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Help your clients take off with Virgin Australia. The top 35 agents with the highest ticketed revenue (base fare) between **3 April 2018 and 1 May 2018** will **win 500,000 Velocity Points***! That's enough to fly from Sydney to Hong Kong in Economy return five times.

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HOW TO TAKE OFF

Simply sell and ticket any Virgin Australia (795) marketed and operated flights ex Australia during the Promotion Period 3 April 2018 – 1 May 2018 for travel between 3 April 2018 – 30 June 2018 on domestic and Trans Tasman flights, 3 April 2018 – 13 September 2018 on all other international flights and enter the below OSI entry into the GDS at the time of PNR creation:

Sabre: 3OSI VA VAIN VA/Giveaway/State/Agent's first name and last name/personal work email address

Galileo: SI:VA*VAIN VA/Giveaway/State/Agent's first name and last name/personal work email address

Amadeus: OS VA VAIN VA/Giveaway/State/Agent's first name and last name/personal work email

Please note: When entering your personal work email address in the OSI field, in replacement of @ in your email address please use //. If you have an underscore () in your email address, replace _ with --



For details of each weekly prize and full terms and conditions please visit

virginaustralia.com/giveaway



FIND OUT MORE

Terms and conditions apply. Entry is open to Australian residents aged 18 years or over who are employed as a travel agent at a travel agency office located in Australia, have a valid individual work email address (generic agency or shared email addresses are not valid) and use a GDS to make bookings, excluding online travel agents and their employees and are a member of the Velocity Frequent Flyer Program (Entrants). Virgin Australia prime/operating flights only on (795) ticket stock. Weekly Prizes will be allocated to 30 Retail agents, 10 Regional retail agents and 30 Corporate TMC agents. Weekly and top prizes will be given out at the end of the incentive period. Top 35 Grand prize winners can only win a maximum of 1 weekly prize over the incentive period. The top 35 grand prize winners will be the highest sellers for the full promotional period. Flight prizes are valid for departure from the winners' closest airport served by Virgin Australia. Flight prizes to New Zealand, Los Angeles and Hong Kong are valid for travel on Virgin Australia operated services only. All winners will be notified by phone by 14 May 2018.



Travel Daily

First with the news

Monday 23rd April 2018

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Entire Travel, CIT merge

WHOLESALE brands Entire Travel Group & CIT Holidays today revealed they will merge at the end of the financial year, creating a travel powerhouse specialising in Europe, North America and the Pacific (**TD** breaking news).

Italian travel specialist CIT Holidays, established in 1971, was acquired by Adventure World founder Peter Newsom and Alpin Group three years ago.

Since then, CIT has bolstered its focus to include Switzerland, while last year it acquired Canada & Alaska Specialist Holidays.

Headed by md Brad McDonnell, Entire Travel Group's existing stable of brands consists of French Travel Connection, Tahiti Travel Connection, Spain & Portugal Travel Connection, New Caledonia Travel Connection and

Barge Travel Connection.

McDonnell will assume the newly-created ceo role, overseeing a team of more than 60 staff, while Newsom will continue to take an active role as a member of Entire Travel Group's board.

CIT will be rolled into Entire's portfolio, while its Sydney city-based operation will relocate to the headquarters of Entire Travel Group in North Sydney.

McDonnell said the combined entity would deliver "significant benefits" to Australian agents and open the door for an enhanced depth of product across Western Europe through the expansion of Entire's product teams in Italy, France and Spain.

Last month McDonnell hinted expansion may be on the cards for Entire Travel Group, saying "watch this space" (**TD** 08 Mar).

VA gigantic promo

VIRGIN Australia is once again reminding agents of its "Gigantic Giveaway" for the top 35 agents with the highest ticketed revenue between 03 Apr-01 May - see the **cover wrap** for full details.

Today's issue of **TD**

Travel Daily today has seven pages of news & photos, a front cover wrap for **Virgin Australia** plus full pages from:

- One&Only
- AA Appointments jobs
- Malaysia Airlines

 *We Hear...*

"OMG! MY CLIENTS ARE ALREADY BOOKING THEIR END OF YEAR HOLIDAYS!"

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iVenture in Athens

IVENTURE Card has expanded its reach with the debut of a new iVenture Card Athens, providing entry to 40 sites in the Greek city at up to 50% off walk-up prices.

