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## Fletcher leaves Brand USA

**MATT** Fletcher has stepped down after almost three years from his role with Gate 7 as Australia/New Zealand Director for Brand USA, taking a hiatus from the travel industry to take up a role as Marketing Director for Fitness First.

It's understood that a replacement Brand USA Director for Australasia will be announced in the coming days.

## VA Accelerate

**VIRGIN** Australia is highlighting the benefits of its Accelerate program for corporate clients, offering travel credits, discounts and other benefits for travellers such as larger luggage allowances.

Two trial Velocity Pilot Gold memberships are also on offer for members giving VA Lounge access and priority boarding.

More details on the **cover page** of today's *Travel Daily*.

## FCTG US corporate deal

**FLIGHT** Centre Travel Group today announced it had taken a 25% stake in Washington DC-based corporate agency The Upside Travel Company.

The move will see Flight Centre become the largest individual shareholder in the business founded in 2017 by Jay Walker, a "veteran travel entrepreneur" who also established Booking.com parent company Priceline in 1998.

Flight Centre said the acquisition would give it access to a travel technology platform and software development resources to further enhance its SME offering.

"Upside is an emerging

corporate travel business with an innovative customer offering that has the potential to disrupt traditional offerings in the SME sector in the future," said Flight Centre MD Graham Turner.

"By investing in Upside, we are effectively investing in a next generation corporate online travel agency," he said, adding that the deal had the potential to fast-track FC's growth in the sector by offering customers a new, blended on and offline offering.

The technology will be deployed in Corporate Traveller in the Americas in the near term, followed by a UK release.

Upside CEO Jay Walker said Flight Centre was the perfect partner for the business "as we get aggressive in serving small corporate clients".

Flight Centre's investment follows other recent deals including the purchase of Bangkok-based 30SecondsToFly.

## Boeing admissions

**BOEING** CEO Dennis

Muilenburg has admitted that the recent Lion Air Flight 610 and Ethiopian Airlines Flight 302 fatal accidents were caused by a chain of events, "with a common chain link being erroneous activation of the aircraft's MCAS activation".

Muilenburg has committed his company to eliminating the risk.

"We know how to do it...as part of this effort we're making progress on the 737 MAX software update that will prevent accidents like this from ever happening again," he said.

Boeing is also finalising new pilot training courses and supplementary educational material for its global MAX customers as part of the company's "comprehensive, disciplined approach".

Muilenburg also confirmed Boeing had adjusted the production rate of its 737 MAX aircraft to accommodate the pause in deliveries.

## Today's issue of TD

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

- One&Only Wolgan Valley
- Travel Trade Recruitment
- Globus



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## Travel Daily on location in Perth, WA

Today's issue of *TD* is coming to you courtesy of Tourism Australia which is this week hosting the Australian Tourism Exchange in Perth.

**PERTH** is this week rolling out the welcome mat for over 2,000 members of the international tourism industry for the Australian Tourism Exchange 2019 (ATE19).

ATE is Australia's largest annual travel and tourism business-to-business event and allows Australian tourism providers to showcase their products and negotiate deals with organisations who sell Australian tourism product internationally.

The combination of scheduled business appointments and networking events is expected to attract about 600 international and domestic buyers, 70 media representatives & 1,400 sellers from more than 550 companies.

## Singapore Simeone

**QANTAS** Head of Business and Government Sales, John Simeone (*TD* 16 Dec 2013), has been appointed as the carrier's new Regional General Manager for Asia, based in Singapore.

Simeone's former roles include QF Int'l Head of Sales and Tourism & Development.

## Amadeus offering Agoda

**AMADEUS** has announced a new partnership with online travel agency Agoda which will see consultants able to offer clients pre-paid hotel content from 150,000 properties globally.

The Amadeus content will be available at the same price as on Agoda's website, and enable agents to compare it with other hotel offerings on a single screen.

The new hotel additions can be booked in a single PNR alongside other GDS content, with Amadeus Head of Hotels Asia Pacific, Christian Lukey, saying "we are privileged to be the first company to globally distribute Agoda's diverse selection of hotels to

agents and travellers".

