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## EUROPE RIVER CRUISING 2019

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## Cruise lines back AA/QF

A NUMBER of top international cruise lines have thrown their support behind the planned joint business agreement (JBA) between American Airlines and Qantas on transPacific routes that is being considered by the US Department of Transportation.

Senior executives representing both the Holland America Group (HAG) and Celebrity Cruises have submitted letters to the US Govt, via American Airlines, urging the proposed JBA be approved.

"Our company and our employees will benefit in many

ways from approval of the proposed joint venture, which will lower fares, increase capacity, add new flight and route options, enhance connectivity & improve schedule coordination," HAG vp of Air Services Clecio Primo said.

Collectively, Holland America Group serves Princess Cruises, Holland America Line, Seabourn and P&O Australia.

Celebrity Cruises director of Air Strategy Michelle Johnson submitted a virtual replica letter on behalf of the cruise company's 15,083 employees.

Johnson insisted the transport regulator "approve and grant antitrust immunity to AA and QF so that the two airlines can bring the benefits of joint ventures to travellers between the US and Australia and New Zealand".

Both letters were signed late last month but only filed with the Dept of Transportation yesterday.

HAG and Celebrity are among hundreds of submissions which have been received in favour of the flagged JBA since American and Qantas reapplied to the DOT for antitrust immunity in late Feb.

### Cruise360 regos

EARLYBIRD tickets priced from \$240 are available until 30 Jun for the Cruise360 Australasia cruise conference, organised by CLIA Australasia and being held at the Hyatt Regency Sydney on 31 Aug - book tickets at [cruise360.org.au](http://cruise360.org.au).

### Today's issue of TD

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

- Travel Trade Recruitment

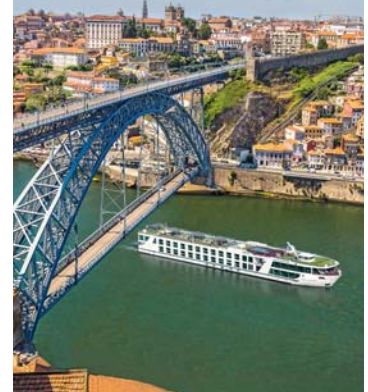
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\* Book before 30 April 2018. Maximum savings expressed in USD. For all details & T+C's, [click here](#).

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## JQ int'l Afterpay

JETSTAR is now offering buy now, pay later options with Afterpay on international flights.

The budget carrier introduced the service on domestic services last year (TD 13 Sep).

The payment option is available on bookings up to \$1,200.

## Westin Perth now open

MARRIOTT International today officially opened its newest 5-star hotel in Australia with the debut of The Westin Perth in the city's revamped East End quarter.

The Westin Perth is the first of four new hotels to open locally within the brand's pipeline, with other sites including Brisbane,

Darwin and Coolom.

"The Westin brand is synonymous with well-being and we believe the property will deliver a unique hospitality offering to the West Australian hotel market," The Westin Perth gm Peter Brampton said.

The 368-room "world-class property" features 10 Club Suites, eight Westin Suites, five Executive Suites and a Presidential Suite.

Celebrity chef Guy Grossi has opened his first bricks and mortar restaurant outside Victoria at The Westin Perth, called Garum in the heritage listed Hibernian Hall.

MEANWHILE, modified plans for Marriott International's sister brand W Hotel at The Ribbon in Darling Harbour, Sydney have been submitted to the NSW Govt.

The latest submission details a reconfiguration of the hotel's previous indoor rooftop pool area to now be open air and a new swimming pool on Level 16.

## VN \$84m 1Q profit

VIETNAM Airlines has reported a VND1.46 trillion (AU\$84.37m) pre-tax consolidated profit for Q1.

During the quarter the carrier operated nearly 33,000 flights, a 4.3% gain on the prior corresponding period and transported 5 million customers.

## HWBT summit nears

THE Helloworld Business Travel Summit is approaching, with this year's event to be held in Adelaide from 09-12 May.