There are three options offered - a flexi, unlimited and museum pass - **CLICK HERE** for details.

evergreen

Europe River Cruising 2019

Full Program Out Now!



New Brochure
New Programs

**CLICK FOR
NEW BROCHURE >**

AccorHotels Ctrip alliance

ACCORHOTELS has signed a major new Memorandum of Understanding with Chinese OTA Ctrip, which will include a "flagship" online store for AccorHotels properties.

The agreement will also see AccorHotels properties more prominently featured by Ctrip, along with joint development of loyalty programs and cooperation on IT.

TC heads to Cairns

TRAVEL Counsellors are preparing to make their way to Cairns next week for the Travel Counsellors Annual Conference.

Themed "A Future Without Limits", the three-day event will see attendees learn about company news and developments, showcase technology, mix and mingle at social events and share in \$100,000 worth of travel prizes.

Ctrip has more than 300 million registered users, with the deal said to allow the OTA's clientele to "access and enjoy personalised experiences from AccorHotels' global brand portfolio" which comprises 4,300 hotels and 10,000 homes in 100 countries.

"The MoU is a milestone for both companies to embark on a deeper cooperation which will greatly enhance the growing Chinese travellers' journey globally," the companies said.

AccorHotels ceo Sebastien Bazin said the company would launch its own program to train and certify at least 250 hotels by 2020 on Chinese Optimum Standards, "aligned with our strong ambitions on this market".

Ctrip said the AccorHotels pact was a step in its "continuous efforts to provide cost-effective, convenient, high quality and seamless travel experiences on its various platforms".

MH grand deals

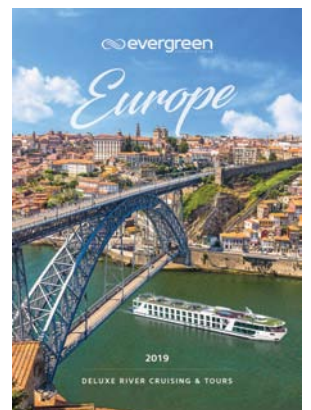
MALAYSIA Airlines today kicked off a new sale to Asia, with fares priced from \$400 all-inclusive return when booked by 29 Apr.

The Grand Travel Deals promo is based on travel between now and 31 Mar, and offers companion fares in Business class - see **pg 10**.

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ARE YOU READY?

Evergreen combo success

MORE than a dozen new cruise/tour combo itineraries in Europe have been introduced by Evergreen Cruises and Tours as part of the Australian company's river cruising program for 2019.

The range builds on the success of Evergreen's eight-day voyages on European waters using its 'Star-Ships' in France and Portugal that enable back-to-back packaging of sailings on one river to another.

Through the addition of a luxury yacht in Croatia (**TD 07 Mar**) & an extended range of sailings in Russia - both of which are charters - Evergreen has ramped up its combinations by 16.

Options include a 15-day Three Rivers Discovery river cruise taking in Portugal and Provence, aimed at travellers who may have already explored the Amsterdam to Budapest route and want to delve into other regions.

It links eight days on the Douro between Porto and Vega de Terron with another eight-day voyage from Lyon to Arles in Southern France and is priced from \$8,195pp twin share.

The 16-day Discover Croatia & Islands of Dalmatia between

Dubrovnik and Budapest includes the new *MV Adriatic Princess*.

Another option is Evergreen's 19-day Imperial Charms of Russia and Danube Explorer River cruise, operating from St Petersburg to Budapest, which links a 10-day sailing on *MS Rossia* with a nine-day lower Danube voyage.

"This is ground-breaking product, exclusive to Evergreen," general manager Angus Crichton told **Travel Daily** of the many new combo packages.

"Guests have responded with enthusiasm for our combination itineraries and it made sense to expand our offering," he said.

Crichton said Evergreen was also first to market its full range of 2019 European river cruises, providing travel agents "added confidence when booking".

The program features a variety of early booking offers, including the return of a Fly Free to Europe (including taxes) deal on bookings on the 15-day Splendours of Europe itinerary in all cabins.

The brochure also offers for the first time full page descriptions dedicated to each 'Star-Ship' cabin option - full details **HERE**.

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Mt Buffalo strategy

WORK is progressing on plans to reinvigorate tourism to Mount Buffalo in the Victorian Alps to make it an all-year holiday spot.