Lukey said the enhancement would enable travel agents to offer a competitive and seamless service while reducing costs and increasing efficiency, while the pre-paid nature of Agoda's content made it ideal for staff without a company credit card.

Agoda Senior Director, Ernst Hemmer, said the partnership gave the company access to the global travel agent market, and in particular the business travel sector which is forecast to grow 5.8% annually to reach US\$1.6 trillion in TTV by 2020.

## Bestjet examination

**THE** liquidators of the collapsed Bestjet online travel agency will pursue further investigations of the company and its complex directorships and shareholdings (*TD* 10 Jan), after acceptance of a "Deed of Understanding" with credit card processor IntegraPay.

During a meeting of the Committee of Inspection held on 22 Mar, Pilot Partners confirmed it would apply for a public examination of the collapse, with IntegraPay's agreement meaning there would be funds to continue its work on the liquidation.

Court proceedings could potentially compel testimony from Bestjet's founder Rachel James and her husband Michael, alleged to be a "shadow director".

## Creative Cruising European incentive

**CREATIVE** Cruising is offering travel agents an exclusive \$50 gift card bonus for Europe bookings made before 31 May with Celebrity Cruises, Azamara Club Cruises, MSC Cruises and Norwegian Cruise Line.

Alongside the incentive, Creative has also secured a range of exclusive rates and inclusions, with the uncapped reward offer also incorporating other bonuses currently in market including a supersaver MSC Cruises fare and Norwegian Cruise Line's 'Free at Sea' bonuses - 1300 362 599.

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## ATE's new additions

**THIS** year's Australian Tourism Exchange (ATE) has introduced new concepts and offerings to attendees, Tourism Australia Managing Director John O'Sullivan told **Travel Daily** at the event in Perth this morning.

This year features a new concept called the Solutions Hub for organisations, buyers or sellers, that don't fit the usual profile of the type of organisation that would come to ATE, such as technology products.

"It's a new way of bringing different and new products into the conversation in a way that doesn't distract from the day-to-day product that is there," O'Sullivan said.

A Platinum Club has also made its debut this year, which provides members with a specialised family program, exclusive networking events and premium accom.

The club consists of 40-strong buyers - including AOT Group Director Cinzia Burnes - who O'Sullivan said "have really supported our show and are really significantly important for

our industry".

"These are people who have been coming to ATE for a very long time and they've supported the sector," he said.

Also new to the show floor is 10 premium DMCs, who are being offered a dedicated program.

The show's International Media Marketplace is underway at the Perth Convention and Exhibition Centre today, with the trade show to open tomorrow morning.

O'Sullivan told **TD** attendance numbers for this year's event have been "really encouraging".

"20% of our selling community is new for this year and from a buyers' perspective it's almost a similar number as well, in terms of percentages."

ATE is calculated to bring an economic impact of between \$9-11m dollars to the host city, O'Sullivan explained.

"Based on 2018 data, we think that it accounts for between 2.7m-4m international visitors every year and for somewhere between \$4-7b in terms of pre-travel bookings," he said.

Shanghai - more than just a destination for fake Gucci's, discover why in the April issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**



## Delaware expands

**US HOSPITALITY** group Delaware North has bought the rights to operate Sydney's Lane Cove River Tourist Park, on a 30-year lease from the NSW National Parks and Wildlife Service.

The park currently has about 200 caravan and camping sites, 28 cabins, a luxury glamping tent and retail operations, with the company confirming plans to develop more accommodation.

Other Delaware North operations in Australia include WA's El Questro, the King's Canyon Resort in the NT, Lizard Island in Qld, Darwin's SkyCity casino and catering at Melbourne's Olympic Park.

## STA BI bye-bye

**STA** Travel has announced it will no longer sell Royal Brunei Airlines flights globally, after the introduction of harsh new anti-LGBTQI and adultery laws in Brunei last week.

STA is offering full refunds to customers who had bought Royal Brunei flights through it and no longer wish to fly with the airline.

Australian Country Manager, Monika Rieker, said STA was proud of its open and diverse culture "and we fully expect all our partners to demonstrate and uphold these same values".



## Window Seat

**A ROLICKING** lad's weekend in the Polish city of Krakow may end in tears, with local police hunting for four tourists who paraded through the streets wearing lime-green manikins.

