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*Terms and conditions apply. Valid on select ship voyages and select cabin categories. Subject to availability. Offer valid until the 31st March 2019 or until sold out. For full terms and conditions visit auroraexpeditions.com.au. Zodiac (boat) featured was at a safe distance from glacier.

Travel Daily

First with the news

Tuesday 22nd January 2019

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Book our Best Available Rate at any Radisson Edwardian Hotel and receive complimentary breakfast and a 5% saving.



Aurora earlybird

AURORA Expeditions is ramping up awareness of its 2020/21 programs featuring the brand new *Greg Mortimer*, with earlybird savings of up to 25% and an agent incentive offering a voyage for two worth US\$21,000. See the **cover page** for more.

Air Vanuatu slashes comm

AIR Vanuatu (NF) this morning confirmed a new commission structure for Australian travel agents, whose remuneration is being cut from 7% to 5% on all NF international flights.

The change reduces agent base commission by more than a quarter, while on all Vanuatu domestic flights the decrease is even greater, with a change from 5% to 3% equating to a 40% lower payout for agents selling the airline's flights.

The changes will be effective from 01 Feb 2019 to all Air Vanuatu (NF-218) plated ticket stock for tickets issued in Australia, and all fares are inclusive of fuel surcharges.

Air Vanuatu currently operates daily flights from Sydney to Port Vila, as well as four weekly Brisbane flights to Port Vila and two to Espiritu Santo.

Competitors on the Vanuatu route include Virgin Australia,

while QF codeshares on the Air Vanuatu services but doesn't operate its own aircraft to VLI.

Air New Zealand pulled out of the Vanuatu market in 2016 due to safety concerns over Port Vila's Bauerfield airport, which is currently undergoing a long-awaited rehabilitation project.

At the time Virgin Australia also suspended operations, while QF pulled its now resumed codeshare from the NF flights over the poor tarmac condition.

A NF spokesperson said the new commission structure "brings Air Vanuatu into line with other carriers to meet industry standards".

Today's issue of TD

Travel Daily today has seven pages of news, a front cover page for **Aurora Expeditions** plus full pages from:

- TMS Talent
- CATO

Scot ATH boost

SINGAPORE Airlines low-cost offshoot Scoot Airlines has scheduled a fifth weekly frequency between Singapore and Athens over the upcoming northern summer season.

The fifth flight will operate 21 Jun-19 Sep using a Boeing 787-9.



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AirCalin A330-900

AIRCALIN is set to deploy new Airbus A330-900neo aircraft at the end of the year, with GDS screens indicating operations commencing on the Noumea-Sydney route effective 03 Dec.

The -900 has 26 Business class seats and 265 in Economy class.



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Int'l arrivals surge in 2018

INTERNATIONAL tourist arrivals totalled 1.4 billion in 2018 - two years ahead of forecasts according to the latest UNWTO World Tourism Barometer.

The figures represent a 6% growth on the previous year and mark the strongest annual increase recorded since 2010.

The Asia Pacific region clocked a 6% rise on 2017, logging 343 million international tourist arrivals in 2018.

"The growth of tourism in recent years confirms that the sector is today one of the most powerful drivers of economic

growth and development," said UNWTO Secretary-General Zurab Pololikashvili.

The best performing region for the year was the Middle East which registered a 10% spike, followed by Africa with 7%, and Europe and Asia at 6%.

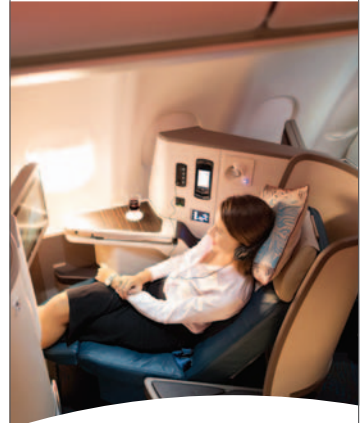
The region with the slowest growth was the Americas which only notched up by 3%.

The UNWTO is predicting a 3-4% increase for 2019 in line with the historical growth trend, driven down by uncertainty brought on by a global economic slowdown, Brexit, and trade tensions.

Emirates QF waiver

QANTAS has published a commercial policy for its customers affected by the cancellation of EK418/419 SYD-BKK-DXB from 01 Jun, and EK424/425 PER-DXB from 31 Mar.

Reaccommodation options are at qantas.com/agencyconnect.



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TravelCube to become Bedsonline

TRADE-FACING accommodation aggregator Hotelbeds Group today announced the migration of its TravelCube Australian customers onto its main platform, which is being relaunched with a new "Bedsonline" brand identity.