Funded by a \$200,000 grant from the state, The Mount Buffalo Destination Advisory Group has identified seven tourism concepts under its vision for the region.

They include making; The Gorge and Chalet Village precinct Mt Buffalo's primary visitor area; Lake Catani the area for camping; Dingo Dell the mountain's day lodge & activity centre; and more.

"We are not interested in band-aid solutions but a long-term approach to securing the viability of the mountain as a year-round tourist destination of choice," Victoria's Parliamentary Secretary Danielle Green commented.

Outback Way funds

THE Coalition Government has announced it will inject a further \$160 million to upgrade the iconic Outback Way linking Western Australia & Queensland.

The 2,700km stretch of road from Laverton to Winton passes through Alice Springs and is billed as "Australia's Route 66".

"This funding will make it an even better experience for tourists who travel the Outback Way," said Assistant Minister to the Deputy PM Keith Pitt.

CNS airport results

INTERNATIONAL passenger traffic at Cairns Airport jumped 3% year-on-year during Mar, boosted in part by the relaunch of Air New Zealand's seasonal flights (until late Oct) from Auckland.

Domestic patronage was up 2%.



Window Seat

A NEW York tour bus driver has lost his job after a passenger filmed him watching TV shows on his mobile phone while behind the wheel.

The vehicle was taking a load of tourists from Manhattan to the Woodbury Commons outlet shopping centre, when the passenger noticed the driver was somewhat distracted as he browsed through YouTube videos and watched a clip of the classic Robin Williams film *Mrs Doubtfire*.

Under state law it is illegal to use a handheld electronic device while driving, including talking, sending or viewing or taking images, or playing games.

The incriminating video (**below**) is online at foxnews.com.



NO WONDER postcards are going out of style in favour of Facebook greetings, Instagram posts and email messages.

A US mailman is being prosecuted for hoarding more than 17,000 undelivered letters, telling investigators he did it because he was "overwhelmed" by the amount of mail he had to deliver on his round.

However in a mitigating statement, the accused postman said he "made sure to deliver the important mail".

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Sapphire Coast Tourism to close

SAPPHIRE Coast Tourism, which has promoted travel and tourism on the far south coast of NSW for the last nine years, is set to be wound up on 30 Jun after a budgetary dispute with Bega Valley Shire Council.

There is currently a tender opportunity with the council for a renewed tourism marketing contract, but Sapphire Coast Tourism has declined to bid, saying the \$327,000 annual funding proposed is insufficient.

A letter from Sapphire Coast Tourism chair Bruce Leaver notes that prior to the tender process the organisation submitted advice suggesting "bare bones" funding of \$390,000 and noted that for every \$1 invested the regional economy benefits by about \$190.

Bega council gm Leanne Barnes said she respected the decision not to re-tender, with other bids to be assessed on 23 May.

NZ engine disrupts

AIR New Zealand will temporarily remove two of its 787-9 *Dreamliner* aircraft from service for urgent maintenance, after carrying out checks as part of a global inspection of some Rolls-Royce Trent 1000 engines.

About 340 engines globally are subject to the checks mandated by European regulators, putting very high demand on Rolls Royce maintenance facilities & meaning the Air NZ repair work may take several months to complete.

As a result the carrier will be changing some schedules and is also looking at chartering additional aircraft to minimise customer impact.

HX daily to Manila

VIRGIN Australia alliance partner Hong Kong Airlines has announced daily return flights between Hong Kong and Manila, operating a single-class A320 on the route from 01 Jun.

Modern acquisition

THE Modern Honolulu has been acquired by timeshare operator Diamond Resorts, the company's first managed property in Oahu.

Diamond Resorts said it planned to make "several enhancements" to the resort, including opening a sales centre to service the Asian, Japanese & Australasian markets.

Other flagged projects include transforming guest rooms to larger suites and relaunching its chic restaurant with a new operator following Iron Chef Morimoto's exit late last year (**TD** 17 Oct).

Rocky incentive

RAIL Plus has sweetened its current Rocky Mountaineer incentive (**TD** 17 Apr) by adding \$2,000 towards flights for the top selling agent by 30 Nov 2018.

The winning agent will receive two spots on a 2019 itinerary along with the \$2,000, but no other ground or transfer arrangements are included.