The antics of the English-speaking foursome were snapped multiple times, with their outfits (**pictured** below) leaving little to the imagination.

CCTV images revealed few clues to their origin, but one looks like he had a British flag tattooed on his arm.

Officials said the offenders could face a fine of up to €1,000 for their anti-social behaviour.

So far no arrests have been made, with a policeman saying as well as being from the UK they could also be "Australian, or from other countries in Europe who use English".



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Monday 8th April 2019

## Topdeck 20% off

**TOPDECK** Travel has today launched its Now or Never offer, featuring a range of discounted trips with savings of up to 20% throughout Europe, North America, the Middle East, Australia and New Zealand.

The trips include the 10-day Moroccan Explorer, where travellers will hit the streets of Marrakech, stroll through the city of Meknes and explore the red dunes of the Sahara via camel, before settling in under the stars.

Additionally, the 25-day Road Trip USA allows travellers to enjoy the road trip experience throughout the United States, with stops in California, Arizona, Texas, Florida, New York City and more.

Topdeck's up to 20% off Now or Never offer is valid for bookings made by 31 May and applies to select trips between May & Dec.

For more information on the tours available **CLICK HERE**.

## Aloha to Boston

**HAWAIIAN** Airlines flight HA90 has commenced its new five-day-a-week service between Honolulu and Boston with connections from Australia and New Zealand (**TD 04 Apr**).

Last Fri the flight was inaugurated when it left Honolulu's Daniel K. Inouye International Airport (HNL) and touched down at Boston Logan International Airport (BOS).

Hawaiian Airlines President and CEO Peter Ingram said, "We want to help Hawai'i residents get to where they want to go, and we know that people here travel to New England frequently."

Hawaiian's 278-seat Airbus A330 widebody aircraft features 18 lie-flat seats in the front cabin, along with 68 Extra Comfort seats in the main cabin.

Hawaiian's Executive Chef Lee Anne Wong, owner of Honolulu's Koko Head Cafe, will be serving two meals in each direction.

## ATE kicks off in Perth



**PERTH** is this week being showcased as "one of Australia's most happening and new cities" to attendees of the 2019 Australian Tourism Exchange (ATE).

Tourism Australia Managing Director John O'Sullivan told delegates at last night's Media Welcome Event that the city had seen unprecedented investment in recent years, resulted in new infrastructure and fresh experiences for visitors.

"Perth is very much now our new western gateway," he said.

"In 2019 we will be bringing all of our trade events to this part of Australia for the very reason that we want to use these events

to tell a new story about our country using this city that is on an amazing transformation."

Many international delegates have been treated to a first-hand experience of Perth and its surrounds, including an overnight at Rottnest Island to allow ample time to snap a "quokka selfie".

Last night media were given a taste of local WA produce and musical talent at a cocktail function by Tourism Australia and Tourism Western Australia at the COMO The Treasury's Postal Hall.

**Pictured** at the welcome event are: Brodie Carr, Tourism Western Australia and John O'Sullivan, Tourism Australia.

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## Skydive Australia

**SKYDIVE** Australia has launched a new campaign called Elevate Your Courage which aims to showcase the positive effect tandem skydiving can have on women suffering from anxiety.

The campaign features ten women who share their fears before taking on a skydive.

# AFL

## AFL R3 WINNER

Congratulations

### MATTHEW ROSS

from *Above and Beyond Holidays*

Matthew is the top point scorer for Round 3 of *Travel Daily's* AFL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.

Expedia TAAP

Travel Daily AFL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



NSW permit LTPS/19/31793 / ACT permit TP 19/02664

## Tassie in fast lane

**TASMANIA** was all revved up on the weekend as it hosted The Tyrepower Tasmania SuperSprint motor racing event which injected an estimated \$6.4 million into Tasmania's visitor economy.

The race hosted at Symmons Plains Raceway attracted around 50,000 people, including 8,000 visitors from interstate.

An estimated 975,000 fans viewed the race on television.

## Rail Europe 2019

**RAIL** Europe's Rail Expert program has returned for 2019, with new modules added to help agents build their knowledge of all things train travel.

