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First with the news

Friday 5th May 2017



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VAH HNA director

VIRGIN Australia has appointed Chen Mingqiong as an alternate director for Nang Qi, who is the nominated representative of HNA Innovation Ventures on the Board of the Virgin Australia Group, effective immediately.



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MANAGING DIRECTOR

QF tips near record profit

QANTAS Group has forecast its second best full-year underlying profit before tax may be achieved for the 2017 financial year, in the realm of \$1.35b-\$1.4b (**TD** breaking news yesterday).

Last financial year Qantas achieved a \$1.53 billion profit. Group domestic unit revenue rose 4.6% compared to the corresponding period, while "tough conditions" in the int'l market "eased slightly" QF said in its trading update for Q3 FY17.

Qantas International capacity rose 4.8% during the quarter, which included the transition of the Melbourne-Tokyo Narita service switching from Jetstar International to Qantas "to improve brand alignment to customer demand".

QF ceo Alan Joyce said the Q3 results had "met expectations and laid the ground for another strong full-year result".

"Our guidance today would make this year's underlying profit the second best in almost 100 years," Joyce added.

He confirmed internationally "it's still tough", but "because of the work we've done to transform Qantas and expand into growth markets, our international businesses are navigating the headwinds better than our competitors".

MEANWHILE, Qantas today announced it would release its own platinum credit card, offering a bolstered rate of points earned

and exclusive travel benefits.

To be powered by Mastercard and issued by Citi, the new card will launch in coming months and comes in response "to the strong consumer demand for points as part of everyday spending".

Qantas Loyalty ceo Lesley Grant said some 35% of credit card spend in Australia earn Qantas Points, "which shows strong interest in this type of reward but also plenty of room for growth".

"This is a premium card aimed at people who love earning Qantas Points and who travel enough to want access to special deals on air fares and lounge access," Grant said.

"Ultimately, it's about giving customers more choice," she said.

Further details on the new QF credit card will be made available when applications open before the end of the financial year.

Magellan reaches 130

MAGELLAN Travel Group this week cracked 130 members following the addition of CPE Travel Group in Brisbane.

MTG chief executive Andrew Macfarlane said interest in the group "continues to be strong across both our Corporate and Leisure divisions".

The group has grown from 123 members in Nov (**TD** 25 Nov) and Macfarlane said he expects the "growth pattern" to continue as incoming members serve notice.

Air NZ unlock secrets

AIR New Zealand are tempting Australian agents to "unlock the secrets" of New Zealand at a series of events to be held in conjunction with Tourism New Zealand next month.

The functions promise to be Air New Zealand, Tourism New Zealand and Virgin Australia's "most unique" to date.

For details on how to unlock a ticket to "a night of mystery", see the **cover wrap**.

NTIA tickets open

TICKET requests are now open for The Australian Federation of Travel Agents' (AFTA) 2017 NTIA Gala Dinner, to be held 22 Jul.

This year's event will be at the International Convention Centre, Sydney, which allows an increased capacity of 1,500 guests and "extra legroom".

AFTA have noted the 2017 Gala Dinner will be on a separate evening to the Flight Centre Global Ball.

Tickets are priced at \$220 each, or tables of 10 can be purchased for \$2,200.

To submit a ticket request, or for more, head to www.afta.com.au.

Today's issue of TD

Travel Daily today has seven pages of news and photos, including a front cover wrap for **Air New Zealand** plus a full page from: (**click**)

- Travel Trade Recruitment



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Industry Star Rating

FROM 01 Jul, the Australian Tourism Industry Council will operate the Star Ratings Australia program (**TD** breaking news).

This morning, it was revealed the scheme - owned by the Australian Motoring Clubs - will not be shutting down (**TD** 28 Feb) but instead transferred to the ATIC at no cost.

ATIC chair Evan Hall said the industry is committed to continuing the Star Ratings scheme as a valuable asset for accommodation businesses and for consumers.

"ATIC and the Australian Motoring Clubs are committed to a seamless transition of Star Ratings for accommodation operators," he said.