Booking.com buys activities tech

ONLINE accommodation giant Booking Holdings has announced the acquisition of Colorado-based FareHarbor, a company which provides technology to facilitate tour and activities bookings.

Booking.com ceo Gillian Tans said the move would facilitate the online expansion of the "largely offline" local experiences and attractions marketplace.

"We see an immense opportunity to leverage this technology...benefiting the entire global travel ecosystem for both consumers and local businesses by allowing them to connect instantly through a seamless digital experience," she said.

FareHarbor, which will continue as an independent brand under the Booking Holdings portfolio, was established in Hawaii five years ago and has about 5,000 tour and activity providers using its platform worldwide.

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Constellation takes off



CONSTELLATION Journeys yesterday marked a milestone with the launch of its first 21-day luxury global tour, with the guests travelling on a privately chartered Qantas Boeing 747.

The company was founded last year by Dan Kotzmann (**TD** 10 Apr 2017), who said the first trip was a sell-out.

"We set out to make discovering the extraordinary accessible, offering all-inclusive grand touring to exceptional global destinations," he said.

"We are absolutely delighted with the response to our first tour," Kotzmann added.

The eclectic journey will take in tailor-made experiences in Hanoi, India, the Serengeti, Marrakech, New York, Havana and Tahiti.

The company also this morning



announced two new luxury tours for 2019: the 20-day Eastern Europe by Private Train, and the 18-day Cape Town to Addis Ababa which includes travel on the Blue Train and chartered aircraft.

Melbourne-based Constellation Journeys also announced the appointment of Ashlie Davies as sales manager for NSW, joining Larry Burrows who represents the company in Queensland.

Kotzmann is pictured above with the flight crew on yesterday's inaugural departure.



Cronk Origin push

A VIDEO featuring Qld rugby league legend Cooper Cronk's tips for exploring Sydney to footy fans heading to the NSW capital for the State of Origin encounter on Sun 24 Jun - preceded by the first ever Women's State of Origin played on Fri 22 Jun - has been unveiled by Destination NSW.

Cronk appears in a series of locations across Sydney highlighting some of his favourite activities, attractions, eateries and hangouts - see the video at traveldaily.com.au/videos.

Ryanair to Ukraine

IRISH low-cost carrier Ryanair has announced plans to operate from new bases in the Ukraine from the northern winter 2018.

Ten destinations will be served from Kiev Borispol Airport along with five from Lviv, with both Ukrainian cities to connect to London Stansted from late Oct.

Entire webinars

ENTIRE Travel Group has announced details of an upcoming round of educational webinars each Fri, covering **Tahiti** (27 Apr), **New Caledonia** (04 May), **Barge Cruising in France** (11 May) and the **highlights of Southern Spain** (25 May).

The online sessions are run by destination experts from each of the group's specialist brands - to register for each event click on the destinations above.

Hotel career expo

THE upcoming Hotel Career expo at Sydney's Sofitel Wentworth Hotel on 07 May is expected to attract about 1,000 attendees who will have the opportunity to meet with representatives from 22 hotel groups about career possibilities within the hospitality sector - see www.hotelcareerexpo.com.au.

TripAdvisor activities software acquisition

TRIPADVISOR has announced the acquisition of Iceland-based Bokun, described as a "leading provider of business management technology for the tours, attractions and experiences industry".

Bokun acts as a booking engine, an inventory channel manager and a price management tool, with a monthly subscription model rather than taking a commission on each sale.

TripAdvisor president of Experiences and Rentals Dermot Halpin said the deal marked a new phase for the business.

"We're expanding beyond our core offering as the industry's largest distribution channel...this product is part of a very bright future for the industry - one that eliminates fragmentation, significantly grows and simplifies distribution for suppliers and dramatically improves the shopping experience for travellers," he said.

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EXPRESSIONS OF INTEREST

The Australian Red Cross Society and the Australian Red Cross Blood Service wishes to advise suppliers of Travel Management services of this Expression of Interest (EOI).

Together, we are seeking responses from a suitably qualified and experienced service provider for the provision of Travel Management Services. To be considered for the resultant Request for Tender, this EOI phase must be completed.

Interested parties please register here: <https://bit.ly/2vn7ZQw>

Registrations open at 10am AEST Monday 23 April 2018 and close at 4pm AEST Friday 4 May 2018.

Submissions must be received by 4pm AEST Friday 11 May 2018.

