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Travel Daily

First with the news

Monday 9th July 2018

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For more information, see the cover page.



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30 Years

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**a bonus 5%
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► DISCOVER HOW!

Harding leaves Trafalgar

TRAFALGAR has confirmed the departure of its long-standing sales chief Rachael Harding who is leaving to pursue a new role.

The high-profile executive has resigned as director of sales after eight years at Trafalgar and 15 years at The Travel Corporation, prompting a recruitment drive to appoint a new sales head (**TD Fri**).

The company said Harding had been a key contributor to Trafalgar's growth and numerous industry awards, as well to its record year in 2017 and continuing growth in 2018.

"Rachael has been an integral part of Trafalgar's success and

an outstanding leader to our passionate team," said Trafalgar md Matthew Cameron-Smith.

"She leaves a strong legacy in our business," he added.

Harding first joined the Travel Corporation as director of sales & marketing for Contiki Holidays UK & Europe, before progressing to the Trafalgar role in 2010.

She has not yet revealed details of her next endeavour, but confirmed she would be taking up "an exciting role within the industry" in late Aug.

"I have loved being a part of such an inspiring brand," Harding said of her time at Trafalgar.

"To be market leaders requires constant evolution and being part of the dedicated team that has driven this success has been an absolute career highlight."

In addition to seeking a new sales head, Trafalgar will next month welcome a new marketing head in Cassie Zuill (**TD Fri**).

Today's issue of TD

Travel Daily today has eight pages of news and photos, a front cover page for **Ponant**, plus full pages from:

- Flight Centre
- AA Appointments jobs

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Emirates Santiago

EMIRATES has launched a five times weekly service from Dubai (DXB) to Santiago International Airport (SCL), via Sao Paulo (GRU), deploying a Boeing 777-200LR on the route.

The move marks the carrier's first foray into the Chile market.



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FROM 16 JUN, ECONOMY RETURN FROM \$950

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Reef operators campaign

TOURISM operators have launched a campaign to protect the Great Barrier Reef from global warming, issuing a declaration that calls for the Federal Government to honour the Paris climate agreement.

The Association of Marine Park Tourism Operators (AMPTO) has created the declaration in conjunction with the Australian Marine Conservation Society (AMCS), and has begun seeking the support of tourism operators and other organisations willing to sign the document.

"Climate change, mainly driven by burning coal and other fossil fuels, is the single biggest threat to the Great Barrier Reef," the declaration says.

"It's not too late to save our reef but time is critical."

It is believed to be the first time a Queensland tourism industry body has taken an active stance in demanding climate action, and

comes amid renewed debate in the Federal government over its energy policy.

The declaration criticises continuing support for coal and gas expansion, including the contentious Adani coal mine.

"As businesses operating in and around the World Heritage area, we take seriously our responsibility to look after one of the world's most beautiful and biologically rich ecosystems," the AMPTO document says.

"We own/operate businesses in tourism, hospitality, retail, real estate and construction - and together we're calling for bold action to protect this natural icon," it says.

AMPTO says the reef is a magnet for visitors from around Australia and overseas, generating \$6 billion each year and sustaining 64,000 jobs.

To view the full document, **CLICK HERE**.

Sebel West Perth

THE Sebel West Perth Aire Apartments opened its doors today, bringing 64 new studio apartment style rooms to Perth's accommodation market.

It is located in the first four levels of the 22-level Aire West Perth apartment tower on the fringe of the CBD and offers a 22m heated swimming pool, a pool deck, fitness centre, sauna, and outdoor dining area.

The property also has a fourth floor conference room and undercover car parking.

"The city is experiencing a resurgence in new hotel product and The Sebel West Perth Aire Apartments will embody the sophistication and inviting living spaces that our guests expect," said coo, Pacific for AccorHotels, Simon McGrath.

The Sebel West Perth Aire Apartments is nearby Perth Arena, Kings Park & Botanical Garden, and 15 mins from Perth International Airport.