The scheme has been running for 50 years.

Tiger/Scoot on Sabre

TRAVEL agents globally connected to Sabre will now be able to sell flights on Scoot/Tiger Airways under a new partnership.

Scoot/Tigerair's fares and ancillary offering are available via the Sabre Travel Marketplace, allowing agents to choose the "most cost-efficient routes and packages for their customers".

Head of sales and distribution for the low-cost carriers Trevor Spinks said he was confident the solutions available with Sabre "will extend the reach of our value proposition, and help drive aviation growth for the region".

Fiji to target lux market

A WAVE of new luxury hotel openings is giving Fiji the positioning needed to pursue new markets and increase tourism yields, according to Tourism Fiji chief executive Matthew Stoeckel.

"Fiji is not just a family destination, we also have a high end product," Stoeckel said at the Fijian Tourism Expo being held at the Sheraton Fiji Resort.

"We are starting to have a strong critical mass of luxury product," he said.

Recent upmarket launches including the Fiji Marriott Resort Momi Bay, Kokomo Private Island and the upgraded Sheraton Resort & Spa Tokoriki Island will be backed by other properties in the pipeline including the Six Senses Fiji due later this year.

Stoeckel said this would allow Fiji to put a new emphasis on high-yield travellers in its future marketing campaigns.

"We still see huge potential in our Australian market and we need to broaden the consumer's understanding beyond a family destination to include all the other outstanding product we offer," he said.

"We have only a fixed infrastructure - a fixed number of hotel rooms and a fixed number of flights coming in - so a way for us to increase and enhance the tourism benefit to the country is through raising yield.

"We now have the right product for that and we will be getting

behind that in more luxury focussed marketing campaigns."

This would be reflected in an upcoming "brand revitalisation", Stoeckel said, based on current research examining perceptions in the key markets of Australia, the US and New Zealand.

Fiji's increase in luxury products has helped attract a record 160 international buyers to the 2017 Fijian Tourism Expo, Stoeckel said, of which 50 would take part in the largest post-show family program Tourism Fiji has hosted.

See **page six** for more coverage from the Fiji Tourism Expo.

New 4X4 product

BEAR Rentals, a new car hire company specialising in "real off-road adventure travel" has launched, offering travel agents a generous 20% commission.

The firm has a fleet of 22 Land Rover Defender 4WDs which have been converted into campervans, suited for on/off-road adventures.

Vehicles are fitted with batteries so don't require powered sites and come equipped with a fridge, stove, pots & pans, chairs, bedding, priced from \$160/day.

Bear Rentals are available from Sydney, Brisbane, Perth, Cairns and Broome - for more details, see www.bearrentals.com.au.

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NatGeo buys Global Adrenaline

NATIONAL Geographic Expeditions (NatGeo) has bought luxury travel specialist and tour operator Global Adrenaline.

Global Adrenaline designs, plans and operates custom tours for groups and independent travellers around the world.

NatGeo said the acquisition

provides it with a platform for "developing its own call centre and significantly expanding its land-based trip offerings".

"Existing partnerships with Lindblad Expeditions in small ships, TCS World Travel in private jets and other relationships in key travel segments remain a vital part of future growth plans," the company stated.

National Geographic Partners ceo Declan Moore said Global Adrenaline has delivered "extraordinary experiences" for its guest over the past 13 years.

"We're excited to welcome them into the National Geographic family, and to leverage their tour operator platform to expand our Expeditions' offerings.

"This acquisition enables us to become a tour operator, and to more directly control all aspects of the unique travel experiences we provide guests," Moore said.

A spokesperson for National Geographic told **Travel Daily** the agreement would not impact its long-standing relationship with G Adventures and its National Geographic Journeys program.

Fitbit winner grinner



ABOVE: Linda Souter from Phil Hoffmann Travel (**pictured**) and Amanda Stewart of Tripaway Cruise & Travel were the lucky winners of a Fitbit Charge 2 by participating in the recent cruise poll conducted by **Travel Daily** and **Cruise Weekly**.