The new content will be rolled out gradually throughout the year, with a range of incentives in place for those who participate.

Incentive gifts include a \$15 Dan Murphy's voucher and \$100 visa gift cards awarded monthly.

The criteria to earn prizes include the time frame it takes to complete, the scores attained, the quantity completed, and the agent's overall sales record.

Agents can sign up to participate in the modules [HERE](#).

## Kakadu street view

**TO CELEBRATE** its 40th anniversary, The Kakadu National Park has released some new 360° images of the famous tourist attraction.

The new shots are the result of a collaboration between the Traditional Owners of the land, Tourism NT, Parks Australia and Google Street View.

To view the full suite of images, download them [HERE](#).

## Quasar's new eco yacht



**QUASAR** Expeditions has unveiled a first glimpse of its new 18-passenger upscale mega-yacht to be launched in Dec.

Currently in Florida for final mechanical work, the Italian made mega-yacht will be repositioned to Ecuador ahead of embarking upon week long sailings to the Galapagos Islands.

The ship will feature 10 cabins ranging from 20m<sup>2</sup> through to the master suite which will be between 35 to 40m<sup>2</sup> and provide guests with 180 degree views.

Other features of the ship include a spa, dual hot tubs and

Zodiacs for land excursions.

Speaking at a media event last week, Eric Andrews, Sales Manager for Quasar Expeditions said "it's going to have biodegradable amenities, no single-use plastics on board at all and carbon neutral as well and the materials used in the construction are very eco-friendly and good for long term ocean use which means less waste when we do dry docks."

Andrews said he is "99% sure" the ship, **pictured** as a rendering above will be called the *Conservation*.

## Whitsunday sale

**THE** Cape Gloucester Beach Resort in the Whitsundays has been put up for sale, with the owners asking for \$5.6 million.

The beachfront property is located 59km north of Airlie Beach and spans more than 13ha. "Still relatively unknown, this isolated piece of paradise is easily accessible by car, yacht, seaplane or helicopter," the resort's website stated.

Established in 1995, the resort is comprised of a bar/restaurant, pool and self-contained cabins as well as 20 registered moorings.

Future development is possible on the property which is also home to a beach wedding venue & hosts an annual music festival.

## UK passports axe EU

**THE** United Kingdom has commenced issuing passports without the European Union title in preparation for its impending exit from the common market.

The change took effect on 30 Mar, with the UK Home Office stating that passports bearing the words "European Union" would continue to be issued for a period to make use of leftover stock, however "you will not be able to choose whether you get a passport that includes the words European Union."

The quick decision belies the pace of the British Parliament which is still yet to reach a resolution regarding how Brexit should be enacted.



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## Wellington effect

**NEW** Zealand's capital, Wellington, is looking to boost visitor numbers this winter with a new ad campaign suggesting a trip to the city can help reverse the ageing process.

The Wellington Effect campaign follows a couple on a short break in the city, watching them shed years with each adventure they experience.

The campaign aims to attract winter visitors to the city for weekend breaks.

## Zoo package for SA

**SOUTH** Australia's Monarto Open Range Zoo has secured government funding for a new safari resort.

Announcing a \$50 million investment in SA's zoos, Federal Trade, Tourism and Investment Minister, Simon Birmingham, said the funding would also secure the future of Adelaide Zoo's Giant Pandas, Wang Wang and Fu Ni, for another five years.

"We shouldn't underestimate the huge positive flow-on effects our two iconic Zoos provide for the SA economy," he said.

## CATO summit

**THE** Council of Australia Tour Operators' (CATO) first youth summit, has highlighted the opportunities available in the 18 to 35 age bracket.

Delegates heard more than 1.75 million young Australians went on overseas trips last year, spending an estimated 38.5 million days away from Australia and delivering a market penetration of 35% in the age group.

The event was co-hosted by Singapore Airlines.

## Wangetti Trail

**TROPICAL** North Queensland ecotourism project, the Wangetti Trail, will be 15km longer than expected, following initial engineering and design works.

The 94km trail will feature bridges, campsites and have links to Ellis and Wangetti beaches.

A public consultation will run until 31 May, with work on the North Trail expected to start as early as Sep.

