

Ψ
up to
30% off

2020
sun & snow
destinations

3 days
unlimited
offer

2020 sales now open

SUPER EARLY BIRD
BEST OFFER GUARANTEED

TRAVEL 1 NOVEMBER 2019
TO 30 APRIL 2020

Ψ
7 nights from
\$2,660p¹
was 3,127pp
SAVE UP
TO 30%

**NEW! Club Med Alpe d'Huez,
FRENCH ALPS**

Ψ
7 nights from
\$2,060p¹
was 2,940pp
SAVE UP
TO 30%

**RENOVATED! Club Med Sahoro
JAPAN**

Ψ
7 nights from
\$1,770p¹
was 2,212pp
SAVE UP
TO 20%

**NEW! Club Med Miches Playa Esmeralda
DOMINICAN REPUBLIC**

Ψ
7 nights from
\$2,375p¹
was 3,360pp
SAVE UP
TO 30%

**Club Med Kani,
MALDIVES**

MORE INFO & SALES TOOLS >



Club Med Ψ

EURO-DRIVE

Drive throughout Europe
with **7 free days**
and more*



*Conditions apply



See deals

CREATIVE CRUISING



Book. Deposit. Win.
See you in NYC.

You could be sipping
Manhattans in Manhattan.
Book now for a chance to
win a 4 night Spotlight on
New York tour for two with
Collette & vouchers towards
your airfare.

creativecruising.com.au



BOOK NOW

Silversea's world expedition

SILVERSEA Cruises has announced it has added two world cruises to its portfolio, including the first expedition world cruise on board its *Silver Cloud* vessel.

The 2021 Expedition World Cruise, which is set to take place over 167 days, sets sail from Ushuaia, Argentina, on 30 Jan, 2021 journeying to Antarctica's "highlight" destinations before cruising to Tahiti, Easter Is, & Fiji.

The ship will also make stops at remote locations in Vanuatu, the Solomon Islands and Papua New Guinea, before its Australian arrival in Cairns.

Guest will then have the chance to explore the Kimberley Coast before heading to Singapore,

Sumatra, Sri Lanka and India.

"Building on our already remarkable world cruise offering, Silversea will become the first ever cruise line to launch an expedition world cruise in 2021," said Silversea Cruises CEO Roberto Martinoli.

"This momentous voyage is the result of 10 years of experience and industry-leading knowledge - qualities which enable us to unlock remarkable travel experiences for our guests and have contributed to our reputation as the industry leader."

Silversea is also offering a 2021 World Cruise on board *Silver Whisper*, which is set to visit 54 ports across a 150-day, 34-country itinerary.

For more information on both cruises, **CLICK HERE**.

30% off Sun&Snow

CLUB Med is today promoting its 2020 earlybird deals to a range of global destinations including France, Japan, Dominican Republic and the Maldives.

Guests can save up to 30% on travel between 01 Nov 2019 and 30 Apr 2020.

For more, see the **cover page**.

Today's issue of TD

Travel Daily today has six pages of news, a front cover page for **Club Med**, plus full pages from:

- One&Only Palmilla
- AA Appointments jobs
- Tauck

LUXURY TRAVEL

APT

Live Fully



Vietnam & Cambodia
River Cruising 2019

13 days from \$5,995*
per person, twin share

Your clients can Fly Free +
Free Suite Upgrade*

LEARN MORE

*T/C'S Apply

ReadyRooms BINGO!

53 prizes are up for grabs, including Trip Dollar\$, Accommodation in the Maldives, Spa Vouchers, Google Home Mini's and more!

Visit: www.qhv.com.au for how to play and win

*Conditions apply, available at www.qhv.com.au



50°NORTH
NORDIC DESTINATION
SPECIALIST

HURTIGRUTEN

HURTIGRUTEN EARLY BIRD
SPECIALS
&
BONUS 3% COMMISSION
BOOKING WITH US

Book: Jan - Mar 2019
Travel: Apr - Dec 2019

50 Degrees North offers live
availability, best rates available and
instant confirmation

info@fiftydegreesnorth.com
03 8682 8905

travel counsellors



THERE IS A BETTER WAY TO SELL TRAVEL.