State of Origin tips

GAME 3 of the 2018 NRL State of Origin between the NSW Blues and Queensland Maroons kicks off Wed night in Brisbane, with NSW looking for a clean sweep after taking out Game 2 in Sydney.

Travel Daily readers taking part in our annual State of Origin tipping comp have until 6:30pm Wed 11 Jul to submit their answers to the three-question quiz below.

Courtesy of TMS Talent, the winner with the closest tips after the three games will win an NRL football jersey of their choice.

The Game 3 questions are:

- 1) Who do you think will score the first try in Game 3?
- 2) How many field goals will be kicked during Game 3?
- 3) What will the final score be at the end of Game 3?

Entries need to be submitted to soocomp@traveldaily.com.au.

The name of the winner will be published in **TD** later this week.

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Travelport

Ethiad fit to fly

ETIHAD has introduced two specialist services for air travellers with medical conditions.

The first allows guests who need medical clearance before travel to request an Ethiad doctor to visit and provide a consultation with their own physician.

The second is the provision of an in-flight nurse who can accompany guests during their journey to provide support.

For full details **CLICK HERE**.

Village trading halt

ENTERTAINMENT group and theme park operator Village Roadshow has announced a trading halt ahead of an announcement on potential capital raising.

The group, which last week confirmed the sale of its Sydney Wet'n'Wild water park, is suspended on the Australian Securities Exchange for up to two days of trading.

Rex in air funding stoush

REGIONAL Express (Rex) has come under fire from the country's key airports representative over an angry conflict with the operators of King Island's airport, in which accusations of lies and deception have been made over a new funding scheme.

The Australian Airports Association (AAA) says it is disappointed in Rex's tactics and supports King Island Council in its plan to introduce a per passenger fee to fund the island's gateway.

But Rex has accused the council of "lies, deception and incompetence" and objects to a doubling of airport charges.

"King Island is one of Rex's most marginal routes across its entire network of 60 ports with only 14,000 annual passengers and operates at a loss to Rex for much of the year," the airline said.

"A doubling of airport charges bringing an additional \$127,000

in cost will surely make the services in its current form completely unviable."

The airline said the council had lied about the scale of the airport's losses and made defamatory statements suggesting Rex had indulged in price-gouging in WA.

It also attacked "false and scurrilous" statements by the council and accused it of xenophobia in wrongly claiming Rex was based in Singapore.

AAA ceo Caroline Wilkie said the island's per passenger fee was "consistent with standard industry practice".

"King Island is a small community of only about 1,600 people and they simply cannot continue to underwrite the commercial activities of airlines in this way," Wilkie said.

"A \$7.50 passenger charge represents a fraction of a Rex airfare to the island," she said.



Window Seat

HAVE you ever wished Siri could fetch you a club sandwich and a serve of fries, preferably presented under a silver cloche?

Your dream might now be a reality after the announcement that InterContinental Hotels & Resorts is introducing voice-activated room service to several of its hotels in China.

Through a collaboration with tech company Baidu, the hotel group is introducing artificial intelligence systems to 100 guest rooms over the next year, providing voice-controlled services which will allow "a more natural human-computer interactive experience".

InterContinental Beijing Sanlitun and InterContinental Guangzhou Exhibition Centre will be the first to speak up.



 Wendy Wu Tours

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Samoa on Galileo

SAMOA Airways is now available in Travelport Galileo 1G, allowing Galileo travel agents active with BSP Australia and New Zealand to now book and e-ticket OL directly using the airline's 162-stock.

The carrier said the move would "enhance its reach especially in the key Australian and NZ markets and allow it to forge ahead with partnerships with 1G affiliated OTAs and wholesalers.

HNA succession

HNA Group's board of directors has met to determine a succession plan following the unexpected death of its chairman & co-founder, Wang Jian (**TD** 05 Jul).

Chen Feng will assume Jian's duties as chairman while Adam Tan will continue to serve as chief executive officer.