The two-day agenda will include talks from experts on TMC Trends and changing client expectations, how to position a business for the tech savvy traveller and insights into the corporate travel industry provided by Toowoomba Wellcamp Airport gm Sara Hales.

The summit will also feature social festivities, such as a dinner at Ayers House and a networking event at Adelaide Oval.



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MORE INFO

## Strong 1Q18 for Hawaii

**HOTELS** across Hawaii enjoyed a robust first quarter 2018, with the state's Hotel Performance Report released by Hawaii Tourism Authority indicating a 9% bump in revenue per available room (RevPAR), to US\$243 per night, compared to the pcp. Average daily rates increased 7% to US\$293 and occupancy levels rose 1.5 points to 82.9%.

All classes of Hawaii's hotels, from luxury to economy, achieved RevPAR growth.

The report comes as arrival data showed a 9.4% improvement in total visitor during 1Q, rising to 2.478 million.

### Ryanair 737 order

**BUDGET** carrier Ryanair has finalised a deal with Boeing for an additional 25 737 MAX 8 aircraft, valued at US\$3b at list prices.

FR plans to cram 197 seats in the cabin of the narrow-body jet.

Visitor arrivals from Australia spiked 5.4% year-on-year to 67,728 during the period, and by nearly 11% in Mar alone.

The average daily spend by Aussies was also higher (3.1% to US\$289 per person) 1Q compared to the year earlier.

"Spending increased for lodging, transportation, & entertainment and recreation, but declined for shopping," HTA reported today.

Fuelled by an increase in direct flights between Auckland and Honolulu, New Zealand visitor numbers soared 29.1% during the quarter, including a whopping 43.2% during the month of Mar.

**MEANWHILE**, HTA's Honolulu-based vp for marketing & product development Leslie Dance will exit the tourist board on 15 May.

Dance relocated from the US mainland to join HTA in Jan 2016 to lead the organisation's five-year strategic plan.

## Substantial QR loss

**BANS** imposed on Qatar Airways' flights to 18 cities in the UAE, Saudi Arabia, Bahrain and Egypt resulted in a "substantial" impact on the Doha-based carrier's financial results, ceo Akbar Al Baker has confirmed this week.

"We have increased our operating costs. We had to also take a hit on revenues so we don't think that our results for the last FY will be very good," he said at the Eurasia Airshow.

"I don't want to say the size of the loss but it was substantial," Al Baker said at the show in Turkey.

## Fairfield Bali debut

**MARRIOTT** International has opened the first Fairfield by Marriott branded property in Bali and third in Indonesia.

The Fairfield by Marriott Bali Legian is located in the suburbs of Kuta, close to Double Six Beach.

It features 163 rooms including nine suites - more details [HERE](#).



## Window Seat

**TOURISM** Fiji has inadvertently flushed away some goodwill after a social media marketing blunder incorrectly translated the word "church" for "toilet" in the local i-Taukei language.

When the mistake was discovered the ad was promptly removed, but not before causing a political storm in Fiji.

However, before we Aussies feel compelled to laugh too hard at the gaffe, it should be noted an Australian marketing company handles Tourism Fiji's social media strategy. Ahh pool!



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## Daydream Island reopening



**DAYDREAM** Island Resort will reopen in Sep after an extensive redevelopment following the devastation caused by Cyclone Debbie (**TD** 31 Mar).

Earlier this month the resort owners confirmed they would inject a further \$14m into the works, bringing their total spend to \$100 million (**TD** 13 Apr).

Slated to be a 4.5-star resort, the property will offer 290 refreshed rooms and suites and an expanded food and beverage offering with three restaurants and five bars.

The island will have a new pool landscape (**pictured**) with three separate pools, along with an "adult's only" area and kid's club.

## G'day Rail tech deal

"**ICONIC**" tourist train operator G'Day Rail has selected cloud-based property management system provider Hotelogix as its preferred technology partner.