Change your life. Call now... 1300 889 123

Visit: recruitment.travelcounsellors.com.au/opportunities

Apollo reshuffle

APOLLO Tourism & Leisure has announced changes and additions to its global senior management team, in support of the company's "growth strategy to become the global RV solution".

Brian Gronberg will retire from President and CEO of Apollo North America and join the Apollo Advisory Board, while Kelly Shier will move from COO & CFO Apollo North America into the role of President North America.

Additionally, Chris Rusden will join as COO-Retail from 04 Feb; Scott Fahey will be appointed to COO-Rental; Daniel Kunzi, previously the Apollo Rental Sales Manager, will move to Germany as GM-Europe from late Feb; and Keith Charlton will assume the role of President Europe/UK.

ANA takes a PAL stake

ANA Holdings, parent company of Japan's largest airline All Nippon Airways (ANA), is set to invest US\$95m in PAL Holdings, the parent company of Philippine Airlines Inc (PAL) and acquire 9.5% of PAL Holding's outstanding shares.

The deal is part of ANA Group's strategy to expand its international group network, which it tipped as "its main growth pillar".

The group is also working to strengthen its partnerships with foreign airlines to provide "further convenience to its pax".

"Asia is a key growth market and we believe Philippine Airlines is in an excellent operational position to capitalise on both the strong uptick in air traffic growth

Win \$1000 shopping vouchers for your summer videos
Visit summervlogs.com. Conditions apply

vloggi
Earn cash from your travel vlogs
Every 10-second Vloggi you make could earn you at least US\$10 when licensed for re-use

as well as the vibrant, expanding Philippine economy," said ANA Holdings President and CEO Shinya Katanozaka.

Additionally, the investment marks an era of growth for PAL, which has embarked on an expansion program that has seen its fleet and network grow to almost 100 aircraft and 80 destinations in four continents.

"We are honoured and excited that a premier airline group such as ANA has decided to purchase shares in PAL Holdings," said PAL Holdings President Jaime J. Bautista, who added "the Philippines and Japan have a long-standing relationship with complementary strengths".

Tauck incentive

AGENTS can experience a free Tauck river cruise when six or more passengers are booked.

Alternatively, agents who book 20 passengers or more go in to earn a Tauck land journey.

Find out more on [page nine](#).

The Regent Suite

REGENT Seven Seas Cruises has released details of its "most luxurious residence", to be on board *Seven Seas Splendor* when she sets sail in Feb 2020.

The 412m² suite features a personal sauna, steam room and treatment area with unlimited spa treatments, 270° views over the ship's bow from the 120m² wraparound balcony, and a glass-enclosed solarium.

Regent said the suite was nearly twice as large as the average Australian home and 20 times larger than the average cruise ship stateroom.

A stay in the Regent Suite comes at an all-inclusive US\$11,000 (AU\$15,289) per night based on double occupancy.

The Regent Suite is already sold-out for nearly all of *Seven Seas Splendor's* 2020 inaugural season.

TIME scholarship

COVER-MORE Travel Insurance is fully funding a place in the 34th Travel Industry Mentor Experience's (TIME) intake.

The TIME program's fees cover six months of dedicated, tailored mentoring from a senior industry professional.

Applications for the intake close on 11 Mar - more [HERE](#).

The Great
AUSTRALIAN
Sale

Over 100 Years of Magical Memories

Earn up to \$100 in Gift Cards by booking with AAT Kings!

AATKings

exodus travels
global adventures since 1974

Book now and **save \$200** off all destinations

Call us on 1300 130 798

CLICK HERE



The most convenient and affordable way to travel throughout **South America**



Sit down with Darrell Wade and read about Intrepid's beginnings to now in the February issue of *travelBulletin*.

CLICK to read
travelBulletin



Royal record results

ROYAL Caribbean has posted its US GAAP Net Income for the full year 2018, coming in at a record US\$1.8 billion.