At the time of his death, Jian owned 15% of HNA, with the board noting his shares would be donated to charity, which would be addressed "in due course".

Excite incentive

AGENTS who make a confirmed unpaid or paid Excite Holidays booking between today & 05 Aug will go in the draw to win a two-night stay at Emirates One&Only Wolgan Valley, Blue Mountains.

In addition, each daily booking made will put agents into the draw to win a \$50 gift card.

Gift card winners will be announced every Fri at 5pm on Excite Holidays' Facebook page.

CLICK HERE for details.

Aircalin Au, NZ flts

AIRCALIN will offer new regular frequencies from Brisbane and Sydney to Noumea.

From 04 Dec, the carrier will add an extra weekly Tue flight from Brisbane to Noumea to its existing schedule of three flights.

In conjunction with its codeshare deal with Qantas, Aircalin will offer additional frequency to Noumea on Wed from 12 Dec and from mid-Dec to mid-Feb, the airline will operate 17 more flights from Brisbane, 12 more flights from Sydney and nine from Auckland to Noumea.

Agents' Ghan journey



A GROUP of 20 agents were recently treated to a megafamil hosted by Journey Beyond, where they travelled from Darwin to Adelaide on board The Ghan.

Highlights of the trip included riding camels, cruising Nitmiluk Gorge in Katherine, dining under the stars in Alice Springs and having lunch underground in Coober Pedy.

The team also celebrated the 50th birthday of Vikki Southern from TravelManagers with an on-

board cake.

Sales for The Ghan Expedition and Indian Pacific for 2019/20 open 16 Jul.

Participants are **pictured**.

QF lounge change

QANTAS Club members travelling through Singapore in Jul and Aug will be redirected to the SATS Lounge in Changi T1, opposite the Qantas Lounge.

The decision was driven by an expected busy period at the Qantas Singapore Lounge resulting from increased QF flights travelling through the hub.

Affected customers are being contacted prior to departure.

Viking Russia deal

VIKING Cruises is offering its Waterways of the Tsars cruise in Russia from \$7,895ppts, including flights to Russia and a choice of three bonus options.

One option includes \$1,000 shipboard credit and the deal applies to new bookings on select May-Oct dep booked by 31 Jul.

 Wendy Wu Tours.

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2019 EARLY BIRD SPECIALS

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St Hugo, Barossa



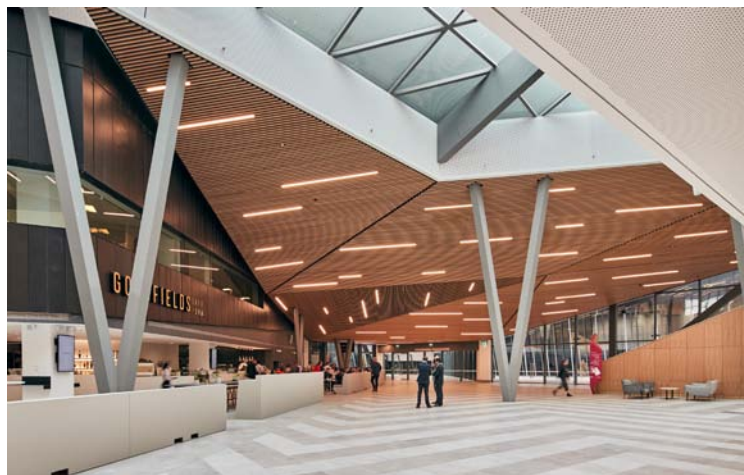
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*Conditions apply

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TRAVEL
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MCEC unveils expansion



THE Melbourne Convention and Exhibition Centre (MCEC) formally unveiled its \$205 million expansion yesterday.

The renovation adds close to 20,000m² of multi-purpose event space, including meeting rooms, banquet rooms and a new exhibition hall.

The expanded MCEC is anticipated to attract 74,000

international visitors annually, with a predicted average daily spend of \$693 creating an annual injection of \$167 million into Melbourne's economy.

