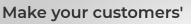
Travel Daily First with the news

Friday 8th November 2019



dreams come true!

Fly Free travel offer on now.*



TripAdvisor China

TRIP.COM Group and TripAdvisor have announced a strategic partnership to expand global cooperation, including a joint venture and global content, and governance agreements.

The partnership will see the launch of TripAdvisor China, with Trip.com Group subsidiary Ctrip Investment Holdings entering into a joint venture with TripAdvisor subsidiary TripAdvisor Singapore, and Trip.com Group to become the majority shareholder of the new enterprise.

The cooperation will also see selected TripAdvisor content distributed on major Trip.com Group brands, including Trip.com, Ctrip, Skyscanner and Qunar.

Trip.com Group will also gain one seat on the TripAdvisor board, and acquire 6.95 million TripAdvisor shares, upon the transaction's approval.

Acclaim to Ireland

TRAFALGAR'S annual Acclaim agent incentive will travel to Ireland in 2020, with a focus on exploring the brand's JoinTrafalgar initiatives, with agents to receive VIP treatment, with Trafalgar Chief Executive Gavin Tollman reinforcing the importance of responsible travel.

"Responsible travel is not a passing fad, it's essential...we have the responsibilty to ensure the places we love and culture we experience are available for future generations to enjoy too."

Hurtigruten christening

HURTIGRUTEN'S battery hybrid powered cruise ship, Roald Amundsen, is now the first ship to have been named in Antarctica.

The ceremony took place Thu morning local time, in Chiriguano Bay, Brabant Island, attended by crew and guests from over 20 countries.

Instead of the traditional champagne bottle used for christenings, godmother Karin Strand revived a ritual invented by Norwegian explorer and the ship's namesake Roald Amundsen, smashing a chunk of ice against the hull.

"I am truly honoured to share a historical moment like this with likeminded explorers and colleagues, dedicated to exploring our oceans in a more sustainable way," said Strand, who declined the traditional offer of a gift for the godmother, instead insisting on a donation to be made to the Hurtigruten Foundation.

"We could not think of a better location than Antarctica to name a truly unique ship like MS Roald Amundsen," said Hurtigruten Chief Executive Officer Daniel Skjeldam.

"Hurtigruten is pushing borders,

Today's issue of TD

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

- Helloworld Travel
- Travel Trade Recruitment

challenging the industry, and keeps pushing towards a greener and more sustainable operation.

"As Roald Amundsen was the symbol of a new era of exploration. MS Roald Amundsen is the symbol of a new era in the cruise industry.

"We want to use this first ever Antarctica naming ceremony to pay our respects to our oceans, the environment and past and present explorers."

After completing the 2019/2020 Antarctica season, Roald Amundsen will spend the northern summer in Alaska, before a second battery hybrid powered expedition ship, Fridtjof Nansen, joins the fleet in Apr.

A video of the christening is available HERE.

AAT mates rates

AAT Kings is thanking industry partners by offering them up to 50% off on guided holidays, short breaks and day tours.

Agents and industry staff can also access up to 50% off journeys in Australia and New Zealand with Inspiring Journeys.

Included in the deal are the one-day Hunter Valley Harvest Wine Experience, four-day Outback Wanderer and eight-day The Endless Shores, with the offer available for travel before 31 Mar.

To book, send an email to reservations@aatkings.com.au or contact your sales manager.

Helloworld hiring

HELLOWORLD Travel is hiring for eight positions across Sydney and Melbourne.

For the full list of available roles. go to page seven.

Virgin and Virgin

VIRGIN Australia was this morning granted final authorisation for its cooperation deal with Virgin Atlantic by the Australian Competition and Consumer Commission.

The full approval, valid through until 30 Nov 2024, follows a draft determination authorising the cooperation in Sep (TD 13 Sep).

The pact will see VA and VS more closely cooperate on flights between Australia and the UK/ Ireland, via Hong Kong, Los Angeles and any other future connecting points.

