' branded fares.

The changes were made after qualitative research sessions to gauge traveller needs.

Sales Executive AU Full Time - Sydney



Combining a deep understanding of our customers around the globe with exceptional crew and cutting edge technology, **Tourism Holdings Limited** delivers world-leading customer experiences.

We do this through our iconic brands, **Maui, Britz, Mighty, Road Bear** and **Just Go**; delivering motor home holidays in NZ, Australia, USA, UK and Africa, and **Kiwi Experience, Waitomo Glowworm Caves** and **Black Water Rafting**, our NZ tourism brands.

We're seeking a **Sales Executive - AU**, reporting to the Sales Manager Australasia, North America. Your objective is to meet all sales revenue targets in the AU market by developing strong relationships in the youth sector and training travel agents on all **thl** products.

Key criteria for our winning candidate:

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- effective communicator
- self-reliant, proactive and multi-tasker

Your responsibilities will include:

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- Organise monthly Trade Partner Call plan
- Represent all **thl** brands at market consumer shows and promotional events

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- Preferably well travelled world wide
- Creative mind to formulate creative itinerary

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

From mud to luxury in Nha Trang



A LUCKY group of Australian industry representatives are experiencing the delights of the Amiana Resort in Nha Trang after Vietnam Airlines' inaugural service from Sydney to Hanoi.

Located on the south central coast of Vietnam, Nha Trang is an emerging beach destination served by daily flights from Hanoi, Saigon and Danang and known for its great food and nightlife.

The luxury five-star Amiana Resort is situated just a short drive from the city centre and offers spacious rooms and villas with either a garden or ocean view and balconies or terraces.

The Resort has a freshwater infinity pool, a natural seawater pool, a gym, a tennis court, mini golf and water sports.

Nha Trang is also known for its

mud baths and Amiana Spa is the only resort in the city to offer a mud bath experience.

The silky mud contains more than 20 kinds of salts and minerals and is said to melt away stress and make for soft, younger looking skin.

Pictured glowing after a mud bath are Bernadette Holmes, Wendy Wu Tours; Jennifer Water, The Travel Authority; Sally Morgan, The Unique Tourism Collection and Patricia McEwan, Mary Rossi Travel.

Domestic air growth

AUSTRALIA'S domestic airlines carried more than 61 million passengers last year, an increase of 2% on 2015.

Latest figures released by the Bureau of Infrastructure, Transport and Regional Economics (BITRE) show similar growth in overall capacity as well as an increase in load factors by 1.4 percentage points to 78%.

Federal Minister for Transport and Infrastructure Darren Chester said Sydney remained the busiest airport with 26.93 million passenger movements during 2016, followed by Melbourne with 24.78 million.

"It's also pleasing to see continued growth at our regional airports where 24 million domestic passenger movements were recorded in 2016 - a 1.3% increase on 2015," Chester said.

Eleni's off to Ireland

ELENI Vilas of RACT Helloworld is the lucky winner of last month's exclusive TD comp with Tempo Holidays and Tourism Ireland.

Entrants were required to show their Irish spirit by dressing up in their best St Patrick's Day outfit to win a week-long luxury coach tour of Ireland for two.

Eleni's entry, **pictured** below, was deemed the best received by Tempo and Tourism Ireland.



Southern X travel ban

SOUTHERN Cross Travel Insurance has announced it will make an exception to the T&C of the TravelCare policy in the wake of the UK and US governments' laptop ban (TD 22 Mar).

The exception will offer a provision of cover for electronic devices that are lost, stolen or damaged during a journey while checked-in luggage for those directly affected by the electronic device ban.

NZ's Ghost appeal

SCI-FI movie *Ghost in the Shell* is putting Wellington in New Zealand on the map.

Scarlett Johansson, who plays the role of Major, said Wellington was "one of the best cities" she had worked in, with an outdoorsy vibe where visitors can walk by the harbour or hike in the bush.