G'day Rail will adopt Hotelogix's system to manage its daily operations, help with inventory and rate distribution on OTAs and to improve the guest experience.

"My goal is to launch G'Day Rail touring hotel to the world market with a professionalism only found with the best PMS like Hotelogix," said Rodney Clancy, director at G'Day Rail.

G'day Rail offers journeys in NSW on restored 1960's carriages.



## 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](mailto:specials@traveldaily.com.au).

**Omniche Holidays** is offering a seven-night Norfolk Island Governor's Lodge Resort Hotel package which includes a \$660 discount. Prices lead in at \$1,099 ex-Sydney and Brisbane. Book by 04 May. Call 1800 111 653.

Direct flights from Sydney to Rarotonga are available from \$269pp one-way with **Air New Zealand**. Sale fares are also available for Brisbane and Melbourne to Rarotonga via Sydney. Sale ends 16 May - **CLICK HERE**.

Moreton Island's **Tangalooma Island Resort** is running its "Biggest Sale of 2018". Lock in up to a 41% discount - call 1300 652 250.

Book by 14 May to save up to 20% on charter and cabin bookings on select **Barge Travel Connection** vessels. **CLICK HERE** for more.

## C&K NZT, INC pact

**COX & Kings** has been inducted into Tourism New Zealand and Immigration New Zealand's Tourism Industry Partnership Program, enabling visa processing in three days for Indian visitors travelling with the operator.

The pact makes it easier for Cox & Kings' Indian travellers to obtain a visa and is aimed at leveraging a growing interest among this market in visiting NZ.

"The initiative will facilitate an increase in Indian visitors' traffic to the country," said Karan Anand, head relationships, Cox & Kings.

## Ctrip backs Boom

**CTRIP** has completed an investment into Boom Supersonic, the aircraft developer building a "supersonic airliner" which is said will be able to travel more than twice as fast as current passenger planes.

Ctrip said it was uniquely positioned to help Boom navigate the Chinese airline industry.

The company joins other strategic partners including launch customer Virgin Group and Japan Airlines which has pre-ordered 20 aircraft (**TD** 06 Dec).

## IIPT new chairman

**THE** International Advisory Board at the International Institute for Peace Through Tourism (IIPT) has appointed Taleb Rifai as its chairman.

Rifai was secretary-general of the United Nations World Tourism Organisation from 2009 through to 2017.

## 2019 Anzac Day EOI

**FRENCH** Travel Connection is accepting expressions of interest for attending the dawn service at Villers-Bretonneux, France as part of a 2019 Anzac Day on The Somme tour.

Interested parties are being encouraged to get in touch with a French travel specialist or enquire online - call 1300 858 304.

## SFO Polaris lounge

**UNITED** Airlines has opened its United Polaris lounge at San Francisco Airport.

Located in the International Terminal near Gate G92, the facility spreads across 2,601m<sup>2</sup> and includes five private daybeds, eight shower suites, a restaurant-style dining area and a buffet.



## Business Development Manager - SA

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LAST CHANCE FOR 2018 TRAVEL DEALS

## Technology Update

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

### The future: data-driven travel



In the corporate world, travel ranks as one of the most difficult operating expenses to control. So TMCs are tasked with delivering the data their corporate clients need to be effective in supplier negotiations, traveller tracking, designing a travel policy, making real-time (not near-time) strategic decisions and ensuring compliance tracking.

Mary Ellen George-Hess, Tramada's head of North America, contributed to an Addison Lee Group white paper, *How Data is Changing the Global Travel Industry*, which identifies five steps for agents wanting to embrace data-driven travel:

1. Assess travel programs to pinpoint areas of highest priority
2. Combine data streams for a detailed picture that enables in-depth analysis
3. Profile travellers to identify trends and create personalised experiences
4. Prioritise security to ensure regulatory compliance
5. Engage with partners to access data that complements, and supercharges, your own.