Cooperation includes joint pricing, inventory and marketing.

"The arrangements which have been authorised will not lessen competition on any route, and are likely to provide public benefits, including through improved scheduling and enhanced loyalty program benefits," according to ACCC Commissioner, Stephen Ridgeway.

He said Virgin Australia believes the cooperation will increase its passenger numbers and make its Hong Kong flights more sustainable, with the decision ironically coming just as VA has axed its Melbourne-Hong Kong route (TD 06 Nov).









Friday 8th November 2019

Inspire your client's next cruise with the variety of shows onboard ships

Send them the Spring edition of Travel & Cruise Weekly to read



Emirates profit jump

THE Emirates Group has announced an 8% jump in profit to US\$320 million for the first half of the 2019/20 period.

However, during the same time the carrier saw a 2% drop in revenue to US\$14.5 billion, a result Emirates ascribes to a runway closure at the Dubai International Airport, unfavourable currency movements, and the bankruptcy of British operator Thomas Cook.

Some respite for the revenue result came from lower fuel costs of 9% compared to the same period last year.

The airline said it expected the next six months to be challenging in the face of "stiff competition" adding downward pressure on its margins.

Lufthansa strikes

A WAGE dispute between cabin staff and management of German carrier Lufthansa has led to a 48-hour strike action this week, forcing the cancellation of more than 1,300 flights.

The airline has offered train tickets for travel within Germany to compensate for the hundreds of cancelled flights.

"The situation in the cabins...is fair neither to our colleagues nor to our customers," said Lufthansa CEO Carsten Spohr.

FWC backs FCTG EBA

FLIGHT Centre Travel Group (FCTG) said employees will be "better off overall" under the company's enterprise bargaining agreement (EBA), which was approved by the Fair Work Commission (FWC) last month.

The approval came, despite concerns flagged by the Australian Municipal, Administrative, Clerical and Services Union (ASU) over staff gradings, with FCTG matching entry-level travel consultants, with less than 12-months' experience to the Retail Employee Level 1 grade of the General Retail Industry Award, until they have completed a year with the group, or obtained Certificate III and IV qualifications.

The ASU had sought for travel consultants' pay to be matched to the Retail Employee Level 4 grade, however, the FWC backed the grading structure as per the EBA, which was backed by more than 85% of staff who voted on the deal in Oct 2018.

An FCTG spokesperson welcomed the FWC decision to approve the deal, which will be in force until 12 Oct 2022.

"Given that our people have been operating under this new system for 13 months, nothing has changed recently," he said.

"For a company to get an EBA

approved, the agreement needs to pass what's called a Better Off Overall Test (BOOT).

"We are very comfortable that our people are better off overall and some of the benefits were listed in our annual report.

"Benefits are both financial (we paid an additional \$14m in wages between Oct and Jun 30 last year) and related to work conditions."

Under the EBA employees will be entitled to donate personal/ carers leave to "The Giving Bank" to support colleagues.

Speaking at FCTG's annual general meeting yesterday (TD yesterday), Managing Director Graham Turner noted the timing of the introduction of the EBA had an impact on the company's underlying financial results, since its adoption in Oct last year.

"This led to a \$4m first quarter cost increase," he told investors.

The ASU declined to comment.

MEANWHILE FCTG Chairman Gary Smith said the deployment of new technology had temporarily impacted sales staff numbers, in-store productivity, margins and TTV growth.

SA Tourism pitch

SOUTH African Tourism has put its media and advertising account in Australia out to pitch.

The organisation is seeking an agency to take the reins of its local marketing strategy for a period of three years, with the primary goal of increasing the volume of Aussies and New Zealanders travelling to the African nation.

The full details of the tender will be posted tomorrow.

Amadeus profit up

AMADEUS this morning reported its results for the nine months to 30 Sep, with a strong performance reflecting a 15% growth in revenue to €4.2b.

Total "adjusted profit" of €992.5 million was up 12% year-on-year.