There were also 25 winners of EVENT cinema vouchers.

Survey results will be published in an upcoming issue of **TD**.

Scenic ERC 2018

LUXURY travel company Scenic has unveiled its full 2018 Europe River Cruising program today, encompassing product in Europe, France, Portugal and Russia.

The behemoth 270-page features close to 60 itineraries, including three new river cruise & tours in France and two new 'Ultimate Cruising' options - a 31-day Discoverers' Trail from Porto to Bordeaux and 23-day Icons of France, from Bordeaux to Nice.

In Russia, Scenic has also added a new 18-day Imperial Russia with St Petersburg cruise & tour.

Earlybird bookings of a standard suite on a cruise of 11 days or more include free flights.

Wu comms in-house

WENDY Wu Tours has taken its public relations responsibilities in-house this week, ending an 11-year association with Saskia Baker's SMB Communications.



Window Seat

NO PHOTOS for you!

A Komodo dragon in Indonesia gave an over zealous tourist the bite of its life this week when he blatantly ignored warnings about getting too close.

The gigantic reptile was just trying to enjoy its lunch when the Singaporean visitor was snapping photos and got up the lizard's grill.

In retaliation, the dragon bit the nuisance in the leg and the national park official told **AP** that he was rushed to a hospital in Labuan Bajo on Flores Island.

Apparently attacks on humans are rare, however Indonesia is promoting its Komodo national park as a tourist destination so they might need to have a sign to warn other muppets that are tempted to push the limits.

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Venture Indo brox

VENTURE Holidays has released a completely reworked brochure for its 2017/18 Indochina program.

The brochure showcases a range of "Highlight" small group tours through Vietnam, Cambodia, Laos and Myanmar.

Also featured is a dedicated river cruise section, offering a range of river cruises between Vietnam & Cambodia and within Myanmar, plus a range of sightseeing around Indochina.

CLICK HERE to view online.

More seats on AA

AMERICAN Airlines is planning to shrink the distance between Economy seats on its new Boeing 737 MAX aircraft.

Seat pitch will be 30" for most Economy seats on the new planes, down from 31" on its Boeing 737-800s, with three rows in the new configuration only offering 29".

AA will begin operating its 737 MAX fleet later this year.

Nth Vanuatu cyclone

CATEGORY three Tropical Cyclone Donna is expected to reach the Northern Vanuatu provinces of Torba and Sanma later today, the Vanuatu Tourism Office (VTO) has advised.

Air Vanuatu's intl flights from Australia are currently operating as normal, with cancellations affecting domestic routes.

VTO said travellers heading to Vanuatu should contact their airline before departing.

Yesterday, Smartraveller updated its advice for Vanuatu to "reconsider your need to travel".

Skal Syd Golf Day

SKAL Sydney North Club is hosting their annual Charity Golf Day 'Swing for Sala Bai' at Moore Park Golf Club on Tue 30 May.

There will be prizes for individual as well as team scores.

Last year there were more than 90 participants - for more details and to RSVP, **CLICK HERE**.

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AW roadshow by the stats



ADVENTURE World concluded its two month national roadshow recently, travelling to 30 venues in metro and regional areas.

The 'Our World Your Way' show was attended by thousands of agents from Sydney to Perth, and everywhere in between.

It was Adventure World's largest show in 35 years, including visits to Coffs Harbour, Toowoomba,

Geelong and Bunbury.

In all, the showcase travelled over 28,000kms, handed out a whopping 6,600 brochures, saw in excess of 4,700 beverages consumed, 580 banners erected and 89 hours of presentations.

Adventure World's industry account manager for Vic/Tas & SA, Travis Graham is **pictured** with one of the roadshow guests.

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Movenpick inaugural roadshow



MOVENPICK Hotels & Resorts' first Australian roadshow is underway, with the delegation updating key partners in Sydney and Melbourne on the brand's new hotels & development plans.

Holger Jakobs, vp sales Asia said Australia is a very important source market for Movenpick's Asia hotels and properties in Middle Eastern airline hubs and he hopes to establish a regular annual roadshow down under.