Results of the same period in 2017 came in at US\$1.6 billion, showing an increase of US\$200 million in the 12-month period.

Gross yields were up 3.8% in constant currency, with net yields up 4.4% constant currency.

Company shares are expected to increase up to US\$10 in 2019.

Qantas tops up points

QANTAS has introduced a new feature to its Frequent Flyer Wellbeing app that rewards members with bonus points for "developing healthy lifestyle habits" while they sleep.

The "Sleep Health Challenge" aims to incentivise Frequent Flyer members by offering Qantas points when they limit their screen time before bed, develop regular sleeping patterns and understand healthy sleep practices.

To earn the bonus points, users must download the Wellbeing app from the app store, set their bedtime routine, and put their phones down at least 30 minutes before they go to sleep, not touching it again until they wake the next morning.

Five points will be awarded each time a user successfully records their sleep data.

Users can also earn an additional 20 points for taking part in the Qantas Sleep Quiz, which includes a 10-question guide with tips about how to

maximise sleep drive, plus info on how diet and exercise can affect sleep and the body clock.

Qantas Loyalty CEO Olivia Wirth said Qantas Frequent Flyer is the first airline loyalty program to offer points for something as simple as sleep.

"There's a big opportunity for us as a health insurance provider to promote health and wellbeing among customers and demonstrate the value of preventative health management," Wirth said.

"The Qantas Wellbeing app has been downloaded over 400,000 times and uses Qantas Points to inspire hundreds of thousands of members to lead more active lifestyles...we hope to see the same impact for adopting healthier sleep practices."

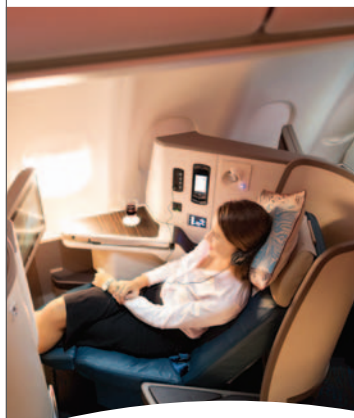


Window Seat

AS WE are all aware, a landscaped hotel garden just isn't complete until it has a neatly clipped hedge, a tidy path, and a giant Boeing 747-400 parked near the pool.

The Corendon Village Hotel in Amsterdam understands this core design concept all too well, recently signing off on the delivery of a former KLM aircraft in order to create the "Corendon Boeing 747 Experience" on its grounds.

Sure hope the idea takes off.



Memorable journeys

At SriLankan Airlines Business Class, we transform every journey into a luxurious experience. Immerse yourself in luxury onboard our A330-300 Aircraft, flying daily non-stop from Melbourne to Colombo.

srilankan.com

DriveAway rebrand

SELF-DRIVE specialist DriveAway Holidays has refreshed its brand, with a simplified name and new tag line to reflect its "unique way of doing business".

The company now goes by the name DriveAway, with the tagline "Discover the difference" encompassing the company's three focus areas: Excellent Customer Service, Wide Choice, and Right Outcome.

For more information on the DriveAway brand, visit its updated website **HERE**.

**REGISTRATION FOR
AFRICA'S TRAVEL
INDABA 2019 IS
NOW OPEN**

REGISTER NOW

**AFRICA'S
TRAVEL
INDABA**

**2020/21 Voyages and
early bird offers out now!**

Find out more

aurora
expeditions



**Save
up to
25%***

* Conditions apply

Intrepid family trips

INTREPID Travel has released its new range of family trips for 2019, featuring destinations such as Morocco, Turkey, and Spain.

Highlights include a 10-day family adventure to Morocco, where families will visit Fes and Marrakech and will also have free time to see the spice markets, priced from \$1,220 per adult, twin share and \$1,098 per child, twin share.

Additionally, the 10-day trip to Turkey features Cappadocia, a boat trip around Kekova and Istanbul, priced from \$1,220 per adult, twin share and \$1,098 per child, twin share.