See **Business Events News** on Wed for more details.

Pictured: The interior of the new MCEC expansion.

For more photos, head to **FACEBOOK**.

Old tourism spike

THE latest figures released by Tourism Research Australia's 2016-2017 Regional Tourism Satellite Accounts reveal close to 4% growth in gross regional product in Qld, totalling a cash injection of more than \$25 billion into the state's economy.

"These new figures really hammer home the importance of tourism to Qld and the role this industry plays as a driving force of the economy," said Queensland Tourism Industry Development Minister Kate Jones.

"That's why we're investing more in tourism than any other government in Queensland's history," she added.

The report also showed that the tourism sector supports almost 220,000 jobs in the state.

WestJet leadership

THE WestJet Group has appointed Charles Duncan to the role of executive vice-president and chief strategy officer, effective 01 Aug.

The move will follow the retirement of executive vice-president, strategy and guest services Bob Cummings on 31 Jul and the departure of executive vice president, operations Cam Kenyon, effective 31 Aug.



SUPER XV ROUND 18 WINNER

Congratulations

ANTHONY KELLY

from **Tony Kelly Travel**

Anthony is the top point scorer for Round 18 of *Travel Daily's* Super XV footy tipping competition. He'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 LTF/18/22/2019 / ACT TP 18/02/26



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- Luxurious ice-class vessel for polar expeditions; Le Lyrial
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- All bookings count towards ATG's Agent Loyalty Program
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15 days from \$16,490* pp twin share
Guaranteed: 29 Jan & 8 Feb 2019 – best time to travel

Fly Free* or Fly Business Class for \$2,995*

*Conditions apply. Book by 31 July 2018, unless sold out prior. SEE: aptouring.com.au/SpecialDeals for full conditions. —QANTAS FREQUENT FLYER: You must be a Qantas Frequent Flyer member to earn Qantas Points. A joining fee may apply. Membership and Qantas Points are subject to the Qantas Frequent Flyer Terms and Conditions, available at qantas.com/terms. Qantas Frequent Flyer members can earn 1 Qantas Point per AUS\$1 spent on APT holidays. \$1,000 per booking agent incentive valid for new bookings from Thursday 5 July to Tuesday 31 July 2018. Offer does not apply to any cancelled APT bookings. APT7103

SkyPoint sunrise

SUNRISE Climbs are being offered during current school holidays at Skypoint at the Gold Coast's Q1 Resort Building.

The experience is Australia's tallest external building climb.

Sunrise Climbs will be available every morning until 15 Jul.

See www.skypoint.com.au.

Movie World battle

CHARACTERS from the DC Universe are currently on show at Warner Bros. Movie World until 15 Jul, with the action stars taking part in the new Parade of Heroes Light Show at 5.30pm nightly.

The performance includes appearances from iconic super-villains in the DC Universe such as The Riddler, The Penguin, Scarecrow and The Joker.

Good guys from DC join the bad guys at the end of each day to do battle to music and lights.

Wendy Wu earlybird

WENDY Wu Tours has announced its 2019 earlybird specials are now on sale, offering savings of up to \$1,800 per person on 55 tours across China, Southeast Asia, India and Japan.

Outside of the discounted price, Wendy Wu is promoting other earlybird benefits such as guaranteed date choices and cheaper \$300 deposits.

MEANWHILE the Asian travel specialist is also launching a new VIP "Tweet-ment" sales incentive competition, where agents can win one of 30 "Instant Party" prizes for their agency.

For further info **CLICK HERE**.

Met Museum record

THE Metropolitan Museum of Art (The Met) in NY welcomed 7.35 million visitors for the 12 months to 30 Jun, the highest number recorded in its history.