The hotel company's aspirations for the Australian market don't end there, with Holger noting Movenpick would "love to have our own hotel here".

If the brand was to enter

Australia, he said it "doesn't necessarily have to be a top-end key city like Melbourne or Sydney, we would also be happy to go into Brisbane, Perth, Canberra".

Holger also flagged Perth as a "key city" holding opportunities for the brand.

The company opened an office in Australia mid-2016, which Holger said "was for a long time the missing piece in the puzzle".

Holger is pictured centre with Charley Magabo, director of sales and marketing of Movenpick's new Resort & Spa opening this year in Boracay (second from left in the front row) and Australian partners at Wolfies Grill last night.

Reservations Team Leader

Si Holidays (formally Pinpoint Travel) are looking for an experienced Reservations Team Leader. You must have a proven track record in sales and the ability to lead, grow and motivate our team of travel consultants. The ideal person will be a strategic thinker who can run incentive and training programmes, in line with the company trajectory. Proficiency in Calypso is highly regarded.

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The company invests in its reservations team with regular famils, monthly training sessions with an industry revered trainer, weekly product training and attendance to ongoing industry events. We are proud and protective of our office culture, and hire people who demonstrate the Si Holidays company values. We have an active social committee, this months event being a boat tour of Vivid, for family and friends.

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QR ADL anniversary

QATAR Airways yesterday celebrated one year since it began operating direct flights between Doha and Adelaide.

Adam Radwanski, senior manager at Qatar Airways Australasia said since its inaugural Adelaide-Doha service, the airline has "had a wonderful response from passengers".

QR will increase its services on the route from five weekly to daily from 02 Dec (**TD** 15 Mar).

Preferred adds 32

PREFERRED Hotels Group have added 32 new member hotels across 15 countries to its portfolio between Jan-Apr this year.

Among the new additions include a 1,394m² exclusive-use private island in the Maldives, Coco Prive, Old Course Hotel, Golf Resort & Spa, Scotland and Hotel Californian, Santa Barbara.

UA adds EWR/EZE

UNITED is adding fresh capacity between New York and Buenos Aires with a new daily year-round services between Newark and the Argentinian city from 28 Oct.

The Star Alliance carrier is also cranking up frequencies from New York to Bogota, Colombia with a seasonal daily service from 08 Jun to 14 Aug.

Both routes will be operated by Boeing 767-300 aircraft.

Element Malay debut

MARRIOTT International has unveiled its Element hotel brand in Southeast Asia following the opening of Element Kuala Lumpur.

The 252-room hotel is located within Ilham Tower, one of Malaysia's tallest buildings.

Element is Marriott's 14th brand to enter Malaysia.

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Holidays



viva! holidays



Today's issue of TD is coming to you courtesy of the Fijian Tourism Expo and Tourism Fiji.

AFTER a busy first day of business sessions, delegates at the 2017 Fijian Tourism Expo took to the beach yesterday for a sunset game of touch rugby with Fiji's national sevens team.

As surprise guests of the Expo, the Olympic gold medal-winning team took on a mixed bunch of buyers and exhibitors for a game that involved more selfies than tries, but attracted a passionate crowd of onlookers all the same.

The final score? Nobody knows.

After dark, Tourism Fiji hosted a Bollywood-themed dinner at which guests enjoyed dancers in vividly coloured costumes and sampled some of Fiji's celebrated Indian curries (see right).

Today buyers and exhibitors have embarked on another series of business sessions before heading to the new Fiji Marriott Resort Momi Bay for a closing ceremony and dinner.

FJ to expand new routes

Fiji Airways is planning a steady expansion into new regions, aiming to launch one new route each year in tandem with its fleet modernisation.

At the Fijian Tourism Expo, the airline's executive gm of sales and marketing Andrew Stranbury said FJ's future growth would be driven by new routes, a modernised fleet and an expanded codeshare network.