"Families are growing increasingly curious and confident to visit more "exotic" destinations, like Turkey and Morocco with kids, which may be difficult to arrange on your own due to language barriers," said Dyan McKie, Intrepid Travel's Family Product Manager.

Westin Perth sold

MALAYSIAN-OWNED YTL Corporation has purchased The Westin Perth for more than \$200 million, according to the *Australian Financial Review*.

The sale of the 368-room luxury hotel is "one of the biggest hotel sales in the WA capital".

Marriott International will continue to manage the property.

US flights grounded

US AIRLINES have cancelled over 1,000 flights scheduled for Tue and Wed this week due to snow, heavy rain and other severe weather, according to flight-tracking site *Flightaware.com*.

Delta, American Airlines, United Airlines and JetBlue Airways are waiving date-change fees for travellers affected, and Southwest Airlines said it wouldn't charge travellers booked in and out of selected US airports the fare difference to fly at a later date due to the weather conditions.

Caribbean dreaming



UNITED Airlines and Princess Cruises recently treated a group of 13 agents from the Helloworld Travel branded and associated networks to a Caribbean Learn and Cruise famil on board Princess Cruises' *Regal Princess*.

The trip kicked off with a United Airlines *Dreamliner* flight from Sydney to Miami via Houston, where the group enjoyed the hospitality in Economy Plus.

After two nights exploring the city, the group then set sail from Fort Lauderdale to the Caribbean, where they visited St Thomas and St Martin in the US Virgin Islands.

Pictured back: Shaun Kavanagh, Princess Cruises; Amy Strong, HLO

Strathpine; Amanda Doonan, HLO; Sharlene Vagg, Eastern Hill Travel; Sarah Pogson, Figtree Travel Centre; Natalie Likht, Rose Bay Travel; Belinda Condon, United Airlines; Dianne Cook, Sylvania Travel & Cruise; Edwina James, RACT Travel Launceston; Cherie Hallihan, HLO Cranbourne; Kirin Greenland, Globenet Travel; Jackie Capuano, HLO Lake Haven; Rebecca Hawkless, HLO Carousel & Kristie Bull, Warrnambool Travel.

Middle row: Karina Zamora, HLO Corrimall; Emma Bruce, Kadina Travel and Caitlin Brown, Phil Hoffmann Travel Gawler.

In the front: David Craven, Princess Cruises.

**WEEK 3
ENDS THIS SUNDAY**



DISCOVER EUROPE WITH NORWEGIAN

WIN

1 OF 5 WEEKLY PRIZES

Plus

ENTER WEEKLY TO WIN THE
MAJOR PRIZE

OVER \$5,000 IN PRIZES

ENTER NOW



NORWEGIAN
CRUISE LINE®

Feel Free™

Outrigger rebrand

OUTRIGGER Enterprises Group is transitioning its official brand name to Outrigger Hospitality Group to "provide the brand clarity and structure for strategic growth" of its domestic and international collection.

The company's President and CEO Jeff Wagoner said "The evolution to Outrigger Hospitality Group is a bold beginning for 2019 that bridges our company's 70-year legacy of hospitality with a brand strategy centered on delighting today's modern, conscious traveller".

"Our objective under this new name is simple: to be the premier beach resort brand in the world," said Wagoner.

Emirates vegan Jan

EMIRATES served over 20,000 plant-based meals in Jan, with the airline seeing a 40% increase in onboard requests for vegan meals during the month.

Jan is known to vegans as "Veganuary", a month which aims to encourage veganism.

The airline has revealed that vegan meals rank as the third most commonly requested special meal in Economy class.

Cathay new menu

CATHAY Pacific is rolling out a new "Hong Kong Flavours" dining series across all its cabin classes to be available from Feb-Apr.

Highlights of the First class menu include braised abalone with flower shiitake and choy sum-layered bean curd, while Business class passengers can choose dishes such as roasted duck with lai fun rice noodles in soup and Hong Kong-style milk tea pudding with tapioca pearls.