Mantra opens in Albury

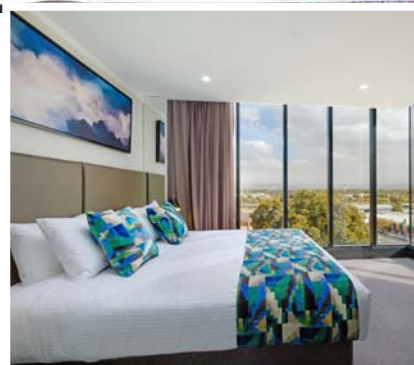


THE Mantra Albury Hotel officially opened its doors late last week, with the \$40 million development comprising eight levels and 146 one- and two-bedroom studios and suites.

Mantra Group's executive director of operations Mark Hodge and Albury Mayor Kevin Mack (**pictured**) were on hand to cut the ribbon during a celebratory welcome ceremony.

Features of the new hotel include the restaurant and bar La Tierra, a fully equipped gymnasium, conference and events facilities for up to 200 people, and an exclusive Sky Lounge available to hire on the top floor with sky lighting.

"Mantra Albury Hotel currently employs more than 40 full time staff and is expected to inject



more than \$7m into the local economy each year," said Mantra group executive director of operations Mark Hodge.

"Albury is a key regional commercial and tourism hub with established and varied accommodation drivers, well supported by the large regional airport and an impressive major events calendar," he added.

The Mantra Albury Hotel's two-bedroom suite is **inset**.



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The Company

At Skimax we have 20 years' experience helping clients find the very best ski holiday options. Our aim is to provide quality ski packages that are tailor-made using first-hand knowledge. Our dedicated team of ski and snowboard enthusiasts have travelled far and wide to visit all the ski resorts we sell so they can give an honest, first hand opinion of the best places to go. It's a tough job, but someone has to do it.

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- Reporting to the National Sales Manager, this role is focussed on developing relationships and driving sales in WA.
- This will be achieved through cultivating strong relationships with existing customers, driving brand awareness, and identifying new customer prospects by effectively representing the brand to the travel industry and consumers.
- 2 days a week

The Candidate

- The new team member will be a self-motivated sales professional with proven sales experience within the travel and tourism industry along with proven experience converting sales.
- Excellent organizational and interpersonal communication skills with particular emphasis on presentation, analytical and sales expertise, and negotiation techniques with the ability to achieve results while working independently.

Please forward your resume to jcoros@skimax.com.au



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We are seeking a Sales Manager, Australia, based in Melbourne, to join our Asia Pacific Sales Team. This exciting role will be key in developing relationships and driving sales in our Australian Market.

For further details on this exciting opportunity please visit www.rockymountaineer.com/careers

Aus-India team-up



AUSTRALIA India Business Council (AIBC) and Australia India Travel & Tourism Council (AITTC) signed a Memorandum of Understanding on 03 Jul at the Sofitel Wentworth Hotel in Sydney to strengthen the Australia-India relationship.

The councils will work to promote the business of travel and tourism in both countries.

The AITTC said the deal was significant due to the recently signed airspace agreement between the two nations and

soon-to-be-released Australian Govt's India Economic Strategy.

Sheba Nandkeolyar, national chair AIBC, and Sandip Hor, chairman AITTC, said this was a giant step forward to bringing the organisations closer.

Pictured are: B. Vanlalvawna, Indian Consul general, Sydney; Sandip Hor, chairman AITTC; Sheba Nandkeolyar, national chair AIBC; and Paul Myler, assistant secretary India and Indian Ocean, Department of Foreign Affairs and Trade.



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This is an opportunity to work collaboratively with our Graphic Design, Product Development and Land Contracting teams to deliver a market leading brochure range.

Must have prior experience in a brochure production role and an understanding of brochure production processes, as well as demonstrated copy writing and proof reading skills, exceptional attention to detail and a sound knowledge of Australian and international destinations. For more information [CLICK HERE](#).

If this sounds like you, send your CV and cover letter to careers@helloworld.com.au today.

Applications will close at 5pm Friday, 13 July 2018.
Only successful applicants will be contacted



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.