New destinations such as Singapore and San Francisco, both launched last year, would be backed by increased frequencies in New Zealand and the addition of direct Adelaide services in Jun.

"Through these efforts we are really starting to bring more of the world to Fiji," Stranbury said.

"We're a small airline but an ambitious airline, and we're changing the size and shape of our airline."

He said the recent announcement of Adelaide flights in addition to east coast airports had been well received.

"I think we've got a good product for SA and we're very pleased with early demand, and it's now building," Stranbury said.

Although launching as a twice weekly-service, ADL flights will be downgraded to once weekly during off-peak periods, with a view to growing to greater regularity.

"Our goal is to introduce a new route each year. Last year we introduced two, this year we introduce Adelaide and we want to keep that up," he said.

Stranbury said other codeshares such as the recently announce Jet Airways partnership via Singapore (TD 08 Mar) would provide a further boost in pax numbers.

From next year FJ will begin replacing its aging fleet of five Boeing 787-700 and 800 aircraft with five new Boeing 787 MAX 8, at a cost of US\$550 million.

Friday 5th May 2017

Six Senses multi gen

SIX Senses Fiji will target multi-generational travellers when it opens towards the end of this year, becoming the latest resort to configure for larger groups.

Resort general manager Jason Kruse said the property would offer 60 private residences in three, four and five-bedroom configurations, each with a private pool and aimed at larger families or groups of friends.

The resort, on Malolo Island, will also offer 26 pool villas and be 100% solar powered.

Fiji on the Bollywood stage



GUESTS at the 2017 Fijian Tourism Expo last night celebrated amid all the colour of Bollywood at a marquee dinner on the lawns of the Denarau Golf and Racquet Club.

The vividly themed event capped off a busy first day at the expo and involved brightly costumed dancers circulating among guests as they dined on rich curries and spicy street food.

Showcasing another side to Fijian culture, the night saw buyers and operators unite over lanterns and hookah pipes in a series of booths swathed in boldly coloured fabrics.

Pictured at the dinner are Kokomo Private Island director of sales and marketing Lynne Ireland with the resort's events



and marketing manager Lynn Enocksson and Tourism Fiji state manager for NSW and the ACT David McMahon, as well as some of the dancers.



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ETG, BA experience Singapore



A **SELECT** group of NSW agents from Express Travel Group were recently treated to an exciting educational to Singapore, in partnership with British Airways.

The troupe travelled in style to the Lion City, experiencing BA's Premium Economy and Business class products.

Pictured at BA's lounge in Singapore from left are Steven Husketh, Out and About Travel; Lynton Jones, The Savvy Traveller; Merryn Edwards, Andy's World

Travel; Krystal Brazel, Everything Travel; Joshua Carter, Holiday World Travel; Tracey Harvey, Go Travel; Melissa Lau, British Airways and Jason Starling, Express Travel Group.

Golf Cruise last spots

THE Golf Touring Company has a handful of spots remaining on its Unique European Golf River Cruise, departing on 10 Jul 2018.

The inaugural week-long golf river cruise features a privately chartered sailing on *Avalon Panorama* through Germany, Austria and Hungary, and includes four rounds of golf enroute.

A small number of Panorama Suites and Deluxe cabins are still available, priced from \$7,495ppts for touring & golf and \$5,495ppts for the cruise-only component.

Agents selling the product earn 10% commission - more details at www.golfrivercruise.com.au.

Get high at QT Melb

QT MELBOURNE & Global Ballooning Australia are offering a new Sunrise Above Melbourne Package which includes accom and a hot air balloon flight for two people, with prices starting at \$870 per night twin share.

The package requires a two-night minimum stay and includes breakfast - more details [HERE](#).

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

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Travel 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.

Tempo Holidays is offering 10% off and instant confirmation when guests book an English only coach tour in Spain. The seven-day Andalucia & Barcelona coach tour starts from \$745pp. Call 1300 362 844 to book before 31 May.

Save \$850 on The Ghan when booking with **Rail Plus** from now until 21 May, for travel between 29 Nov 2017 until 01 Mar 2018.