In Economy class, passengers can opt for steamed halibut with Tai O preserved mustard greens and steamed jasmine rice.

Victory's first two

VICTORY Cruise Lines has released the line's first two itineraries since it was acquired by American Queen Steamboat Company (**TD** 13 Nov).

Victory Cruise Lines will begin its season in May with a 10-day Great Lakes Grand Discovery sailing on *M/V Victory I* between Toronto and Chicago, with the first departure on 13 May.

M/V Victory II will operate a 10-day French Canada and Great Lakes itinerary between Montreal and Detroit beginning 28 May.

YLG rocking out in Sydney



YANKEE Leisure Group (YLG) CEO Frank Marini is in Australia this week to help the newly established Railbookers team (**TD** 02 Oct 2018) kick off what is expected to be a gigantic 2019.

Marini, pictured above left with the team including local Director Tammy Marshall and Head of Sales & Marketing Narelle Ross, told **TD** business was strong across the company's portfolio which includes Amtrak Vacations and a range of independent rail holidays under the Railbookers brand in Europe, Canada & more.

Popular new Amtrak Vacations product includes trips taking in multiple US National Parks, as well as rail journeys originating in new non-stop aviation gateways such as Houston, while bookings are also strong for Canada trips.

In Europe the Railbookers product is resonating with the river cruise market as a perfect pre- or post-voyage complement, while Switzerland rail packages

are a standout, he said.

Marini also highlighted some fascinating trends, with many clients booking as much as 18 months ahead of departure, in contrast to others who are having their agents organise trips with as little as three weeks' notice.

The company is aiming to boost awareness of its unique product among Australian agents.

"Nobody else is doing purely rail independent holidays," Marini said, promising to take the hassle out of rail bookings by accepting long-dated reservations and handling all currency fluctuations.

The company also has thousands of directly contracted accommodation options which it packages up with rail in the US, Canada and across Europe.

The fledgling local operation is also set for growth, with Marini searching for new, larger premises during this week's trip.

For more info call 1300 938 534 or see railbookers.com.au.



Adventure Specialist / Consultant Full Time (North Sydney Base)

Tucan Travel is a leading Adventure Travel tour operator/wholesaler and we are looking for an enthusiastic, passionate, experienced, self motivated and dynamic person to fill the position of Adventure Travel consultant in our Sydney office.

This is an exciting and rewarding job for anyone who is passionate about interesting and adventurous destinations with a strong focus on Latin America. The job will involve specialist consulting on worldwide adventure products, dealing with both travel agents and direct clients and ensuring a high level of customer service is maintained.

The ideal candidate will have prior sales and consulting experience in the travel industry, be well travelled, have a passion for adventurous destinations, able to demonstrate ability to drive and improve sales, have good communication and computer skills and want to work in a relaxed and friendly environment.

If you are interested the above position please send your CV to todd@tucantravel.com. Only applicants with industry experience and a resident of Australia will be considered.



**Mumbrella
TRAVEL
MARKETING
Awards**

**THE DESTINATION FOR
TRAVEL'S BEST MARKETING**
FIRST ENTRIES DUE FRIDAY

Thursday 31st January 2019

Meriton Suites Carter opens



MERITON has announced the opening of the Meriton Suites Carter Street, Lidcombe, offering accommodation for sporting enthusiasts and concert goers attending the Sydney Olympic Park precinct.

The property features one-, two-, three-bedroom and family-sized four-bedroom suite options, all of which offer guests free high-speed wi-fi and a large LED TV with 24 Foxtel channels.

All suites also include a fully-equipped kitchen, internal laundry, and a separate living and dining area.

"This new property features chic, designer-inspired furniture, with fresh tones and polished interior details that reflect not only the global five-star trends but also what our guests now expect from our hotels" said Meriton Suites Group General Manager Matthew Thomas.

The hotel also offers a range of amenities such as a heated swimming pool, spa, sauna and fitness centre.



Meriton Carter Suites, Lidcombe's four-bedroom City Penthouse provides a floor plan spanning two levels, geared towards clients such as large families or a group gathering.