Frontliners afloat

OVER 600 Helloworld agents will set sail aboard Royal Caribbean's Ovation of the Seas this Sun, for the group's four-day Frontliners Conference sponsored by Royal Caribbean, China Southern, Intrepid, Peregrine and World's Leading Cruise Lines.

LOOKING TO DEVELOP YOUR MARKETING **CAREER?**

Marketing Assistant: Macquarie Park, Sydney



We're after a self-motivated individual to join our expanding sales and marketing team.

Working full-time, you'll take responsibility for helping keep our readers engaged through company e-newsletters, social media posts and competitions.

If you're handy with e-newsletter software, can demonstrate awareness of

social media marketing, know your way around a spreadsheet, Google Analytics and have basic literacy with InDesign then apply today.

This position would suit a recent graduate with some commercial experience and isn't afraid to learn fast and work hard.

Applications close 22/11/19 for a January 2020 start.



Experienced Leisure Travel Planner - Hawthorn, Victoria

Hawthorn Travel is seeking a highly experienced travel planner to join our team. A well-respected agency in the industry, we are well known for our educated client base and their personalised holidays to far-reaching

Taking over from a consultant with a strong and loyal client base, you will have the opportunity to book a wide range of diverse itineraries for welltravelled clientele with a strong focus on Europe.

Minimum 5 years of international travel consulting experience required. Great base salary and fam trip opportunities. Monday to Friday hours, Saturday by appointment only, claim your weekends back!

> For more info please contact Casey 03 9810 3509 or casev@hawthorntravel.com.au

Travel Daily

travelBulletin

Travel & Cruise

Weekly

business events news

Pharmacy



Friday 8th November 2019

Virgin swings route axe

VIRGIN Australia will cut more domestic and international routes from its network from Dec, in addition to yesterday's announcement of the cessation of Melbourne to Hong Kong (*TD* yesterday).

Canberra-Perth will stop on 06 Dec, Gold Coast-Perth will come to an end on 19 Jan and Sydney-Christchurch will finish 29 Apr, the airline has confirmed.

The changes follow a review Virgin Australia conducted of its network, fleet and capacity, with the carrier highlighting the changes would result in a 2% reduction in domestic volume in the second half of 2020, when compared to the second half of 2019.

The exit of Melbourne-Hong Kong will allow the carrier to deploy an Airbus A330 on its new Brisbane-Tokyo route, commencing 29 Mar (*TD* 30 Oct), while the airline also intends to start flying Melbourne-Denpasar from the same date, having earlier this week applied to the International Air Services Commission for 880 seats of capacity between Australia and Indonesia (*TD* yesterday).

Low-cost subsidiary Tigerair Australia will also exit a number of routes, such as Brisbane-Darwin and Proserpine-Sydney (03 Feb), and Adelaide-Brisbane (29 Mar).

The Adelaide-Brisbane route will be replaced by five VA services per week between the two cities.

Virgin Australia's Sydney-Tamworth service will also be reduced from double-daily to six times per week, Sydney-Port Macquarie will receive four additional frequencies per week and Auckland-Sydney will be reduced from 19 to 14 services per week.



Discover how Antarctica is not just about penguins and icebergs in the November issue of *travelBulletin*.

CLICK to read travelBulletin

Malindo Air sale

MELBOURNE to Denpasar return flights with Malindo Air is currently on sale from \$424, with Melbourne-Kuala Lumpur leading in at \$588.

Return Business class fares start at \$1,488 to Denpasar, & \$1,915 to Kuala Lumpur.

Valid for travel from 05 Feb to 20 May, the sale lasts until Sun.

Pax demand rises

DATA from the International Air Transport Association (IATA) has revealed global passenger demand climbed 3.8% in Sep compared to Sep 2018, remaining broadly unchanged from Aug's performance.