The move, foreshadowed last year (**TD** 12 Sep 2018) follows the acquisitions of GTA and Tourico Holidays by Hotelbeds in 2017.

Under the changes announced today, Bedsonline said it would present a "360 degree proposition designed to support the growth of travel agent customers worldwide," the company said.

A migration plan will shortly kick off to help shift TravelCube clients onto the Bedsonline platform, increasing the number of hotels available for booking to 170,000.

Over half of the portfolio is directly contracted, making the content "unique & competitively priced," while the offering will

feature 24,000 transfer routes, 18,000 activities and car hire.

The Bedsonline platform offers a "best-in-class" search engine designed specifically for the needs of travel agents, according to Carlos Munoz, MD Bedbank at Hotelbeds Group.

"Once again it gives me great pleasure to reiterate our commitment to supporting our travel agent customers globally as part of our strategy to innovate in the bedbank sector," he said.

"This new enhanced and consolidated offering will help all our partners boost revenues and profits by access to a greatly enhanced portfolio, improved functionality and increased chances to upsell high-yielding complementary travel services."

Bedsonline incorporates a range of TravelCube functions including improved payment options, operational support and loyalty rewards, the company said.

CATO crisis event

THE Council of Australian Tour Operators (CATO) has released program details for its Crisis Management Conference to be held in Sydney on 21 Feb.

The event will provide attendees with insight into what it takes to be a leader during times of crisis in the travel industry.

Hosted by former broadcast journalist Chris Urquhart, the conference will feature an opening address from Director of Crisis Management & Contingency Planning, from the Department at Foreign Affairs and Trade (DFAT), Leann Johnston.

The special guest speaker will be Major Garth Callender who managed extreme crises in the conflict zones of Iraq and Afghanistan.

The cost to attend the event is \$220 including GST for CATO members and \$275 including GST for non-members.

See **page nine** for more info.



Window Seat

SOME things in life you'd hope simply don't need to be said, however the rise of so called "volcano tourism" would perhaps suggest otherwise.

The surging flow of tourists rushing towards erupting volcanoes around the world is creating dangers for already stretched rescue services, according to the Royal Geographical Society.

The organisation recently published a study suggesting the rise in mobile phones had helped fuel the spike in "Volcanophiles".

A hot button issue we feel.



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Travel Daily

Tuesday 22nd January 2019

Lux Gold incentive

LUXURY Gold has released details of a new sales incentive which will see the winners score a trip to India.

To be eligible for a spot on either a 13-day Imperial Rajasthan or eight-day Essence of India journey, agents must sell a minimum of 15 guests on any India, Sri Lanka, Nepal or Bhutan Luxury Gold 2019 trip before 31 May 2019.

Spots on the Indian famils will be for the winner plus a guest.

For more information, call 1300 727 767 or [CLICK HERE](#).

Bali tourist levy?

BALINESE Government officials are tabling a proposal to impose a US\$10 levy on foreign tourists to help fund environment and cultural preservation projects.

The proposed tax would be collected either by being included in airline ticket prices or at special counters placed at airports.

Banyan in Le Club

THE majority of Banyan Tree Hotels & Resorts' branded properties have joined AccorHotels' loyalty program Le Club AccorHotels.

The deal sees 37 of the 48 properties that sit under the Banyan Tree Hotels & Resorts global network take part in the Le Club AccorHotels loyalty club.

To mark the launch, members can enjoy four times the rewards points for stays at Banyan Tree, Angsana and Cassia properties worldwide when they book before 24 Feb for stays until 14 Apr 2019.

Sea Life after-hours

SEA Life Nights is returning to Sea Life Melbourne, offering 18+ soirees with drinks and live music.

Tickets include a cocktail and canape on arrival with lounge bars set up in various locations serving drinks.

[CLICK HERE](#) for more.

Vale Peter Magraith

THE industry is mourning the passing last Fri of Creative Tours co-founder and industry professional Peter Magraith.

His life will be celebrated in the North Chapel of the Northern Suburbs Crematorium – 199 Delhi Road, North Ryde commencing at 11.15am on Wed 30 Jan.

Following the service family and friends will gather at his beloved Royal Sydney Yacht Squadron, 33 Peel, Street Kirribilli.

Wu agt mates rates

WENDY Wu is offering travel agents and their companions a 20% discount off the brochure land-only price of any of its brochured tour product under a year-round self-famil program.

The deal does not apply to the Tailor Made extension product or special departure tours and is valid for tours dep from 31 Mar.