The luxury space is furnished with a private rooftop terrace.

Pictured: The living area of a room and **inset** is a bedroom.

Jetstar Japan sale

JETSTAR is running a "Fly to Japan, Return for Free" sale, which can be accessed when outbound flights to Tokyo (Narita) or Osaka are booked.

Fares include Cairns to Tokyo from \$299, Sydney to Tokyo (Narita) via Cairns from \$498 and Melbourne to Osaka from \$466.

APPOINTMENTS



WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **Travel Trade Recruitment**.

If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.



Giles Gilbert has returned to **Malaysia Airlines**, stepping into the role of Regional Manager for Australia and New Zealand. His experience spans 25 years, with 15 years spent working in various roles at the airline.

Richard Branson's private establishment **Necker Island** has welcomed **Simon Dyer** to the role of Head Chef. He brings more than 15 years' experience working in fine dining, including under Gordon Ramsay.

The Ritz-Carlton Bali has appointed **Emmanuel Nelo** as its Director of Operations. He has worked at the Ritz-Carlton group since 2006, holding titles such as Banquets Supervisor, and Director of Banquets.

Travel platform **TripActions** has appointed **Daniel Finkel** as its new Vice President of Booking Experience and Strategy. Finkel arrives from Expedia Group, where he was in charge of leading strategy & business development across a wide range of areas including air and lodging.

Hurtigruten has welcomed **Robert Cao** as Global Director, Charter & Incentive Sales. In his new role, Cao will be responsible for the sales and operation of full ship charters.

Shangri-La on Ctrip

SHANGRI-LA Hotels has signed a deal with digital travel platform Ctrip in a move to better connect its hotels and resorts with Chinese travellers.

"By partnering with Ctrip, we'll work with their robust network of resources to help broaden the distinctive experiences Chinese travellers are increasingly looking for," said Shangri-La President and COO Oliver Bonke.

New Heritage ship

HERITAGE Line has launched a new vessel to sail Ha Long Bay in Vietnam that specialises in wellness-themed two- and three-day voyages.

Called *Ylang*, the vessel has 10 suites as well as spa treatment areas, yoga rooms, a jacuzzi pool on the terrace deck and an Indochinese-styled restaurant.

The maiden voyage will take place 17 Aug, with earlybird discounts of up to 20% available.

Hilton Las Vegas

HILTON has announced that Virgin Hotels Las Vegas will join its upscale Curio Collection by Hilton portfolio in 2020.

Prior to joining the network, the hotel will undergo an extensive renovation to become the first for the Curio Collection in Las Vegas.

The 1,500-room property will feature updated meeting spaces and reimaged pool areas.

"Virgin Hotels Las Vegas will reflect a new take on what it means to be a Las Vegas hotel and provide guests and locals alike a one-of-a-kind experience," said Curio Collection by Hilton Global Head Mark Nogal.

LAX record pax

LOS Angeles International Airport (LAX) reached a record 87.5 million passengers in 2018.

Top int'l source markets included London, Mexico City and Seoul, while NY and San Francisco were top domestic sources.

LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?

[CLICK HERE FOR THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY](#)

Travel Daily

www.traveldaily.com.au

Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Editor – Jasmine O'Donoghue

Contributors – Adam Bishop, Sarah Fairburn, Anastasia Prikhodko, Jenny Piper, Christian Schweitzer
info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan, Hoda Alzubaidi and Lisa Martin
advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper
accounts@traveldaily.com.au

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

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

CRUISE
WEEKLY

travelBulletin

business events news

Pharmacy
Daily

Travel Daily is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of *Travel Daily* no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

The vivid colours of Mexico.
The art of pure indulgence.

Only here



Stay a little longer with complimentary nights on us

Once your adventure at One&Only Palmilla begins, you'll never want it to end — that's why we're giving you extra nights. Pay for three nights and enjoy the fourth night on us. Or, pay for five nights and we'll make it seven.