Travel to and from Brisbane & Whitsunday Coast Airport for \$33 per way or \$66 between Sydney & Whitsunday Coast Airport with **Tigerair Australia's** sale. Deal valid for travel 18 May-28 Jun, ends noon 09 May.

The Emporium Hotel in Qld is celebrating 10 years with its Winter Escape Package from 01 Jun until 31 Aug. Deal includes a seasonal cheeseboard, two glasses of cocktail bar's mulled wine, valet parking, late checkout for \$60 and flexible room rates at time of booking.

A&K adds Armenia

ABERCROMBIE & Kent has introduced a 13-day hosted small group journey through Georgia & Armenia in 2018.

Prices start at \$8,995ppts for travel between 10-22 May and 20 Sep until 02 Oct next year.

ET A350s to Beijing

ETHIOPIAN Airlines will commence Airbus A350 services to Beijing when it switches from 777s to the carbon-composite jet from 09 May, GDS displays show.

Beijing will be ET's launch route into China with the A350.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Aircalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Aircalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

To win, answer each question correctly and have the most creative final answer. Send your entries to newcaledonia@traveldaily.com.au

5) True or false: New Caledonia is home to the largest lagoon and second largest barrier reef in the world?



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Senior Product Executive

Sydney CBD, \$60k+ Super, Ref: 2854SO3

This is a fantastic opportunity for someone with strong knowledge of the Asian market who has worked within a travel product role previously. You will be a passionate and vibrant individual who loves both the industry and the destination and will be interested in becoming involved in product campaigns and brochure launches. Previous experience is essential and you will be ready for a new challenge where you are genuinely able to make a real difference to the travel business.

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

Group Booking Administrator

Brisbane, \$50-\$60k + Super, Ref: 2840SZ1

If you come from a wholesale, groups or corporate background, we would love to see your application. My client is a multi-award winning tour operator and prides themselves on providing exceptional customer service to the Australian market. You will be responsible in assisting with contracting for third party suppliers, coordinating and producing tour documents and assist in product and group tour itinerary development. Step away from full time consulting & work behind the scenes.

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

Online Cruise Consultant

Melbourne, Attractive Salary Package, Ref: 2783HC1

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

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

Corporate Travel Consultant

Sydney, Up to \$63k + Super, Ref: 2843PE1

Do you want to work for a corporate and leisure travel management company that seeks to provide genuine best-of-class personal service? My clients are seeking an experienced corporate travel Specialist to join their domestic team. You will be awarded with a portfolio of accounts. Not only will you have the time to build rapport & nurture your clients, but you will enjoy being part of this energetic, passionate & caring team. You will be valued & respected as well as being rewarded for your work.

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

Online Travel Consultant

Brisbane, Up to \$60k + Incentives, Ref:2634CN1

Working for a Innovative and fast growing OTA. You will ideally have 2 plus years experience working in travel consulting and have an understanding of selling packages. Your role will consist of liaising with direct clients in providing them with quotes & options for their holiday of a lifetime & working closely with your team mates to reach personal and team KPI's. We are after strong sellers that is looking for that something different & work in a family environment.

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

Travel Administrator

Melbourne, \$50k-55k + Super, Ref: 2825HC1

A rare opportunity has become available for a Travel Administrator is based in the Sunbury area. You will be preparing tour quotations and itineraries in an accurate and timely manner and booking tours where quotes are successful, and finalising itineraries. They are looking for a candidate with a high level of attention to detail. This is an amazing role that is located in the Sunbury area meaning no more city commute! The successful candidate will be rewarded with a great salary.

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

Travel & Event Manager

Melbourne, Up to \$75k + Super, Ref: 2810KF1

My client, a leading group travel and event management company is looking for an experienced and passionate Event Manager - Team Leader to join their groups & events team in Melbourne for a 12 month maternity leave contract. If you are a creative thinker, have strong communication skills, thrive working in a busy environment & have an exceptional eye for detail, then this opportunity is for you! You can expect a very competitive salary package & ongoing professional development opportunities.

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



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