Air NZ extends wi-fi

AIR New Zealand has extended free wi-fi services until the end of Mar following positive feedback.

Wi-fi is now available on 12 international aircraft, including six Boeing 777-200s, four Boeing 777-300s, and two A321neos which mainly fly trans-Tasman, US, London & Pacific ls routes.

MONEY

WELCOME to Money, TD's Tue feature on what the Australian dollar is doing.

AU\$1 = US0.715

THE Australian Dollar has softened slightly this week, with continuing pressure on China perceived as a risk to Australia's domestic economy.

Another factor behind the dip has been the decline in Aussie housing prices, highlighted by a report released on Mon that showed transaction volumes dropped dramatically in Dec.

Despite the AUD/USD falling to its lowest level since 09 Jan this week, it recovered to finish slightly down.

Meanwhile crude oil prices surged on the back of reports that there was a drastic reduction in the number of active oil and gas rigs in the US, decreasing by 21 to reach 852.

Wholesale rates this morning.

US	\$0.715
UK	£0.555
NZ	\$1.063
Euro	€0.629
Japan	¥78.50
Thailand	฿22.78
China	¥4.866
South Africa	9.898
Canada	\$0.951
Crude oil	US\$62.70

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North East India ramps up tourism



THE Australia India Travel and Tourism Council (AITTC) has signed a Memorandum of Understanding (MOU) with Northeast India Tour Operators Association (NEITO), which aims to boost Australian tourism to the country's north eastern states.

The signing, which took place on Fri by Madhushmita Khound, Secretary NEITO in Guwahati and Sandip Hor, Chairman of AITTC in Sydney, is a "major step to put North East India under the tourism radar in Australia", with attractions such as the Kaziranga National Park and Assam's Brahmaputra River Cruise "adding a new dimension to international tourism growth in India".

The MOU is designed to enhance destination knowledge among Australians and to facilitate the establishment of a suitable travel and tourism

connect between Australia and North East India.

Pictured are: Sandip Hor, Chairman of AITCC (front) with the AITTC team and Consul General at the signing the MOU in Sydney.

TIME Melb event

THE Travel Industry Mentor Experience (TIME) is kicking off the new year with its first Melbourne event for 2019.

Taking place on Tue 05 Feb at the Travel Corporation's rooftop in South Melbourne between 6pm-8pm, the event will welcome The Travel Corporation's People and Culture Leader, Graeme Richards, as well as renowned TIME mentor Peter Topping, who will address the group.

To secure a space at the event, [CLICK HERE](#).

A&K new website

LUXURY travel specialist Abercrombie and Kent (A&K) has launched an updated website, offering a "fresh new look" that uses bold colours to "promote a more intuitive user experience".

Navigation around the site has been streamlined, including the consolidation of menu items to direct users to areas of the online platform most frequently visited.

The site has also been optimised for use on mobile devices.

Other new additions include a range of handpicked accommodation choices with image galleries for each property, plus the option to search for holiday ideas by destination or travel style - view [HERE](#).

Jetstar Aussie sale

JETSTAR has launched a Celebrate Australia Sale, with a range of special deals on offer for travellers looking to explore some of the country's most popular destinations.

Passengers can secure flights from Sydney to Hamilton Island from \$87 one-way, Adelaide to the Sunshine Coast from \$79 one-way, Melbourne (Tullamarine) to the Sunshine Coast from \$79 one-way, and Brisbane to the Whitsunday Coast from \$58 one-way.

Jetstar's Celebrate Australia Sale is available to book until 11.59pm AEDT on Mon 28 Jan, unless sold out prior.

See jetstar.com for details.

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REGIONAL SALES MANAGER

Globus family of brands is looking for an experienced and motivated **Regional Sales Manager** to grow and manage our sales teams in **VIC/SA/NT/TAS/WA!**

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- Coaching and performance management of team
- Monitor sales activity and effort
- Recruit, hire, and develop sales team members
- Build and maintain relevant networks and relationships with travel industry professionals

WHO ARE WE LOOKING FOR?

- At least 5 year's experience in sales and marketing
- Exposure to managing sales teams
- Well-developed verbal and written communication skills
- Strategic thinking and forward planning skills

WHY GLOBUS

- Achievable but challenging and rewarding sale incentive scheme
- Collaborative, driven and supportive Sales team
- Fully serviced company car and all equipment provided

**Please note, this role is based in Victoria.*

To apply, send your resume and covering letter to hr@globus.com.au by Friday, 25 January 2019.