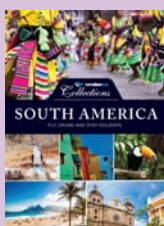
Viking Cruises - Explore the world 2019

Viking Cruises has launched a mini brochure showcasing worldwide itineraries for 2019. Trips include a 23-day Miami to South America adventure from \$17,995pp, along with a Southern Australia to South Africa 29-day trip which includes five countries and 10 guided tours from \$13,995pp. The brochure also features destinations such as Chile, Bora Bora, Easter Island and Milford Sound.



Contiki - Europe 2019

Contiki has released its 2019 Europe Preview with around 470 departures. The preview features an 18-day European Whirl which includes travelling through Paris, Rome, Amsterdam, Prague, Berlin and the Swiss Alps, along with Croatia Island Escape for eight days and a 13-day Greek Island Hopping adventure. In addition, the preview contains wine tasting in Tuscany and foodie ideas for Rome.



Cruiseco - South America Collection 2018-2019

Cruiseco has launched its South American Collection with a selection of 21 cruise and holiday experiences. The brochure includes information on the Amazon Rainforest, the glaciers of Patagonia and for something musical - tango in Argentina and samba in Brazil. It also contains information on the best time to visit, top places and a currency debrief.

Novotel in Seoul

NOVOTEL has opened its 500th hotel, The Novotel Ambassador Seoul Dongdaemun in Seoul, South Korea.

Located in the city's shopping district close to Heunginjimun, one of the "Eight Gates of Seoul", the hotel features 523 rooms, an all-day dining restaurant serving Western, Korean, Japanese and Chinese dishes, a rooftop bar, an electric car recharging station, an executive lounge for business travellers, a gym and a grand ballroom for up to 280 guests.

Pandaw Andaman

PANDAW River Cruises has announced it will head to the Andaman Islands in early 2020.

Passengers can travel to Andaman Islands on board the converted luxury motor yacht, *MY Andaman Explorer*.

The *Andaman Explorer* has 10 staterooms and an ice-class hull.

Guests can sail to the destination from Thailand on a 10-night expedition or a shorter seven night trip.

Canberra on show

THE start of direct int'l flights between Singapore and Canberra has seen south east Asia emerge as a key market for ACT businesses, the ACT govt said.

In a move to promote products and the wider capital region to the Asian market, Canberra region tourism operators met last week in Singapore with travel trade distribution partners including airlines, wholesalers and retail agents.

Russia tourism up

SPENDING by international visitors in Russia is expected to grow by 7% this year, according to research from by World Travel & Tourism Council (WTTTC).

WTTTC also highlighted that revenue growth in Moscow will increase at a pace of 6.6% per year until 2026 and foreign spending will rise by 9.6% over the next decade.

Data produced by ForwardKeys has also shown a 50.5% y-o-y increase of foreign bookings, as a result of the FIFA World Cup.

Syd Tower reopens

SYDNEY Tower Eye Observation Deck will reopen to the public today, but SKYWALK remains closed after a death yesterday at the tourist attraction.

This incident marks the second death this year (**TD** 09 Mar).

EU ETIAS system

THE World Travel & Tourism Council has welcomed the European Union's decision to adopt the European Travel Information and Authorisation System, a pre-authorisation procedure which aims to enhance visitor security.

The new system is expected to be operational by 2021.

Hawaii timeshare

A REPORT tabled by the Hawaii Tourism Authority shows that timeshare properties in Hawaii averaged a 92% occupancy rate for the first quarter of 2018.

In contrast, hotel properties averaged an 82.9% occupancy rate for the same period.

A total of 192,172 visitors stayed at a timeshare resort in Hawaiian Islands for all or part of their stay during the first quarter, an 8.1% jump on the corresponding period last year.

Blue seeks funds

NEW wellness cruise brand Blue World Voyages has announced it is seeking funding from travel agents and travellers via the crowdfunding platform Wefunder.

Led by former president of Starbucks John Richards, its planned cruise ships will have a dedicated sports/fitness deck, spa amenities, and shore excursions tailored to healthy lifestyles.