Tourism New Zealand's director of PR, Trade and Major Events Rene' de Monchy said the film reiterated the fact that NZ was a warm place to visit.

The *Hobbit* Trilogy worked in bringing one in five visitors to NZ.

Technology Update

Today's Technology Update is brought to you by Tramada Systems Pty. Ltd.

Best practice service and education helping consultants become productive faster.



Tramada launches Tramada University.

Tramada University is an interactive self-paced

eLearning program designed to capture the enthusiasm of travel consultants and boost their motivation, engagement and performance. Leveraging leading user experience methodology from Savv-e, the award winning digital learning agency, Tramada University achieves better learning outcomes for consultants in one quarter of the time.

Embedded online guidance.

Complementing the Tramada University education strategy Tramada has embedded innovative online user guidance technology, tramada® Workflow Assist within core tramada® Version 5 series. Tramada Systems has partnered with WalkMe, a global leader in online guidance and engagement, creating intuitive and context sensitive assistance to tramada® users as they do their job.

We believe in utilising inventive technologies to create innovative products and services for our clients. Other leading edge SaaS products spend a lot of effort and money to develop solutions in their area of expertise so it makes sense to seek these solutions out to enhance our offering. This ensures the best user experience and maximises the benefits achievable in using tramada® proficiently.

Tramada Systems is leading the way in the travel industry by utilizing proven leading edge technologies to provide best practice service and education.

Brenton Fear, Head of Operations, Tramada – your technology partner



'Thank you' for 40 years of great support

Friday 31st Mar 2017



DAMIAN Perry, Cox & Kings, Bentours, Tempo; Ingrid Kocijan, Rail Plus; Kyle Duffield, Cox & Kings, Bentours, Tempo and Andrew Eddy, Cox & Kings, Bentours, Tempo.

WHAT better way to mark 40 years of success than by saying 'thank you' to 75 of your closest friends at a stylish cocktail party in the Museum of Contemporary Art in Sydney.

Travellers Choice did just that this week, with Managing Director Christian Hunter telling preferred partners that without their support the award-winning group could never have grown from a small cooperative in WA to the sophisticated national network it is today.

"In the early days, when we were very small, some of the companies here tonight took a punt on us," Hunter told guests.

"Across the decades, as we grew, others came on board.

At some stage, throughout our 40 years we have developed long-standing and highly-valued relationships with all of the businesses represented here tonight.

"We genuinely see our preferred relationships as true partnerships and we know we cannot do what we do, as successfully as we do it, if it wasn't for your unwavering commitment and enduring support.

"So, on behalf of all Travellers Choice members, please accept our thanks for your past, present and future efforts!"



MEI Wong, Contiki; Bryony Cumberpatch, Entire Travel Connection; Vanessa Stavrou, Contiki and Vic Naughton, American Airlines.



DEBRA Fox, APT Travel Group; Christian Hunter, Travellers Choice and Susan Haberle, APT Travel Group.



LEIGH Holme, Si Travel Group; Tui Eruera, Si Travel Group; Nicola Strudwick, Travellers Choice and Gillian Hayward, Hawaiian Airlines.



JAYSON Westbury, AFTA; Joanne Tralaggan, AFTA; Robyn Mitchell, Travellers Choice; Christian Hunter, Travellers Choice; Nicola Strudwick, Travellers Choice; Dean Long and Naomi Menon, AFTA and Justin Michael, Travellers Choice.



SANTINA Notte, Allianz Global Assistance; Trevor Barbler, Mastercard Prepaid Management and Tanya Zeidler, Allianz Global Assistance.



THE Travellers Choice senior management group from left: Justin Michael, GM Finance & Administration; Nicola Strudwick, GM Sales; Robyn Mitchell, GM Marketing and Christian Hunter, Managing Director.



JIM Petritsis, Travel The World; Emma Davie, Scenic and Ryan Taibel, P&O Cruises.



NICOLA Strudwick, Travellers Choice; Natalie Calder, Evergreen Tours and Justin Michael Travellers Choice.