One&Only

PALMILLA

Los Cabos

oneandonlypalmilla.com



www.aaappointments.com.au

AA Appointments Australia turns 20 this year and we sincerely thank you for allowing our team the opportunity to assist you with your recruitment needs.

You can help us celebrate this milestone at the NTIA.

Please **NOMINATE AA APPOINTMENTS**

Category 31: Best Agency Support Service

<https://www.surveymonkey.com/r/2019NominationSupplierCat>

Want your career search handled confidentially? Call the experts!

SALES & STRATEGY

**STRATEGIC SALES MANAGER
SYDNEY- \$100K BASE PLUS COMMS**

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Positioned in Sydney you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100K plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

TIME TO MOVE UP THE LADDER

**CORPORATE TEAM LEADER – PREMIUM BRAND
SYDNEY - \$90K PACKAGE**

Ready for your next step up? Working for a premium global brand, you will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and strong travel industry knowledge required. Working in the CBD you will enjoy a strong base salary. Career progression is another huge reason for applying. Interviews commencing in the next two weeks.

DEVELOP A SALES TEAM

**REGIONAL SALES MANAGER
MELBOURNE- STRONG PACKAGE \$85K BASE PLUS PLUS**

Are you looking for a step up this year? We have a rare opportunity based in Melbourne for an experienced sales manager that is looking to manage across multiple states.

You will have three BDM's reporting into you across Australia. This is a reputable brand that you will love to represent. A strong base salary up to \$85K plus a very strong bonus scheme, fully maintained vehicle and all tools of trade are included.

ON THE ROAD AGAIN

**BUSINESS DEVELOPMENT MANAGER
ADELAIDE- UP TO \$65K + CAR + BONUSES**

If you're well connected within the SA travel market and looking for a first class product to represent – don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package, car & benefits on offer.

WORK FOR A LEADER

**SENIOR ACCOUNT MANAGER
MELBOURNE- \$100K PLUS PLUS**

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Melbourne. This is a company that has seen huge success and growth over the last few years and truly values their employees. With a supportive manager and strong brand - you won't be disappointed. Paying up to \$100K as a base plus bonuses and super on top.

INSPIRING ROLE

**BUSINESS DEVELOPMENT MANAGER
NSW – STRONG SALARY PACKAGE**

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring in new business. Strong salary + commissions. If you have an interest in sporting, music or culture this could be the role for you, based in the western suburbs.

CORPORATE IN THE TOP END

**SENIOR CORPORATE TRAVEL CONSULTANT
DARWIN- \$75K++**

Unique senior corporate travel consultant opportunity available now in Darwin. Working on this challenging and interesting account no two days will be the same as you book international and domestic travel plans. Enjoy a rewarding salary package along with the opportunity to move up the ladder through the comprehensive training and development programs in place. Previous corporate travel consulting experience is a must.

TAKE CHARGE

**RETAIL TRAVEL TEAM LEADER
BRISBANE – \$85K PKG + BONUSES**

Come and lead this small retail travel team. As a hands on manager you'll know the secrets of closing a sale and be able to motivate and inspire your team to achieve strong results. Working for a reputable and highly respected travel brand you'll enjoy a strong base salary + commission, ongoing career development opportunities, access to five star famils and more. Previous travel management experience is a must.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

Book TAUCK & you travel for free

AGENT INCENTIVE

Earn a **FREE# TAUCK RIVER** cruise when you book 6 pax **OR**

Earn a **FREE# TAUCK LAND** journey when you book 20 pax.

[FIND OUT MORE](#)

#conditions apply

FREE CLIENT INFORMATION EVENTS

Our commitment to delivering exceptional experiences and life changing moments are qualities that we believe you would be interested in learning more about. Therefore we would like to invite you and your clients to join us as we take you on a journey of discovery at an exclusive event.

TAUCK 

Brisbane

Tuesday 27th February 2019

Melbourne

Wednesday 28th February 2019

Sydney

Tuesday 5th March 2019

[REGISTER HERE](#)