Blue World Voyages has ambitions of having three cruise ships operational by 2022.

For further information on the funding campaign, **CLICK HERE**.



Win a trip to Walt Disney World

This month, *Walt Disney World* in Florida, Virgin Australia and Delta Air Lines are giving *Travel Daily* readers the chance to win two places on

"A Very Merry Toy Story Land Christmas Mega-Fam" flying Virgin Australia and Delta Air Lines to *Walt Disney World* Resort in Florida.

Send your entries to disneycomp@traveldaily.com.au. The most creative

judged entry will win one of two *Travel Daily* Exclusive places on the fam.

Click here for T&Cs

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WALT DISNEY World Resort
IN FLORIDA

virgin australia

DELTA

Tehran suspended

KLM Royal Dutch Airlines has opted to suspend its services to Tehran from 24 Sep following poor financial performance.

The last flight will take off from Amsterdam on 22 Sep, with any passengers who have purchased tickets for flights after 24 Sep eligible for a refund or rescheduling on another service.

SA regional events

THE South Australian Government has announced it will be providing \$383,000 in funding to support regional events across the state.

The cash injection will assist the delivery and marketing activities for 29 events, with three receiving funds for the first time.

Rocksino purchase

MGM Growth Properties LLC (MGP) has completed its acquisition of the Hard Rock Rocksino Northfield Park "The Rocksino" from Milstein Entertainment LLC for US\$1.06b.

"The Rocksino is a perfect fit for MGP's portfolio of quality assets and I am certain the legacy that has been created will continue," said Rocksino's former chairman Brock Milstein.

Helen Wong pkg

HELEN Wong's Tours has announced a new 13-day Highlights of Japan package aimed at budget travellers, priced from \$3,499ppts including two free nights in Vietnam, with departures in 2018 and 2019.



NRL ROUND 17 WINNER

Congratulations

BONNIE HINDER

from *American Express Global Business Travel*

Bonnie is the top point scorer for Round 17 of *Travel Daily's* NRL footy tipping competition. She's won \$100 travel credit courtesy of Expedia.

Expedia TAAP



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

NSW LTF/18/22019 / ACT TP 18/00256

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LOOKING FOR THE NEXT DESTINATION IN YOUR TRAVEL CAREER?

Check out our current career opportunities!

HOT JOBS OF THE WEEK

Travel Manager - Nationwide

We're looking for enthusiastic travel specialists to join our thriving teams as a Travel Manager across FCM, Corporate Traveller and Campus Travel. Do you have two years' experience as a Travel Consultant or Travel Manager? If so, we'd love to hear from you. Enjoy flexible working options and an encouraging team environment.

Closing date: 16 July 2018

[APPLY NOW >](#)



Wholesale Cruise Consultant - Brisbane

Calling all cruise enthusiasts! Do you have one or more year's experience as a Travel Consultant? Right now at Infinity Cruise, we have multiple opportunities for cruise-lovers to join our successful and rapidly growing team in Brisbane as full-time Wholesale Cruise Consultant. Is this the next step in your travel career?

Closing date: 20 July 2018

[APPLY NOW >](#)



Group Travel Expert - SYD, MEL, ADL

Cievents is looking for both part-time and full-time travel specialists to join our team as a Group Travel Expert at one of our locations in Melbourne, Sydney or Adelaide! This is a great opportunity to develop your skills and excel in the diverse and challenging world of corporate group travel management.

Closing date: 23 July 2018

[APPLY NOW >](#)



Wholesale Travel Consultant - Perth

We have exciting opportunities for Travel Consultants who are looking for a change from front-end retail, while continuing to share their love for travel. Infinity Holidays are seeking Wholesale Travel Consultants in Perth. At Infinity Holidays we provide Travel Consultants with the best deals available across a range of popular travel destinations.