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.

Book before 01 May and pay a \$1 deposit on **Explore Worldwide** cycling trips. Choose from 70 adventures such as Lake Constanz route that borders Austria, Germany and Switzerland or ride from Nicaragua to Panama in Central America. Call 1300 439 756 to secure the deal.

Metro Apartments on Darling Harbour is offering packages for Vivid Sydney priced from \$199 a night, when staying a minimum two nights between 20 May-20 Jun. More details at metrohotels.com.

Pacific Dunes Golf Club in Port Stephens has Stay & Play packages at the Ramada Resort priced from \$147.50ppts, which includes an 18-hole round of golf. The deal is valid until 31 Dec. See portstephens.com.

Ordinary Outback is offering one free night's accommodation at The Argent Motel Broken Hill with any booking made on selected Tri State Safaris outback tours during 2017. The deal is valid on bookings made before 30 Apr, excluding school holiday periods. Call 1300 688 225.

Cathay Pacific Airways has a Premium Economy class fare from Brisbane to celebrate the city's maiden Airbus A350-900 service (TD 21 Mar). The sale applies to select cities in Europe including London, Frankfurt, Zurich and other destinations for bookings made by 03 Apr. Fares start from \$2,976 return to Amsterdam on select dates.

Win flights to Europe with the Lufthansa Group



experts

This month *Travel Daily* and Lufthansa Group are offering readers the chance to experience their award-winning long haul product on a trip to any European destination served by the Lufthansa Group. The Lufthansa Group prize includes two return economy class flights with Lufthansa Group and their airline partners ex-Australia to **any European destination of your choice**.

The Lufthansa Group - composed of Austrian, Lufthansa and Swiss International Air Lines - offers Australian travelers the world's most comprehensive European network and more than 300 global destinations accessed through their four regional hubs. The theme of this competition is Mixed Class - learn more about the product [HERE](#).

Open to all Australian Travel Agents, the lucky winner will have the most correct answers as well as the most creative entry to the final question. Send your answers to lufthansa@traveldaily.com.au

Terms & conditions

Q23. In 25 words or less tell us what does the Lufthansa Group represent to you?



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Travel Daily

First with the news

Friday 31st March 2017

Voyages launches Tali Wiru



LAST night this select group of key Voyages Indigenous Tourism industry partners was treated to an intimate dinner under the stars in the Red Centre.

The occasion was the opening of the 2017 season of Tali Wiru - Ayers Rock Resort's iconic fine dining experience set on a stunning hilltop overlooking Uluru.

Guests staying at the resort can enjoy Tali Wiru every night from now through until 15 Oct, with a stunning menu featuring Bush Tucker flavours and ingredients complemented by fine wines.

Tali Wiru means 'Beautiful Dune' in the local Anangu language, and the open-air

restaurant experience also features interpretations of the enormous night sky.

Pictured kicking off the evening with French Champagne and canapes are, back row from left: Peter Graham, Voyages director of sales; John Di Maria, Tourism Northern Territory; Neale Herridge, AOT Group; Garry Plant, Swain Destinations; Glen Davis, Tourism Australia and David Thomas, Grand Circle Travel.

Front row: Jacqui Wright, The Entertainment Book; Tyler on the didgeridoo; Annika Leslie from APTC and Melissa Reid of AOT.

TNZ/i-SITE p'ship

I-SITE New Zealand and Tourism New Zealand's logos are currently on display at Auckland and Christchurch airports after i-SITE wanted to align their advertising more closely to The 100% Pure New Zealand Campaign.

The i-SITE network was established in 1990 and sees 40% of international visitors to New Zealand use an i-SITE which has 82 Visitor Centres around NZ.

These centres see over 1m international visitors per year and assist in over 7.5m enquiries.

Kids free to Kanga Is

SEALINK is offering a 'Kids Go Free to Kangaroo Island' deal and savings of up to \$100 per family.

A free return SeaLink ferry is available for up to two kids when travelling with one or two adults and one vehicle.