Australian Red Cross BLOOD SERVICE

the power of humanity

Dubai theme park deal



DUBAI International and DXB Entertainments have announced a strategic partnership to create "an unparalleled airport experience while showcasing Dubai's position as the ultimate tourist and entertainment destination in the region".

The deal will see Dubai Parks and Resorts promoted at all DXB concourses while the theme park operator will provide branded family zones and dedicated retail locations at the airport selling Dubai Parks and Resorts products.

The locations will also use marketing and immersive advertising to encourage visitors to experience the theme parks' full offering.

Dubai Airports and Dubai Parks and Resorts reps, flanked by Papa Smurf and Smurfette from Motiongate Dubai, are pictured signing the MoU.

Grand Hyatt Xi'an

HYATT Hotels Corporation has opened a Grand Hyatt hotel in Xi'an, China, offering 396 rooms located within the Xi'an High-Tech Industries Development Zone.

The property is connected to an office tower via a Sky Bridge 100m above ground and features four dining options, a Grand Ballroom and Grand Salon and 11 meeting rooms.



SUPER XV ROUND 10 WINNER

Congratulations

MADELENE DE LAIVE

from InterContinental
Hotels Group

Madelene is the top point scorer for Round 10 of *Travel Daily's* Super XV footy tipping competition. She's won \$100 travel credit courtesy of Expedia.



The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

NSW LTF5/18/2019 / ACT 17/1800256



Brochures

WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



Adventure World - Natural Habitat Adventures 2018/19

Eighteen eco-conscious expeditions and nature-focused small-group tours are included in the new Natural Habitat Adventures program, following Adventure World's appointment as exclusive GSA for the brand. Options range from polar bear trips in Churchill, Canada, to Alaskan grizzly bear encounters and African wildlife safaris, all conducted by professional naturalist guides. Natural Habitat Adventures is also a partner of the World Wildlife Foundation as part of its commitment to conservation and sustainability.



Albatross Tours - European Christmas, New Year and Winter Wonderland 2018/19

Albatross Tours has introduced an inaugural New Year in Tuscany option in its latest European festive season brochure. The new nine-day Venetian Villa & Tuscany tour begins in the fashion capital of Milan and travels to Rome. It includes three nights in a Venetian villa and three nights among the Tuscan Hills in the medieval city of Lucca, with a celebratory dinner to mark New Year's Eve among the locals, priced from \$3,999 ppts.



Oceania Cruises - Tropics and Exotics 2019/20

Culinary and destination-focused operator Oceania Cruises offers itineraries in Asia, Africa, the Caribbean, Mexico, South America, the South Pacific and Australasia in its latest Tropics and Exotics brochure. Voyages range from seven to 31 days, with 56 new itineraries among a total selection of 76. This year's program includes three country-immersive voyages in Japan, as well as six dedicated Cuba cruises and other Caribbean and Panama Canal options. The line also offers online guides to its Culinary Enrichment and Wellness at Sea Programs.



Evergreen Cruises & Tours - Europe 2019

New cruises and destinations have been introduced in Evergreen's Europe program for 2019, now available with earlybird savings of up to \$5,300 per couple until 31 Aug. Among the new options is the 15-day Classic Danube and Lower Danube Waltz river cruise, travelling between Munich and Belgrade with three days to explore Vienna, from \$6,860ppts. Other additions include a 16-day Discover Croatia and the Islands of Dalmatia which includes seven nights aboard a yacht, and 17-day Discover Croatia and Enchantment of Eastern Europe river cruise.

FAA CFM directive

THE US Federal Aviation Administration (FAA) has issued an emergency airworthiness directive after last week's Southwest Airlines emergency in which a passenger was killed.

The directive requires inspection of the fan blades in an estimated 681 engines worldwide.

MEANWHILE, CNN reports passengers involved in last week's incident have been given letters of apology from Southwest Airlines and cheques for US\$5,000 each.

NT hires Travel Link

THE Northern Territory Govt has appointed Travel Link Marketing to target Chinese visitors as Darwin prepares to welcome its first non-stop flights from China next month.

The company will serve Tourism NT from its offices in Guangzhou, Shanghai and Beijing, providing trade marketing, digital and social media management and operating a press office.

The appointment comes ahead of Donghai Airlines' Shenzhen-Darwin flights starting 30 May.