Closing date: 20 July 2018

[APPLY NOW >](#)



Event Manager - Sydney

Cievents is on the lookout for an experienced Event Manager to join the team due to exciting growth plans! We offer seamless and dynamic solutions with outstanding creativity and meticulous attention to detail. Are you looking for an office-based role that encompasses designing proposals, sourcing suppliers and much more?

Closing date: 14 July 2018

[APPLY NOW >](#)



National Campaigns Executive - Brisbane

Flight Centre is on the lookout for a National Campaigns Executive. Reporting to the brand's National Campaigns Manager, you will execute and measure the brand's co-operative campaign and above-the-line advertising activities including product sourcing, execution, communications and post campaign reporting within our global company.

Closing date: 16 July 2018

[APPLY NOW >](#)



Business Development Manager - Nationwide

Do you have a passion for networking and building relationships? We are actively looking for Business Development Managers nationwide across Flight Centre Business Travel, Corporate Traveller & CILOYALTY. Your primary focus in this role is to use your relationship building skills and our unique product and service offering for client acquisition.

Closing date: 20 July 2018

[APPLY NOW >](#)



Event Producer - Sydney

Do you have experience in the B2B events space? Cievents is looking for a creative, confident and insightful individual who can get inside the mind of their clients to understand their objectives and assist in the complete event delivery process, from concept to execution!

Closing date: 21 July 2018

[APPLY NOW >](#)





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***NEW* LEAD & INSPIRE**

GENERAL MANAGER

TASMANIA/MELBOURNE – DOE + SUPER + BONUS

Experienced General Managers required for properties in Tasmania & Melbourne. You will be responsible for overseeing all aspects of the property, lead a capable management team, & focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. In addition a House and car is provided. Good career progression plus a great team environment. Apply today!

****NEW* LEAD AND INSPIRE**

OPERATIONS DIRECTOR

SYDNEY – SALARY TO \$90K

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$90k plus DOE. Experience in areas other than Inbound will also be considered

***NEW* PASSIONATE ABOUT FOOD & WINE?**

HEAD CHEF/CHEF DE PARTIE

VICTORIA – \$\$ DOE PLUS SUPER

We have some exciting roles for experienced chefs to join this luxury property in regional Victoria. Located in Victoria Spa Country this luxury accommodation delivers exceptional food to guests. They are now looking for a Head Chef and Chef de partie to join their team. Previous experience in an a la carte and functions environment essential. Must be a great team player, can remain calm under pressure & can train & mentor a team.

BRING YOUR LOYALTY SKILLS

SALES MANAGER – LOYALTY

MEL – \$120k PLUS PLUS

We have a rare opportunity based in Melbourne working for a Global Meetings and Events company as a loyalty sales manager. You will have experience in B2B sales with loyalty experience, this is essential. Strong negotiation skills, well presented and strong communications skills are all key attributes we need in the successful applicant. You will be rewarded with a salary up to \$120k plus super plus commissions that could see you earning well over \$200k.

PASSIONATE ABOUT PRODUCT

PRODUCT MANAGER

BRISBANE & GOLD COAST – PKG DOE

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.

LAUNCHING IN AUSTRALIA

HEAD OF SALES AND MARKETING

SYD – STRONG PKG

This company is already very established around the globe and are now launching in Sydney. They are looking for staff ASAP and in need of a Head of sales and Marketing to enhance and grow the position of the brand to be a leader within the Australasia region. This role will have travel involved so flexibility is needed. You will need proven relationship sales experience within the travel industry to be considered.

YIELD & MANAGE

PRICE AND YIELD TACTICIAN

BRISBANE – UP TO \$82K PKG

We have a fantastic rate opportunity to work in this Price & Yield team. You will be responsible for the price position of a range of destinations/suppliers, working closely within the team & key stakeholders on pricing strategies & maximising all revenue opportunities. Strong yield & revenue experience required along with ability to build relationships, interpret reports/data & strong communication, attention to detail & be able to work well within a team.

GROW YOUR CAREER

CORPORATE SALES MANAGER

Sydney and Melbourne – ATTRACTIVE \$\$\$ DOE

Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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