Once completed the Wangetti Trail will create 150 jobs and generate \$300 million for the local economy.

## ACCOUNT MANAGER

A rare opportunity has arisen for an experienced Corporate Account Manager (Mid-Market) position to join Virgin Australia's sales team based in Brisbane Head Office. An ambassador of our brand whether on the road or in the office, you will be responsible for the retention and expansion of revenue within a portfolio of allocated accounts.

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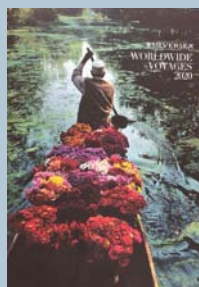
Applications close 11 April 2019.

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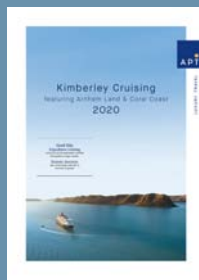
## BROCHURES

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



### Silversea - Worldwide Voyages 2020

Silversea has launched its 160-page Worldwide Voyages 2020 brochure. The new brochure features details of the line's 140-day Legends of Cruising World Cruise 2020 departing Fort Lauderdale on 06 Jan and arriving in Amsterdam on 25 May. The brochure also covers the features of Silversea's entire fleet of six-star liners. Silversea's 2020 Australia and New Zealand season starts with the arrival of *Silver Muse* from Singapore.



### APT - Kimberley Cruising 2020

APT's new Kimberley Cruising 2020 brochure is packed with APT's most popular Kimberley cruise and land adventures, as well as a new Colours of the Coral Coast cruise. Another new itinerary being introduced in 2020 is Flights to Kununurra - The Gateway to the Kimberley, with flights from Melbourne's new Jet Base to Kununurra linking up with cruises and tours commencing in Kununurra. The best-selling Grand Kimberley Coast cruise exploring the secluded gorges and sprawling reefs of the Kimberley coast, is another highlight of APT's 2020 Kimberley Cruising Brochure.

## Vivid countdown

**TOURISM** chiefs are expecting Vivid Sydney to continue to attract record numbers of visitors to the city this year.

With international features, from Pixar Studios, Samsung and a Game Changer Series with Spike Lee, organisers expect to see increased attendances.

Since the first Vivid event in Sydney attendances have grown from 225,000 to 2.25 million, attracting domestic and international tourists.

## A&K philanthropy

**ABERCROMBIE** & Kent guests to Tasmania will be able to visit the southern hemisphere's only refuges for injured raptors, through the group's philanthropic wing's sponsorship of the Raptor Refuge.

Located south of Hobart the refuge is Australia's largest flight aviary, and A&K's support will help rehabilitate wedge-tailed eagles and other raptors threatened by human factors.

## AAoA CEO resigns

### ACCOMMODATION

Association of Australia (AAoA) will begin the hunt for a new CEO following the resignation of Richard Munro.

Munro announced his resignation last Fri, after eight years with the AAoA, to pursue new opportunities.

## Chimu 30% off

**POLAR** specialists Chimu Adventures is offering discounts of up to 30% on Antarctic cruises booked before 30 Apr.

Itineraries on sale range from budget to luxury ships, with cruise experiences from the 10-day Discover Antarctica cruise to the 21-day Spirit of Shackleton experiences - more [HERE](#).

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## Kilpin celebrates Rosewood



**MTA** – Mobile Travel Agents' longest-serving advisor, Ally Kilpin celebrated the opening of the Rosewood Hong Kong in Kowloon.

Kilpin was a member of the VIP team assembled by Virtuoso to form the hotel's pre-opening advisory board.

MTA CEO, Don Beattie said her invitation to join the board

represented major recognition for her personally and for MTA's capacity to deliver quality travel experiences through its travel experts.

MTA – Mobile Travel Agents' Ally Kilpin is **pictured** with Rosewood Hotels & Resorts President Radha Arora, at the official opening of the Rosewood Hong Kong in Kowloon.



### NRL R4 WINNER

Congratulations  
**GRAHAME KENT**

from  
**Helloworld**

Grahame is the top point scorer for Round 4 of *Travel Daily's* NRL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.