When combined into a single, secure system, data from many sources allows agents to uncover opportunities, reduce costs, improve supplier negotiations, and create better outcomes for travellers and agency alike.

tramada® customers have a head-start on data-driven travel thanks its integration with multiple content streams and best-of-breed third parties, PCI-DSS compliance, BI capabilities, and much more. For these corporate agencies, the future is now.

Susan Enners, Country Manager Australia/NZ, Tramada - your technology partner



## Vic Govt invests in tourism and events

**THE** Victorian Government has allocated an additional \$51.1 million to the state's tourism and events industry in the 2018/19 Victorian State Budget.

The majority of the funds will be injected into tourism marketing and landing major events, with Visit Victoria to receive a \$21.8 million slice of the funding alone.

Victoria has performed well recently in terms of visitor spend, with figures showing from 2015/16, visitor expenditure increased from \$22.8 billion to \$26.4 billion, creating more than 15,000 new jobs in the process.

## Egypt on Getaway

**SCENIC'S** 20-day Essence of Egypt and Jordan itinerary is set to feature on Nine Network's *Getaway* travel program on Sat evenings from 28 Apr-12 May.

The broadcast showcases the best of the ancient regions over three 30-min episodes weekly.

Viewers have a chance to win an 11-day Treasures of Egypt journey for two, including return airfares, valued at over \$22,820.

*Getaway* airs at 5:30pm on Sat.

## Mortimer extension

**AURORA** Expeditions has announced the extension of its sales promotion for bookings on its new expedition ship *Greg Mortimer* to 30 Apr.

The offer allows for savings up to US\$5,500pp on select voyages.

**MEANWHILE** Aurora consultant Joseph Alam has taken out its sales incentive comp, winning an expedition for two on the *Greg Mortimer* during its inaugural 2019/2020 polar season.

## Fuzhou GDS move

**FUZHOU** Airlines has selected Sabre to provide global distribution system services, the first time FU has opted for a provider outside of China.

## ANA Couchii Economy seats



**ANA** has revealed details of its new Couchii Economy seats concept that will be available aboard its Airbus A380s.

The seats enable pax to fold up the leg rests for extra comfort.

Additional features include lightweight seat materials, 32-inch seat pitch, plug-in slots for PC and USBs, and an adjustable headrest that conveniently adjusts in "six dimensions".

The Couchii seats form part of a wider concept called ANA HAWA!!, with the airline flipping the "ii" 180 degrees to create two exclamation points.

## Pixar Toy Story Land

**SHANGHAI** Disney Resort has officially opened its Disney-Pixar Toy Story Land, the first major expansion for the theme park since it opened in 2016.

The new world, inspired by the successful film franchise, sees visitors frolic with the iconic characters of Buzz and Woody in a setting that includes three new attractions - Slinky Dog Spin, Rex's Racer, and Woody's Roundup.

Close to two years in the planning, Disney-Pixar Toy Story Land now becomes Shanghai Disneyland's seventh major immersive attraction.

## WS pilot chaos

**CANADIAN** carrier WestJet is facing the prospect of strike action from its pilots after eight months of contract negotiations has failed to reach a resolution.

The union representing the pilots is calling for a strike vote to take place with 19 May the earliest it could occur.

WS's rival Air Canada has promised to help any passengers affected by the strike.

## Vienna outs Uber

**UBER** has been ordered to suspend its services in Vienna following legal action from a local taxi company.

The ride-hailing company says it should be back to normal operations "in a few days".

## Raffles for Boston

**ACCORHOTELS** will open its first Raffles Hotels & Resorts in North American in Boston.

The 147-guestroom Raffles Boston Back Bay Hotel & Residences is scheduled to be operational by 2021 and is slated to include a two-story sky lobby, five food and beverage venues, and a Spa containing a 20-metre indoor swimming pool.