Asia-Pacific-based airlines saw an increase in passenger traffic of 3.6% compared to the prior corresponding period, an increase over the 3.3% annual rise which was recorded in Aug, but well below the growth of 2018.



Window Seat

DRY, sealed and packaged foods are usually a-okay to bring aboard a flight, but we think it's fair enough that the United States Transportation Security Administration last month bagsearched a woman who was found to be smuggling around 20 bags of Cheetohs with her to South Korea.

In a further plot twist to this already bizarre story, the woman was not just carrying your garden-variety Cheetohs these were the flaming hot kind.









Become a Commodore by 22 December 2019, 11.59pm AEDST, for the chance to win!*

CLICK HERE TO LAUNCH ACADEMY

*T&C's apply

t 1300 799 220



Friday 8th November 2019

Austria on show



AUSTRIAN National Tourist Office (ANTO) brought its Austria roadshow to Sydney. Melbourne and Canberra last week, where 16 suppliers presented their destinations and product, along with updates for 2020.

"The Austria Travel Trivia" competition was a highlight of the "Austria in a Nutshell" roadshow, which saw top-scoring Helaine Hokke from STA Travel Chadstone (Melbourne) win a 10day trip for two to Austria, with flights sponsored by Thai Airways

"This vear we included Canberra for the first time and it was a highlight for all of us hosting the city's top agents at the private residence of the Austrian Ambassador." said Astrid Gruchmann-Licht. Director of Austrian National Tourist Office.

Pictured: Austria delegation with his excellency Dr Bernhard Zimburg, Austrian Ambassador and Astrid Gruchmann-Licht, Director of the ANTO at the Austrian Embassy in Canberra.

TRAVEL SPECIALS



WELCOME to Travel Specials, Travel Daily's Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au

Hurtigruten is offering savings of up to 30% off and up to \$800 of onboard credit on its 2020 Original Coastal Voyage, discounts of up to \$1,000 per person twin-share on its 2021/22 Norway Expedition cruises, and an Antarctica earlybird offer of up to \$5,000 savings per cabin on selected 2020/21 sailings. For more details, phone on 1300 322 062.

Travellers can take advantage of a two-week sale with Paul Gauguin **Cruises**, with eligible itineraries including the seven-night Society Islands & Tahiti Iti and Tahiti & the Society Islands voyages, when booked between 04-15 Nov. For more, call 1800 251 174.

Exodus is offering \$250 off all of its self-guided itineraries until 29 Nov. Under the sale, the eight-day Cycling the Danube from Vienna to Budapest is \$2,099pp. To find out more, call 1300 131 698.

Savings of up to 40% are available on sailings on Royal Caribbean International's Voyager of the Seas. Valid for new bookings made before 5pm o3 Dec. See www.royalcaribbean.com/aus.

Hayman Island by Intercontinental is offering 25% off an inclusive, fivenight stay at the private island resort - CLICK HERE for more.

One of the most comprehensive cruise selling tools is here!

CHECK OUT THE 2020 CRUISE GUIDE

CRUISE trave Bulletin

Travel Daily

Endeavor 2022

CRYSTAL Expedition Cruises has announced its 2022 collection of itineraries aboard Crystal Endeavor will be available to book from 14 Nov.

The collection includes 28 voyages from nine to 19 nights, including "Remote Expedition" sailings to the High Arctic & Antarctica, Svalbard, Iceland, Greenland, the Falkland Islands, & Chilean fjords and glaciers, plus "Cultural Discovery" and "Destination Exploration" sailings.

Sunlover new GM

SUNLOVER Reef Cruises & its property Hides Hotel Cairns has welcomed Greg Erwin as the new General Manager, who takes on the position ahead of an extensive refurbishment of one of Sunlover's catamarans in 2020.

Erwin has 20 years of industry experience, including General Manager of the Novotel Oasis Resort in Cairns.

Alipay for tourists

CHINESE mobile payment platform Alipay has announced that international visitors to the Chinese mainland can now use the service for the first time.