*Travel Daily* NRL tipping competition is sponsored by Emirates, with the top tipper for the season winning flights to Europe.



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## WIN A TRIP TO AFRICA

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6. True or False – You can see live departure dates & prices for tours on the Acacia website.

Hint: [CLICK HERE](#)

## Truffle Kerfuffle

**THE** West Australian Government has committed funding for the Truffle Kerfuffle from 2019-21 through Tourism WA's Regional Events Program.

Truffle Kerfuffle offers visitors the chance to learn firsthand from chefs, farmers and growers and last year attracted more than 5,500 attendees.

Visitors can also enjoy tasting truffle dishes, truffle dog demos, and cooking classes for children.

## Malaysia is back

**TOURISM** Malaysia is hosting a three-city roadshow in Australia this week to promote its Visit Malaysia 2020 campaign.

Led by Director General of Tourism Malaysia, Datuk Musa Yusof, the events kick off in Perth tonight, and will be followed by Sydney on 09 Apr and Melbourne on 10 Apr.

## Measles GC warning

**THE** NSW State Government has issued measles warnings for Gold Coasters and those on the northern coast of NSW, after two young travellers became infected with the viral illness, reported the *Gold Coast Bulletin*.

The newspaper stated that the "travellers likely acquired the infection while holidaying in the Philippines in mid-Mar".

## AirAsia expands

**THAI** AirAsia from 01 Jun is expanding its international network from Phuket, with the addition of the Phuket - Phnom Penh route.

The Airbus A320 aircraft will operate the service four times a week.

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### ADVERTISING AND MARKETING

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**CRUISE**  
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business events news

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Daily

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*We are delighted to be nominated in this year's NTIA Awards and would like to ask you to help us become a finalist! It's as easy as voting for us as your favourite agency support service.*

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### **Assistant Accountant | Tramada Specialist**

**Sydney, to \$60k + Super, Ref: 3952PE2**

My client, an award winning boutique Corporate travel company are seeking an assistant accountant with Tramada expertise, Working with other experienced professionals, this is a varied role requiring a high level of attention to detail for preparing, managing, reconciling payments from suppliers and customers for a leading travel company with an emphasis on delivering outstanding experiences for clients, suppliers and team members. You will also prepare bank reconciliation's payments.

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

### **Wholesale Cruise Consultant**

**Sydney, Up to \$55k + Super, Ref: 2045JB1**

My client is seeking an experienced Cruise Consultant for their office based not far from Sydney CBD! The successful candidate will be able to work in a fast paced environment as this is a call centre role. Responsibilities include striving to exceed sales targets, taking in excess of 30 calls per day and providing an unparalleled level of customer service at all times. A strong background in cruise, an understanding of cruise line booking portals and a passion for the industry is a must!

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

### **Assistant Travel Manager | Mon-Fri Role!**

**Sunshine Coast, \$50-60k + super + coms, Ref: 6334AW1**

This boutique travel agency, is looking for an Assistant Travel Manager to join, lead, mentor, manage, develop & consult alongside the reservations team. Specialising in worldwide travel destinations, the ideal candidate will be ready to step up to the next stage of their career! Earn BIG \$\$\$, lead & develop travel professionals in this Monday -Friday agency based in the Sunshine Coast! This role gives you the chance to expand your knowledge, gain further experience & fast track your career!

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

### **Product Coordinator**

**Melbourne, \$50k + Super, Ref: 3933HC1**

A Product Coordinator is required to join this much loved company - if you are working in product or would like step into it this could be the perfect opportunity. Previous product experience in travel is preferred, however STRONG travel consultants will be considered. Systems and on the job training will be provided for the right candidate + an exceptionally supportive management team that will provide you with ongoing support as well as a competitive salary depending on experience.

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

### **Team Leader | Boutique Agency**

**Sydney, \$65-\$70k + Perks, Ref: 1346AJ1**

This highly regarded and well established boutique Retail Travel Agency is currently searching for an experienced Team Leader to lead and motivate a team of experienced consultants to new heights. They are due to move to a larger and brand new store in February and specialise in creating individual tailor made itineraries. This agency pride themselves on their customer service levels, putting in the extra time to really listen to their customers and personalise their itineraries.