Holiday Inn Giza

INTERCONTINENTAL Hotels Group has signed two new hotels in Giza, Egypt, in partnership with Arabia Hotels.

Holiday Inn Giza Sun Capital and Staybridge Suites Giza Sun Capital are scheduled to open in 2023.



NRL ROUND 7 WINNER

Congratulations

JORDAN SOLOMON

from *Trafalgar Tours*

Jordan is the top point scorer for Round 7 of *Travel Daily's* NRL footy tipping competition.

They've won \$100 travel credit courtesy of Expedia.



The major prize for the 2018 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**.

NSW DTFS/18/22019 / ACT TP 18/02/56

WOW premium fare

ICELAND'S ultra-low-fare transatlantic airline, WOW air, has announced a full-service ticket bundle called WOW premium.

The offering is designed to target the business and leisure traveller looking for a more inclusive travel experience and to rival similar business services offered on legacy carriers, but at a lower fare.

The WOW premium bundle includes the WOW air BigSeat, which features a wider seat with a foot rest, priority boarding, fast track security, an in-flight meal and drinks, two checked bags, no change fee for rescheduling and cancellation protection.

WOW premium is an enhanced version of the WOW biz offering.

Dubai Form Hotel

DUBAI is set to welcome a new hotel in May, with the opening of the 15-storey Form Hotel.

It will be the flagship property of Smartotels Hospitality and the first hotel in the region to join the Design Hotels Community.

Form Hotel will be located in the Al Jadaf Culture Village and have a focus on wellness.

Albany VC opens

A **NEW** visitor centre in Albany, Western Australia, has been opened featuring touch screen technology, digital windows and virtual reality headsets.

The Albany Tourism and Info Hub was a \$2.6 million project & provides visitors with information about Albany and the region as well as a booking service.

Airtickets SQ, Six Senses fam



SEVEN top Queensland Airtickets agents were whisked away on a seven-day famil to Singapore and Vietnam recently, courtesy of Singapore Airlines and Six Senses.

Highlights of the trip included an Eco Segway tour through Singapore, a cooking class and a Tai Chi session overlooking Ninh Van Bay.

Pictured are: Aryawan Arbani,

Six Senses; Sarah Liu, Singapore Airlines BNE; Karen Morris, Six Senses; Lisa Roberts, Fairfield Travel; Chelsea Groot, Travel by Wyndham; Catherine Hewett, Tewantin Travel; Megan Laureau, Helloworld Toowoomba; Julianne Godbold, Airtickets; Krista Cain, Helloworld Helensvale Plaza; Paula Brown, Savenio; with Frankie Han, Six Senses & David Smith, Travel on Capri, in front.



Win flights to anywhere on Royal Brunei Airlines' network

Royal Brunei Airlines is celebrating four years of flying from Melbourne to London with the 787 Dreamliner.

Show us in a photograph or meme how you would best celebrate with Royal Brunei Airlines on the 787 Dreamliner to London. Make sure you include the RBA Dreamliner in your entry (you can take a screenshot of the picture from the first day of the comp).

The most creative entry will win two return Economy Class tickets from Melbourne to anywhere on the Royal Brunei network.

Send your entries to rba@traveldaily.com.au by COB 30 April.