The new international version of the Alipay app is now available for download for both iOS and Android devices, giving travellers to China access to functionality such as QR payments, and a host of travel services such as hailing taxis, booking hotel accommodation, and purchasing train tickets.

Alipay is the most used digital payment platform in China, utilised by 87% of citizens aged between 18 and 69, however prior to the recent launch, access to the Alipay app was locked down to those with a Chinese bank account and phone number.

Visitors can use their int'l debit or credit cards to load Chinese currency onto a prepaid card provided by Bank of Shanghai.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by Stuba Pacific



I want to create more sexy stuff at STUBA. You guys have given me a list a mile long.

Gadgets, funky look and feels, wellness indicators.... meanwhile, my CEO drives reliability, sustainability, replicated experience. *yawn*

"Sexy wholesale technology" in accommodation is an oxymoron. In reality "sexy" is more like brown slippers, flannelette pyjamas and a cuppa just the way you like it in the morning.

Technology regularly distracts; iPhones, Galaxies, 85 inch OLED TV's. Wholesale technology needs to be silent and consistent because only then can it be profitable. Gadgets are there to distract B₂C online consumers into 15 hour stopovers.

Agents might want sexy, but what they need is reliable, transparent and accredited. If we are none of those, your business cannot be either. Enough companies have gone broke recently to validate this wisdom. As STUBA CIO, it's my job to be "beige", the geek you can rely on. Cup of tea?

Agents get to be sexy.

My CEO is right; wholesalers go broke when the focus shifts from fundamentals to sexy. Efficiency, continual improvement, a commitment to being "beige" means you can always rely on STUBA to be here in the morning.

> Mark Luckey, CIO, Stuba



page 4

e info@traveldaily.com.au t 1300 799 220 Travel Daily w www.traveldaily.com.au



CORPORATE UPDATE

Delta's jazzy new Sky Club



THE newest Delta Sky Club opened at Louis Armstrong New Orleans International yesterday, reflecting the city and its celebrated art, jazz and cuisine.

Located at the entrance to the C Concourse of the airport's new US\$1.3 billion terminal (A\$1.9 billion), which also opened yesterday, the lounge includes a full-service bar with seasonal cocktails, high-speed wi-fi, power plugs at almost every seat, and iconic regional cuisine, such as oysters, gumbo and muffuletta sandwiches.

The new Delta Sky Club is part of an ongoing effort by Delta Air Lines to improve passenger experience, as it plans to upgrade its John F. Kennedy International, Salt Lake International and Los Angeles International locations later in 2019, 2020 and 2022 respectively.

"This new Delta Sky Club



creates an ideal space for guests to recharge," said Delta Sky Club Managing Director Claude Roussel.

The airline has also recently completed upgrades at Ronald Reagan Washington National (*TD* 28 Jun 2018), and announced plans for a new Sky Club at Tokyo Int'l next year (*TD* 13 Sep).

"The unmatched Club experience will wow our guests travelling through New Orleans."

Pictured above is New Orleans' Delta team celebrating the grand opening, **inset** is the entrance to the new lounge, and **below** is the Club's interior.



FCTG corporate powers ahead

FLIGHT Centre Travel Group's (FCTG) corporate brands are on track to become a \$10 billion business in the current financial year after a strong first quarter, the company's Managing Director Graham Turner believes.

Addressing FCTG's annual general meeting yesterday, Turner told investors the corporate businesses had generated "about 40% of the group's first quarter Total Transaction Value (TTV)".

While noting profits for the group as a whole to 31 Oct were "well down in comparison to a strong prior corresponding period", Turner highlighted the corporate travel sector as a positive story for the business.

"Corporate TTV globally increased by a very healthy 18% during this period," he said.

"Together, our corporate brands are now on track to become a \$10 billion business this year as we continue to out-perform in this sector.

"This does not include TTV that we generate through the Flight

Loyalty confusion

ALMOST half of airline loyalty program members do not understand how to redeem their points, according to a new study released overnight by JD Power.