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Arrivals, departures down

ON-TIME arrivals for the month of Dec 2018 were reportedly lower than the long-term average performance across all Australian routes, according to the latest data released by the Bureau of Infrastructure, Transport and Regional Economics (BITRE).

Leading the airlines with the highest on-time arrivals was Qantas with 76.8%, followed by Virgin Australia at 74.7%.

Jetstar placed third with 68.3%, with Tigerair struggling in at 60%.

Regional airlines delivered stronger results, with Qantaslink recording 82.2% for on time arrivals, followed by Regional Express at 78.8%.

Virgin Australia Regional Airlines delivered a 77.3% on time performance for Dec.

Departure times across all major

Australian airlines was similarly down for the month, showing a rate of 83.8%.

Qantas delivered the highest on time departure rate across the airlines at 77.9%, with Virgin Australia trailing at 76.4%.

Jetstar placed third with 66%, and Tigerair Australia reported a low 59.8%.

Tigerair Australia also had the highest numbers of cancellations in Dec, with 6.7% of its flights canned over the month.

Jetstar experienced a 4.8% cancellation figure, while Virgin Australia and Qantas cancelled only 2.9% and 2.6% of flights respectively.

Australian regional airlines reported the least number of cancelled flights, delivering figures of just 1.5%.

Living the LEGO pirate life



LEGOLAND Florida Resort is set to welcome its newest property when the Pirate Island Hotel opens its doors in the northern spring of 2020.

The pirate-themed hotel, **pictured**, will be connected to the existing LEGOLAND Hotel and located close to the main entrance of the theme park.

The new five-storey, 150-room property will offer a pool and pool deck, hundreds of LEGO models, new family-friendly

character experiences along with a pirate-themed restaurant, LEGO play pits and a lobby and bar for the parents.

Each room also features daily in-room LEGO treasure chests and treasure hunts, LEGO pirate decor, treasure map headboards and boat-shaped bunk beds.

The opening of Pirate Island forms part of the theme park's continued expansion, which also includes THE LEGO MOVIE WORLD opening later in 2019.

Aurora Exp events

TO CELEBRATE its new 2020/21 program, Aurora Expeditions is launching a series of trade events designed to showcase the brand's "diverse mix of new and exciting itineraries".

Guests will also have the chance to meet co-founders Greg and Margaret Mortimer at the educational sessions.

The events will take place in **Sydney** on 30 Jan, **Perth** on 06 Feb, **Gold Coast** on 12 Feb, **Brisbane** on 13 Feb, **Melbourne** on 13 Feb, **Newcastle** on 20 Feb and will wrap up in **Adelaide** on 20 Feb - click on a city to RSVP.

Aus cultural group

A COLLECTION of Australian cultural tourism attractions and museums have banded together to showcase a range of behind-the-scenes cultural experiences.

Cultural Attractions of Australia will provide a single point of contact for travellers, trade partners and media and offers a range of tour options, including an after-hours tour of the National Gallery of Victoria.

For more info, **CLICK HERE**.

Canada Corroboree 2019



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BNE 05 Feb
MEL 06 Feb
ADL 11 Feb
SYD 12 Feb

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Globus family of brands is on the hunt for a target-driven and energetic **BDM** to grow and manage our sales portfolio in the **SA/NT region!**

PRIMARY JOB DUTIES

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

WHO ARE WE LOOKING FOR?

- At least two year's experience in a sales and marketing environment (in Travel or Tourism)
- Comprehensive knowledge of using a CRM System
- Well-developed verbal and written communication skills

WHY GLOBUS

- Achievable but challenging and rewarding sale incentive scheme
- Collaborative, driven and supportive Sales team to help you
- Fully serviced company car and all equipment provided

To apply, send your resume and covering letter to **hr@globus.com.au** by Friday, 25 January 2019.

GLOBUS **COSMOS** **MONOGRAMS** **AVALON WATERWAYS**

Eurowings addition

EUROWINGS from 01 May will operate new direct flights between Munich and Berlin/ Tegel, Germany.

A Eurowings Airbus A319 will service the new routes & operate four times a day on weekdays and three times daily on weekends.

Flights can now be booked from €34.99 (A\$60) one way.

Aussies' fear trends

MORE than one in five Aussies (22%) reveal their biggest travel fear is getting sick while away, followed by losing belongings or a passport (20%), and having to come back home unexpectedly (12%), according to a recent survey of 1,000 Australian travellers commissioned by InsureandGo.

The findings also revealed that only 5% of travellers feared losing their family or a member of their group when travelling.