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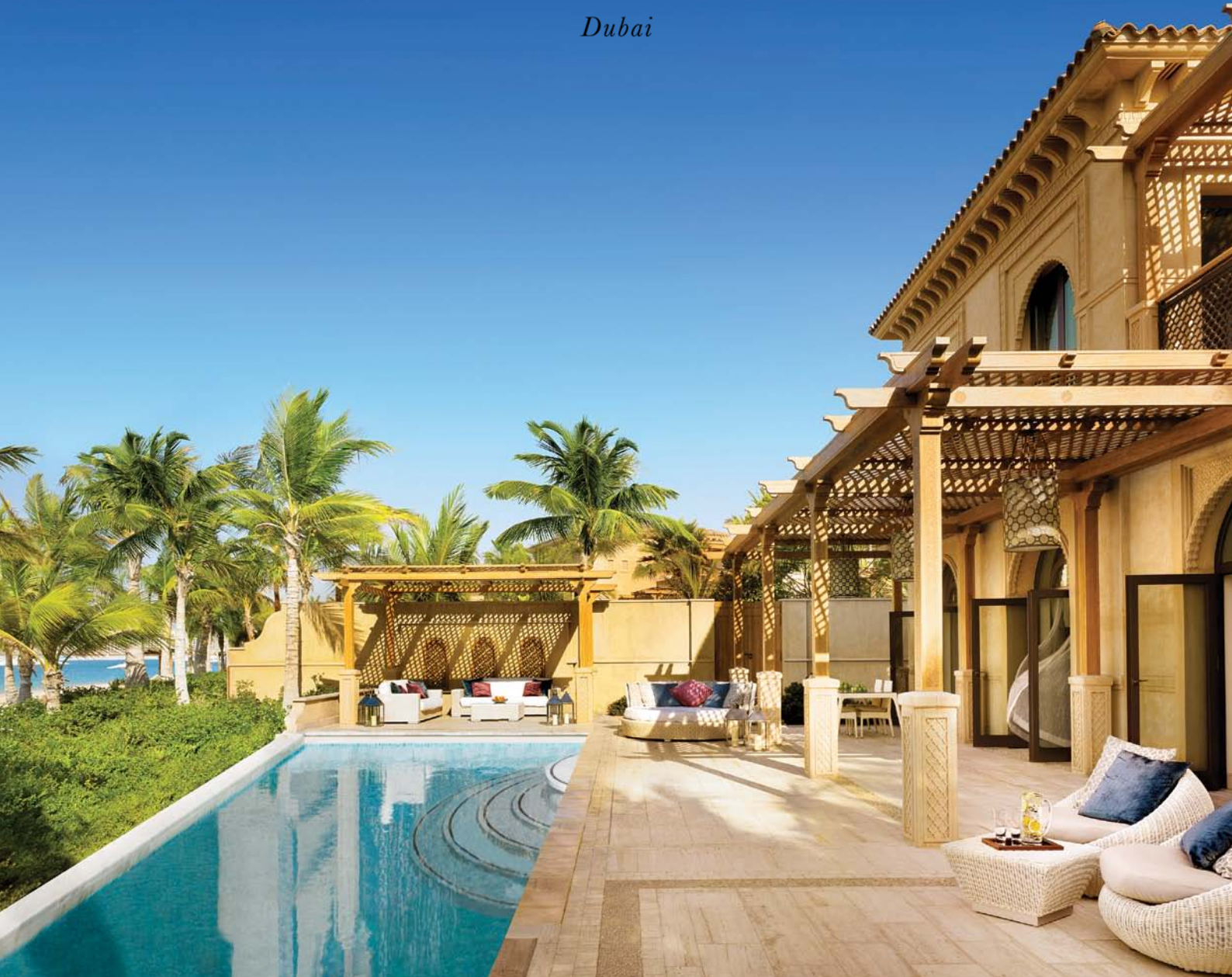
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***NEW* DEVELOP RELATIONSHIPS**

BUSINESS DEVELOPMENT MANAGER

BRISBANE – GREAT PKG ON OFFER

We are looking for an experienced travel industry sales exec or BDM to join this expanding sales team. Your day will involve building relationships with clients, training & educating on product offering, identify & negotiate any new opportunities & representing the brand all to reach goals. A great package is on offer for the right candidate. Strong relationship building, analytical, negotiation & time management skills required.

***NEW* BEST OF BOTH WORLDS**

SALES MANAGER

PERTH – SALARY PKG UP TO \$84K

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

PRODUCT SPECIALIST

PRODUCT MANAGER

GOLD COAST – \$60-\$70K + SUPER

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

***NEW* GO WEST**

GENERAL MANAGER

PERTH – UP TO \$130K PKG+ BONUS

Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

ARE YOU A DYNAMIC LEADER?

GENERAL MANAGER

MELBOURNE – \$110K-\$120K + SUPER + BONUS

We are looking for an experienced General Manager or Hotel Manager for a beautiful property in Lorne. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

HOTEL SALES ROLE

BUSINESS DEVELOPMENT EXECUTIVE

BRISBANE – \$\$ DOE + BONUS

New opportunity to join this beautiful boutique property as a BDE. You will be responsible for building & developing relationships, account managing existing clients, sourcing for new business opportunities across all segments, & negotiating contracts. Previous experience as a successful BDE or Sales Exe in hospitality essential, strong customer service, presentation & negotiation skills. Great salary plus commissions on offer for the successful candidate.

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