The most important loyalty perks identified were discounts on airport and limousine services, as well as waiving change fees. Centre Business Travel offering or that is transacted though our FCM licensee network."

Turner added the company was "rapidly gaining share in the world's largest corporate markets", with TTV increasing by 27.6% in the Americas, including 29.5% in the US, while TTV growth in the EMEA region has jumped by 36.2%, largely fuelled by the group's acquisition of 3Mundi, in the first quarter.

FCTG's corporate TTV climbed 11.6% in Asia for the quarter, with the Australia/New Zealand market surpassing the prior year record by 1.7%.

Turner noted the FCM business alone had won corporate accounts with TTV in the order of \$500 million globally year to date.

Biz travellers' fears

FREQUENT business travellers are most worried about the impact their travel has on family life and that it puts pressure onto colleagues, a report by travel management platform, CWT reveals.

More than one-in-five business travellers fear their work commitments are eroding the quality of their personal relationships, with some worrying their families think they prefer to travel than be with them.

Others said they were concerned about being away from the office regularly.

Join us as we work together towards a sustainable future.

Be a part of the 2020 Travel Daily Sustainability Summit.

Prospectus available now.

CLICK HERE





Travel Daily

Friday 8th November 2019

Oaks debuts in NZ

OAKS Hotels, Resorts & Suites has debuted in Wellington after officially opening the doors to its new Oaks Wellington Hotel located on Courtenay Place, in the New Zealand capital's entertainment precinct.

The 226-key, nine-storey building, built in 1922 and formerly the Ford vehicle assembly plant, offers 30 different room configurations with rates starting from NZ\$165.

Art Gallery works

TODAY marks the start of construction on the Sydney Modern Project, which will see the Art Gallery of NSW double in size under a \$344m expansion, to be completed in 2022 (TD 02 Sep).

The project is expected to inject more than \$1 billion into the state's economy and transform the gallery into an "architectural and cultural landmark".

The gallery will remain open during construction.



KLM is celebrating it's 100th year anniversary and this month has teamed up with Travel Daily to offer readers the chance to win two return economy tickets to Amsterdam.

Founded in 1919, KLM Royal Dutch Airlines is the first airline in the world still operating under its original name. The first KLM flight to Australia was in 1934 during the MacRobertson Air Race (from London to Melbourne) which took place 85 years ago. This year, KLM has launched the 'Fly Responsibly' campaign to mark its centennial anniversary. It is KLM's commitment to taking a leading role in creating a more sustainable future for aviation.

To win, readers need to answer each weekly question correctly and send in a creative photo or video wishing KLM a happy 100th birthday. Send your answers and entry to klm@traveldaily.com.au



- 7 Oct 1900
- 7 Oct 1919
- 7 Oct 1990

Bentours team reunites



BENTOURS ex-staff and friends reunited with Bentours Founder Bent Ronnov and Director Judith Drye in Sydney to mark 40 years since the company was created.

Bentours was sold in 2003 to MyPlanet and Bent Ronnov and Judith Dryer left the company in 2006, however they still have regular catch-ups with the old team members, many of whom still work in the industry.

The original Bentours was founded in Oct 1979 and started FIT tailor-made tours like the

Study on OTAs

ONLINE Travel Agents (OTAs) have been billed as a significant contributor to Australian tourism by a global study conducted by international insight specialist BVA BDRC, on behalf of Expedia Group.

The study found that OTAs support one in four Australian tourism jobs and accounted for \$7.1 billion of the \$28.4 billion spent by international tourists in Australia over the 2017/18 financial year.

Further findings reveal that travellers who book via OTAs spend \$375 (19%) more on accommodation per trip, and \$275 (17%) more in-destination per trip versus non-OTA bookers.

Grand Nordic Tours, expanding later to include tours to Russia, the Baltic States, Iceland, Greenland, the Faroe Islands, Antarctica & The Fjords of Chile.