A vacancy exists for a full time **Business Manager VIC/TAS – helloworld Branded and Associate Network Retail, based in Melbourne.**

This position will play a key role in maximising both individual member and helloworld profitability and provide direction to the helloworld network. To be successful in this role you will be a results driven individual who is passionate, energetic, and able to communicate effectively at all levels and be able to deliver value to the branded retail network by driving company initiatives.

If you are interested in applying for this role, please send your resume to [emma.rieger@helloworld.com.au](mailto:emma.rieger@helloworld.com.au)

## Event Iconic tie-up

**EVENT** Hotels & Resorts is offering planners an added incentive to host events at its hotels by rewarding them with THE ICONIC vouchers ranging from \$250-\$1,000.

The promotion is the result of a partnership between EVENT Hotels & Resorts and THE ICONIC, and is valid until 31 Aug for event planners booking venues at the Rydges, QT and Atura brands at locations in Australia and NZ.

## Contiki ski options

**CONTIKI** has added two new Austrian ski trips to its list of Europe Winter 2018-19 itineraries, with a visit to a newly renovated mountain retreat in Hopfgarten a centrepiece.

The new Ski Weekender four-night and Mini Ski Austria three-night both head to Gasthof Schoneck, offering shorter stays than the typical options.

Trips start in Oct and are priced from \$399 - more info [HERE](#).

## Agents find South Pac treasure



**THE** South Pacific Tourism Organisation (SPTO) and Pacific Trade Invest, Australia have returned with Treasures of the South Pacific, a series of workshops designed to educate agents on the product available across the South Pacific.

Close to 100 Aussie agents attended workshops in Melbourne and Hobart this

month to gain deeper insights about the Cook Islands, Fiji, Norfolk Island and Vanuatu.

During the events Julie O'Grady from Exclusively Cruising and Lucy White from Helloworld won themselves a spot on the next Matai Mega Famil to Fiji, courtesy of Tourism Fiji.

**Pictured:** Jayne Kinghorn, Iririki Island Resort; Paul Forbes, Air Vanuatu; Chris Martin & David Callan, Travel Representation Services and Jessica Luxton, Vanuatu Tourism Australia.

## TN branding refresh

**AIR** Tahiti Nui has celebrated its 20 year milestone by unveiling a new logo (**pictured**) & branding.

The revamped logo featuring an updated Tiare flower was created by Tahitian artist Alex Lee and is designed to provide the airline with a more "sophisticated and modern look".



## New Discovery cco

**DISCOVERY** Parks has named Darren Peisley as the company's new chief commercial officer following the resignation of chief marketing officer Dana Ronan.

Peisley has 20+ years' experience in delivering growth strategies in loyalty, travel and tourism.

## Back-Roads bags

**CLIENTS** who book and pay in full for their Back-Roads Touring trip by 30 Apr will receive a free Samsonite UpLite SPL 78cm Spinner suitcase (valued at \$479) to take on their holiday.

The suitcase features TSA approved protection - for terms & conditions, [CLICK HERE](#).

## Fiji recruits PEPR

**PEPR** Publicity has been tasked to manage media relations and implement consumer and trade communication campaigns on behalf of Tourism Fiji in the role of "preferred comms partner".

The account will be overseen by PEPR director Philip Engleberts & managed by senior account mgr Chloe Chun.

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### EDITORIAL

**Editor in Chief and Publisher** – Bruce Piper

**Managing Editor** – Jon Murrice

**Editor** – Guy Dundas

**Contributors** – Jasmine O'Donoghue, Adam Bishop, Sarah Fairburn, Jenny Piper, Christian Schweitzer

[info@traveldaily.com.au](mailto:info@traveldaily.com.au)

### ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin

[advertising@traveldaily.com.au](mailto:advertising@traveldaily.com.au)

### BUSINESS MANAGER

Jenny Piper

[accounts@traveldaily.com.au](mailto:accounts@traveldaily.com.au)

Suite 1, Level 2, 64 Talavera Rd  
Macquarie Park NSW 2113 Australia  
PO Box 1010 Epping NSW 1710 Australia  
Tel: 1300 799 220 (+61 2 8007 6760)

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**Corporate Travel Consultant | Northern Beaches  
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An exciting opportunity has presented itself in the Northern Beaches for an experienced Corporate Travel Consultant. The only aspect more amazing than the location is the salary on offer! In order to be successful for this role and reap the associated rewards, you will be experienced and confident when dealing with corporate clients. You will be servicing existing clients and enjoy building and nurturing relationships while helping out with every aspect of the clients travel requirements.