Hyatt cartoon hotel

HYATT Regency Zhenjiang in China has officially opened its doors, offering a selection of Totoro cartoon-themed rooms and accessories.

The hotel features the "Forest" King room and "Totoro Dream" Twin room, each with colourful wall murals which depict Totoro and friends, along with sisters Satsuki and Mei, on various adventures.

Guests can also play in their personal Totoro wonderland with Totoro teepees, an alarm clock and soft toys.

Maldives safe zones

SAFE zones for swimming will soon be established in the Maldives following the drowning of a newlywed Filipino couple, the *ABS-CBN News* has reported.

The couple drowned off Dhiffushi island while snorkelling.

Tourism Minister Ali Waheed said "authorities will work together with island councils toward this effort to ensure that the Maldives would be a safe travel destination".

AFTA UPDATE

from Jayson Westbury



IT DOES seem that 2019 is well and truly up and running, and with this positive thought comes

the announcement of the opening of nominations for the 2019 National Travel Industry Awards (NTIAs).

This year sees the introduction of the CATO Awards, which will form an important part of the award category development recognising travel consultants who are tuned into the multitude of quality travel products offered by CATO members, but also enable the NTIA to come together as the travel industry incorporating in partnership the important role CATO members play in the Australian travel ecosystem.

As with every year, AFTA has ensured that the categories on offer are in keeping with the industry landscape and via the now tried-and-tested advanced assessment & judging process, has confirmed a new level of integrity and probity into the process.

This ensures all those travel businesses and people who elect to take part, do so in the knowledge that the industry body in collaboration with all the industry players has designed a system that can be relied upon.

With the continued support of so many wonderful long-standing and new sponsors, I am sure 2019 will once again be the industry awards program and gala event that the Australian travel industry

wants and deserves.

We are in for a good year, and I continue to feel positive about the travel market despite the various political elections that will be contested this year in Australia.

Brexit is a clear demonstration of just how mad a country can become and how confusion, disagreement and disunity can pull a country apart, not least of which from a travel industry perspective.

It must not be a nice time at all for businesses trading in the UK as uncertainty breeds deterioration in consumer confidence and we all know low consumer confidence equals a downturn in travel.

I am sure that we all hope that the British Parliament can find a way to agree over the coming weeks to a plan that they can implement and provide the confidence and direction that the British people need, and the rest of the world for that matter.

Australia has strong connections to the UK and I am sure our own Trade Minister is working hard to ensure that relations with the Brexit UK serve the mutual benefit of both Australia & the UK.

It is an extremely interesting political conundrum and I find it fascinating.

Despite Brexit, I wish all those would-be nominees for NTIA 2019 all the very best of luck & I can't wait to see how this year's awards celebrate all the good things about the Australian travel industry.

More info **HERE**.

Trafalgar 10% sale

TRAFALGAR'S 10% early payment discount for Europe & Britain 2019 trips is coming to an end on 31 Jan.

The deal includes the operator's top trending destinations such as London, Ireland, Croatia, Spain, Italy and Scandinavia.

To find out more information on the offer, **CLICK HERE**.

AF serves Michelin

TRAVELLERS in Air France's (AF) Business class cabins through to Mar will be treated to a new menu created by "the world's most Michelin-starred female chef" Anne-Sophie Pic.

The menu features pollock with creamy black rice, butternut and coconut curry sauce and beef cheek in a coffee marinade.

WIN UP TO \$1000 by vlogging

To celebrate the Aussie summer, *Travel Daily* is joining Vloggi, the world's simplest video blogging platform to give readers Westfield shopping vouchers valued at \$1000 (1x \$500 and 2x \$250) and 10 movie vouchers.

Simply create 10-second video blogs using the Vloggi app. The videos that best encapsulate the summer spirit win. The content is up to you – a funky place, a great place to eat or stunning views.

Download the Vloggi app, which automatically compiles video clips into 10-second microvlogs. Or join multiple vlogs together into longer stories via the Vloggi website. Visit summervlogs.com to learn more and for T&Cs.

VLOGGING TIP 2 - Caption: What makes a great video blog is the combination of a caption and video. Tell the viewer what is going on.





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You'll love working close to home at this Northern Beaches travel wholesaler who manages special interest groups around the globe. An ideal role for those with experience who want to move away from consulting and focus on operations & logistics. **Call Susan or Click [HERE](#)**

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CATO

Council of Australian Tour Operators

Crisis Management Conference

Thursday 21st February 2019

In the event of a major incident involving your clients do you know how to respond in an effective manner?

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