Pictured: ex-Bentours Team with Founder Bent Ronnov and Director Judith Dryer.

Sabre appoints

SABRE Corporation has named Frank Trampert as its new Managing Director & Chief Commercial Officer, EMEA & APAC, Sabre Hospitality Solutions.

Trampert has been working at Sabre since 2017, overseeing the growth of Sabre Hospitality Solutions within APAC.

Tauck'n boat details

TAUCK has revealed details of its new Andorinha riverboat, which will feature a pop-up restaurant on its Sun Deck, in addition to canopied Balinese day beds, a large infinity-style pool, outdoor grill and full-service bar.

The 80m, 42-cabin boat will have capacity for just 82 guests, versus the 112 on other line's Duoro ships of a similar size, in order to create a "less-crowded, more intimate on-board ambiance".

Starting from Apr, Tauck will offer three Douro River itineraries aboard Andorinha.



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

FDITORIAL

Editor in Chief and Publisher - Bruce Piper Editor – Jasmine O'Donoghue Contributors - Adam Bishop, Sarah Fairburn,

Nicholas O'Donoghue, Myles Stedman, Janie Medbury, 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.



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.



TIME FOR A CHANGE? WE ARE HIRING

MELBOURNE

HELLOWORLD TRAVEL

Software Developer - Front End

In this position you'll be part of a team which delivers strategic business applications for the Air Tickets business. Working with project managers and business analysts on various projects you will design, develop, and deploy high quality code. You will also join regular code review meetings whilst actively maintaining system documentation as new processes are introduced. **APPLY NOW »**

AIR TICKETS

Sales Manager

You will play a key role in maximising both Air Tickets and My Travel Group account profitability, and provide support to our agents network. You will be a commercially driven individual who is able to communicate effectively at all levels, and deliver value across our accounts.

APPLY NOW »

AIR TICKETS

Fares and Ticketing Consultant

A great opportunity exists working as part of a national team. In this role you'll be required to assist and handle all questions asked by travel agencies in relation to interpreting airline fare rules and their ticketing processes, whilst delivering air tickets in a cost effective manner.

QBT

Corporate Travel Consultants

You will play a key role in maximising both Air Tickets and My Travel Group account profitability, and provide support to our agents network. You will be a commercially driven individual who is able to communicate effectively at all levels, and deliver value across our accounts.

APPLY NOW »

SYDNEY

HELLOWORLD TRAVEL

Senior Manager - Land, Coach and **Travel Related Services**

Lead a small team and be responsible for the oversight, management and negotiation in retail contracting of our land, coach and travel related services of our preferred partners. You'll manage a P&L and be accountable for revenue growth across each sector. **APPLY NOW »**

HELLOWORLD TRAVEL

Product Coordinator

As part of the commercial division, this dynamic role primarily focuses on supporting the product managers to ensure network, commercial and marketing objectives are maximised. As a product coordinator, you should have an interest in, and actively follow travel industry patterns and market trends to provide input into new product initiatives. This is a fixed-term role for six months. **APPLY NOW »**

QBT

Project Manager

This is a challenging and fast-paced role where you will be responsible for coordinating and delivering multiple projects of varying sizes across the corporate travel management businesses. Projects encompass business systems, business migration and transformation, as well as customer driven initiatives.

APPLY NOW »

QBT

CRM Manager / Data Analyst

You will play a key role in maximising both Air Tickets and My Travel Group account profitability, and provide support to our agents network. You will be a commercially driven individual who is able to communicate effectively at all levels, and deliver value across our accounts.

APPLY NOW »









Working in partnership with the Australian Travel Industry

Inbound Travel Consultant | High Paying

Sydney, Up to \$70k + Bonus DOE, Ref: 4228PE1

My client is a leading provider of luxury inbound travel arrangements & has unrivalled expertise in delivering tailored tours to groups visiting Australia & the Pacific. They offer bespoke itineraries - from city breaks to multi destination and special interest tours.ÿl am looking for a talented inbound travel specialist to work with this creative travel team, you must have strong Australian tourism knowledge & experience in dealing with Western Markets. Excellent salary on offer.