The deal is valid for departures between 01 May and 31 Aug.

For ferry, car & accommodation bookings, and more info, head to www.sealink.com.



Come share our love of Europe

EXPLORE A WINTER WONDERLAND WITH ALBATROSS

Albatross Tours have just released 3 exciting new European Winter Wonderland tours. Departing in late January and early February 2018, the tours are ideal for clients who are wanting to escape after Christmas to capture the magic of a European winter.

A French Winter Wonderland - 11 Days

Spend five nights in the heart of the French Alps in chic Megève. Visit Montreux and Chaplin's Vevey on the Swiss Riviera, the amazing hilltop town of Gruyères, lakeside Annecy and Chamonix in the incredible Mont Blanc mountain range. Relax in exclusive Courchevel 1850, in Les Trois Vallées, take a cable car up to 'the roof of Europe' and the glacier train to the dramatic Mer du Glace, enjoy ice curling and a romantic horse drawn carriage ride!

A Swiss Winter Wonderland – 12 Days

Relax in a charming hotel in beautiful Zermatt, in the Swiss Alps, surrounded by dozens of 4,000 metre high mountains, including the mighty Matterhorn. Discover Mozart's baroque Salzburg and Innsbruck, explore the stunning Austrian Lakes District and Klosters, enjoy a horse drawn carriage ride through a winter wonderland to a mountain hut, and ride on the famous Glacier Express!

An Italian Winter Wonderland – 9 Days

Stay three nights in a glorious 900 year old Italian Castle set in the charming foothills of the Italian Dolomites with visits to Cortina d'Ampezzo and the romantic city of Venice. Stay three more nights in medieval Lucca, visit renaissance Florence, the 'town of towers' San Gimignano and enjoy lunch at an Olive Farmhouse estate. This very special Italian tour has been timed so it can be joined immediately following either our Swiss or French Winter Wonderland tours, both of which finish in Milan just before this tour starts.

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Strategic 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 team, and managing existing and negotiating new business relationships. You will be building new key customer relationships B2B 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.

Travel Luxury Specialist

Gold Coast, \$45-50k + Commission, Ref: 2856CN1

Can you use magic to sell a worldwide experience? If you have a passion for domestic and international travel and sales then apply now. You will be working towards kpi's and targets to earn well deserved commission and hold a strong ground to building your career. You will ideally be experienced within the luxury travel industry and have an understanding of the sales cycle. Long term career progression and a great salary are perks to this role. Don't wait any longer this job won't last.

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

Corporate & Leisure Travel Consultant

Melbourne, Up to \$55k + Super, Ref: 2786KF1

Love retail but want to work with more corporate clientele or working in corporate and want to expand on your leisure portfolio? This outstanding wholesale company are looking for someone to join their team as a corporate & leisure travel manager. A great opportunity for an experienced, leisure or corporate consultant - the role requires a lateral thinker, loves building relationships with their clients and are always looking to go above and beyond, with the ultimate goal of repeat business.

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.

Direct Cruise Sales Consultant

Sydney, \$45k + Super OTE to \$90k, Ref: 2788PE1

My client is a leader in the cruise industry with a defining name to uphold. They are seeking a highly experienced sales professional to join their award winning brand. To be considered for this position you will be an outgoing, enthusiastic individual with strong sales skills. You will have a love of sales with a track record for consistently delivering outstanding results. These opportunities do not come up very often; interviews happening now. Please contact us now if this sound like you.

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 a 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.

Travel Sales Manager | Part-time

Melbourne, Fantastic Package + Super, Ref: 2779HC1

Rare Sales Development Manager opportunity for a fantastic and well respected wholesale company! Do you have sound Sales experience and a proven sales record? This luxury wholesaler is looking for an experienced Sales Development Manager to assist with their ongoing success across the travel market. Excellent benefits are on offer for the right person. It is a 3 days part-time position. You will receive a fantastic salary package plus Superannuation & company allowance package.

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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