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

### **Cruise & Travel Consultant | Non Face to Face**

**BNE, Up to \$50k + super + comms, Ref: 2514SZ5**

My client is a fast paced award-winning online agency currently seeking a talented travel or cruise consultant selling cruise & worldwide land / air packages. You must be hungry to want to earn top dollars by doing what you love and be rewarded with famils & top commission. This role would suit someone that wants a supportive team environment, work / life balance, a relaxed & fun atmosphere, breakout area, own lockers & shower facility with full kitchenette & magnificent views at your desk.

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

### **Travel Consultant | Part Time**

**Sunshine Coast, High Salary, Ref: 1414CGA1**

A rare opportunity has just opened in the Sunshine Coast for an experienced travel consultant to join a great team. A healthy work life balance is paramount and therefore you can look forward to enjoying 3 days off a week in addition to a friendly work environment. The store is in an ideal location with plenty of foot traffic, leading to potential to exceed targets, I am looking for a talented travel specialist with a repeat client base and strong geographical knowledge worldwide.

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

### **Experienced Travel Consultant**

**Melbourne, Up to \$65k + super, Ref: 3985MT1**

Do you want to work in an award winning travel agency, with very specialised, luxury products ? Our client is located in an affluent area in Melbourne and looking for an experienced travel consultant to join their exclusive ranks. Our client offer bespoke and unique luxury itineraries and products ranging from short breaks to multi city destinations. A love and passion for travel is essential, must have at least 3 years' experience. A HIGH BASE SALARY up to \$65k + commission.

For more information please call Mark on  
(03) 99 88 0616 or click [APPLY](#) now.



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# Our family is growing

*come and join us*



At Globus family of brands, our success is driven by our people; not only do we strive to make travel enriching for our clients, we also shape the careers of our people. Built on a solid foundation of integrity, collaboration, passion, accountability, courage and service—the Globus family of brands experience is challenging, rewarding and fun.

***We are expanding our Sales Team and are scouting for new talent to join the family.***

## REGIONAL SALES MANAGER NSW/ACT

### PRIMARY JOB DUTIES

- Responsible for all aspects of managing an efficient sales team
- Build and maintain relevant networks and relationships with travel industry professionals
- Continually monitor sales activity and effort
- Recruit, develop and mentor a sales team

### WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales
- Exposure to managing and motivating a sales teams
- Well-developed verbal and written communication skills
- Strategic thinking and forward planning skills
- Flexible to travel domestic & international as required

## NATIONAL ACCOUNT MANAGER BRISBANE BASED

### PRIMARY JOB DUTIES

- Manage strategic relationships with key agents
- Build and maintain relevant networks and relationships in the industry
- Represent Globus family of brands to a high standard
- Develop new opportunities in the promotion and sales of all our products

### WHO ARE WE LOOKING FOR?

- Minimum 5 year's experience in sales and marketing
- Extensive experience in developing and implementing account sales and marketing programs
- Demonstrated experience in the creation, development and execution of sales promotion initiatives
- Strong negotiation, presentation and interpersonal skills

## BUSINESS DEVELOPMENT MANAGER QLD SOUTH

### PRIMARY JOB DUTIES

- Achieve sales targets
- Work towards a strategic plan
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

### WHO ARE WE LOOKING FOR?

- Minimum two year's experience in sales
- Comprehensive knowledge using a CRM System
- Excellent verbal, written communication and presentation skills
- Self-motivated and achievement orientated

## BUSINESS DEVELOPMENT MANAGER VIC NORTH

### PRIMARY JOB DUTIES

- Achieve sales targets
- Work towards a strategic plan
- Build and maintain rapport with travel agencies and consultants
- Conduct regular seminars, film nights and consumer promotions

### WHO ARE WE LOOKING FOR?

- Minimum two year's experience in sales
- Comprehensive knowledge using a CRM System
- Excellent verbal, written communication and presentation skills
- Self-motivated and achievement orientated

**If you are interested, please apply today!**

For all applications please visit our Careers page via <https://www.globus.com.au/why-globus/careers>

For any further enquiries regarding these positions, please contact [hr@globus.com.au](mailto:hr@globus.com.au)

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