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

Corporate Travel Team Leader

SYD, Amazing team + Package, Ref: 3378AJ1

An exciting opportunity has presented itself for an experienced Corporate Travel Manager to lead a team of 4 experienced Corporate Consultants providing superior customer service and meet/exceed their KPI's. In order to be successful for this role, you will be confident when dealing with corporate clients as well as having experience in motivating and leading teams. In addition to your leadership duties, you'll also be servicing existing clients and will enjoy nurturing relationships.

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

Domestic Corporate Consultant

MEL, Attractive Package, Ref: 4254AB1

Are you looking to move from Retail into Corporate? If so, this could be the opportunity for you. My clients are looking for a motivated and driven Domestic Corporate Consultant to join their fast paced team. You'll be working with a varied range of corporate accounts & putting your strong retail experience to use. If you love processing and booking, have min 3yrs in retail but looking for a better work/life balance, now's the time to join this award winning team. Contact me ASAP & APPLY NOW.

For more information please call Anisha on (03) 9988 0616 or click **APPLY** now.

Operations and Client Services Manager

BNE, Competitive Salary Package, Ref: 4828MT1

Lead, develop and motivate your team of experienced travel consultants to ensure our clients receive the best possible experience. Working closely with our Chief Customer Experience Officer, you'll drive and implement organisational strategies that improves client experience and service delivery, plus oversee and manage all aspects of the travel operations/reservations area, including client and sales enquiries, end to end travel requirements and ensuring all sales targets are achieved!!

For more information please call Mark on (07) 3123 6107 or click APPLY now.

Multi Skilled Business Travel Consultants

SYD, Up to \$70k + Super, Ref: 1020RL3

An exciting opportunity presents itself to join a Global leader in Corporate Travel. This is your chance to take your career to greater heights and kick start yourself into a long and successful career within a company who prides themselves in personal development. With a great reputation of its amazing company culture and they are a pioneer with their employee recognition programs. We are looking for experienced multi skilled Corporate Consultants to take advantage of this opportunity.

For more information please call Ronny on (02) 9119 8744 or click **APPLY** now.

Corporate Travel Consultant

Perth, Circa \$50-65k + Super, Ref: 4138SJ1

We are on the lookout for a great Corporate Travel Consultant to join an exciting travel management company in their luxurious offices in Perth. Dealing with SME corporate accounts both domestic and international bookings I require a candidate with experience across both. Using your travel industry experience & excellent customer service skills this is the chance to progress in your travel career. Work in a small team, have a hands on approach to your work & enjoy a fantastic salary package.

For more information please call Sarah on (08) 6365 4313 or click **APPLY** now.

Business Development Manager

BNE, Salary + Bonuses, Ref: 4244MT1

I'm looking for someone who has that sales factor about themselves. They're able to build strong lasting relationships with everyone they come across. There is no challenge you can't face and overcome. You have the confidence to back yourself and get the results that are needed. You will grow business and brand awareness by building strong client relationship and travelling state wide to build the brand in new locations. You will have a passion for travel and preferably worked in wholesale.

For more information please call Mark on (07) 3123 6107 or click **APPLY** now.

Travel Consultant - Felxible Hours!

BNE, \$50-55k + Commission, Ref: 2494AW3

Want to provide outstanding customer service to valued customers? Want to sell HIGH END/LUXURY product & destinations? Want to earn BIG \$\$\$! Then this is the role for you! With the ability to create customised travel itineraries including flights, accommodation, transfers and stopovers; you will excel at delivering exceptional customer service! Work autonomously within a supportive team environment and start your new challenge in the travel sector! Don't miss out, APPLY NOW!

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



Find your ideal travel job at www.TravelTradeJobs.com.au online... on mobile... in branch