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

**Corporate Travel Account Manager  
Sydney, \$80-120k, Ref: 3367SJ1**

I am looking for a Key Account Manager to work with a leading TMC in Sydney and manage their large market accounts. If you have strategic account management experience in the corporate travel industry then this role could be what you are looking for. Your main responsibility is to manage the business relationship between the TMC and your clients while promoting account retention and growth. Fantastic earning potential and a great working environment are on offer with this leading TMC.

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

**Inside Sales & Reservations Manager  
Melbourne, \$Competitive + Bonus, Ref: 3164HC2**

Our client is looking for an exceptionally driven and motivated Reservations Manager to be a part of this fast pace & growing business within the Travel & Tourism industry! Where no 2 days are the same, your role will be to come in & assess the sales side of the business by providing feedback & implementing new changes on how to increase revenue. You will motivate the team by providing additional sales training & to ensure all KPI's are met. Monday – Friday working hours.

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

**Corporate Travel Consultant  
Brisbane, Competitive salary + Super + Comms, Ref: 1265CGA1**

My client is a leading Corporate TMC who is looking for an experienced multi-skilled Travel Consultant to join their expanding team in Brisbane's CBD. The ideal candidate will need to have excellent experience within the travel industry and have prior experience with corporate clientele. You will be servicing existing clients and enjoy building and nurturing new relationships while helping out with every aspect of the clients travel requirements. If you are driven, confident and love delivering outstanding customer service this could be the perfect role for you!

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

**Travel Consultant, Permanent Part Time  
NW Sydney, 4 day week+ Commission, Ref: 2010AJ1**

An exciting opportunity is available in the North Western suburbs for an experienced consultant to join a great team that specialise in looking after their team members. A healthy Work-Life balance is paramount and you can therefore look forward to enjoying 4 day work weeks in addition to a friendly work environment. On top of this, the store is in an ideal location with plenty of foot traffic leading to the potential to exceed targets and reap the associated benefits of doing so.

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

**Graphic Designer  
Melbourne, \$55k + Super, Ref: 3356HC1**

Are you a Graphic Designer with a passion for travel? Yes, then this could be the dream role you have been waiting for. A successful travel company in Melbourne is looking for an experienced Graphic Designer to join their friendly team. You will take a proactive and hands on approach in creating and designing a diverse range of their promotional material and also assisting with their website maintenance and development. The ideal candidate will have experience in the industry.

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

**Retail Travel Consultant  
Central Queensland, \$60-\$70k + Super & Comms, Ref: 5252S22**

This is a rare role for someone willing to relocate for the right role or lives in Central QLD to apply for! Above industry base salary is on offer plus a very happy and healthy work environment with supportive management & team. You will be booking predominately leisure travel around the world with a customer service focused. This will not be a cold desk, you will have an existing client base to walk into. Only working Monday to Friday with the occasional Saturday (which is paid extra)!

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

**African Travel Specialist  
Brisbane, Base + Super + Uncapped Comms, Ref: 2040AW1**

This is a specialist travel sales position, where you will be responsible for designing and selling bespoke African itineraries. Ensuring all customers have the best possible holiday experience, this is your chance to join a dynamic international travel company, in a multi-faceted role! Maintaining relationships with DMC's, the ideal candidate will also be confident in product knowledge across the continent of Africa. Want to work Monday-Friday and earn UNCAPPED commission? APPLY NOW!

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



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