

#### **OUR LARGEST EUROPEAN SEASON TO DATE**

Departing between April and November 2020, choose from 83 voyages of between 7 and 37 days, encompassing over 188 ports and showcasing the very best of Northern Europe, the British Isles and the Mediterranean.

Five of our intimate and luxurious ships will set sail in the region - with brand new *Silver Moon*, launching in August 2020, leading an award-winning fleet. This Europe season will usher in the debut of Silversea's all-new Sea and Land Taste (S.A.L.T.) programme onboard *Silver Moon* - an immersive culinary concept that will enable guests to travel deeper through a range of destination based gastronomic experiences.

There has truly never been a better time to book a Silversea cruise in Europe.

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#### Travel Daily

First with the news

Tuesday 17th September 2019



#### Silversea Biz \$3,998

**SILVERSEA** Cruises is highlighting its \$3,998 per person round trip Business class upgrades in conjunction with the launch of its largest European season ever (*TD* 03 Sep).

Itineraries departing between Apr and Nov 2020 are on offer, with 83 voyages ranging between seven and 37 days showcasing the Mediterranean, Northern Europe and the British Isles.

The 2020 Silversea season also sees the debut of its all-new Sea and Land Taste (S.A.L.T.) culinary concept aboard *Silver Moon* - for details see the **cover page** of today's *Travel Daily*.

#### Today's issue of TD

**Travel Daily** today has eight pages of news, a front cover page for **Silversea Cruises**, a photo page for **Exodus**, plus full pages from:

- TMS Talent
- United Airlines

#### Helloworld strong trading

HELLOWORLD Travel Limited appears to have negotiated its way through the ructions created by the new Qantas Channel, today confirming a profit upgrade of up to \$10m after having finalised its 2020 commercial agreements, including new GDS contracts (TD breaking news).

For the 2018/19 financial year Helloworld's earnings before interest, tax, depreciation and amortisation was \$77.3m, with today's update forecasting that for FY20 the figure will be in the range \$83 million to \$87 million.

CEO Andrew Burnes said "we are confident that given a continuation of current trading conditions we will again have a strong year in FY20.

"Our acquisitions are performing well, our retail networks are either holding their own or growing, our supplier relations are very good, our corporate business is doing very well and across the Tasman our New Zealand teams are going from strength to strength.

"We are in a very strong position to continue the business's momentum and achieve our targets in the year ahead," Burnes added.

The Qantas Channel requires participating agents to sign new agreements with GDS providers, with potential hits to income due to the non-payment of segment rebates on QF sectors.

#### **HA retimes BNE**

HAWAIIAN Airlines has announced a schedule change for its Brisbane-Honolulu flights to make connections onward to the US mainland smoother.

From 08 Jan 2020 HA's BNE flights will depart at 8.25pm rather than 9.45pm, giving better links to Los Angeles, Las Vegas, Seattle and San Francisco.

#### **United MEL-SFO**

**UNITED** Airlines is highlighting the upcoming debut of its new non-stop services between Melbourne and San Francisco, which will kick off on 31 Oct.

The Boeing 787-9 operation will initially operate thrice weekly - see the **last page** for more.

#### Thomas Cook crisis

**THE** buyout of British travel giant Thomas Cook by Chinese firm Fosun (*TD* 29 Aug) may be in doubt, with the company delaying a crucial meeting with financiers until later this month.

The proposed deal will significantly dilute stakes held by existing bondholders, with some hedge funds reportedly set to vote against the sale.

Reports also claim the UK's Civil Aviation Authority is "on alert" about the potential repatriation of passengers in the event of a collapse, with hundreds of thousands likely to be affected.

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#### **UA 787-10 to AKL**

**UNITED** Airlines will deploy its new Boeing 787-10 aircraft on daily services between Auckland and San Francisco, effective from the start of the upcoming northern winter scheduling season, with the *Dreamliners* replacing existing 777-300ERs.



## Win a day on us



**Book by** 30 September 2019

T&C's apply.

#### Travel insurance reforms

#### EXCLUSIVE

**THE** Federal Treasury has released details of a new model for the sale of "add-on insurance products" such as travel insurance, with the proposals set to potentially have a significant impact on the travel industry.

A consultation paper developed in the wake of the Hayne Royal Commission into Financial Services suggests the implementation of a "deferred sales model" which enforces a pause between the purchase of a primary product - such as a holiday - and a decision to buy add-on insurance.

"The deferral period will enable and encourage consumers to consider the merits of insurance offered and to consult alternative providers," the paper said.

Travel insurance offered during the online purchase process of international fares through direct

#### **ATG** appoints

**APT** Travel Group (ATG) has appointed Rashelle Thompson (nee Toms) as its new State Manager Sales NSW/ACT.

Thompson, who was previously Global Sales Manager at Captain's Choice, will look after APT, Travelmarvel, TravelGlo and Botanica in the market.

Lisa Gair, who has been acting in the management role for much of 2019, has returned to her position of ATG Business Development Manager in NSW. airline sites such as Qantas, Virgin Australia and Jetstar is particularly highlighted as an issue, with the paper citing the "poor value in add-on travel insurance" due to the carriers charging inflated premiums.

The Government has acknowledged limitations of its proposed deferral approach, including the risk that customers may be under-insured.

Feedback to the consultation is sought by 30 Sep, while AFTA CEO Jayson Westbury has also flagged a "lead role to ensure that sensible fit-for-purpose changes" will be implemented - see page 6.

More details on the discussion paper are at treasury.gov.au.

#### QF seeks Haneda

QANTAS has lodged an application with the International Air Services Commission (IASC) seeking the allocation of two additional daily flights between Australia and Tokyo Haneda.

Earlier this month the IASC confirmed expanded air services arrangements on the Japan route which for the first time gave daytime access to Haneda.

Qantas is proposing a new nonstop Melbourne-Haneda flight, as well as a second daily frequency from Sydney to Haneda, with the new services scheduled to commence as soon as the slots become available on 29 Mar 2020.

QF is seeking a five-year capacity allocation for the new flights.

#### Hartley joins Te Pae

**EMMA** Hartley has been named as Communications Manager for the new Te Pae Christchurch Convention Centre, in the lead up to the facility's Oct 2020 opening. Hartley has previously worked with Scenic and MG Media Communications.



#### September Pays – California

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#### Third Sydney cruise terminal?

A SOLUTION to Sydney's seemingly intractable cruise capacity issues appears to be one step closer, with the NSW Government today confirming the launch of a "market engagement process" for a potential new Port Botany cruise terminal.

The project will consider options for a facility at Yarra Bay or Molineux Point, after the Federal Government earlier ruled out the option of Garden Island.

NSW Tourism Minister Stuart Ayres noted that about 350 cruise ships would visit NSW this season, supporting 10,000 jobs and creating \$800m in wages.

"This season we are welcoming 317 cruise ships to the Overseas Passenger Terminal and White Bay terminals.

"It would be great to have the option to welcome even more."

The process announced today is part of the first phase of a Detailed Business Case, which

will be developed by the Port Authority of NSW in collaboration with NSW Treasury.

It will also involve detailed technical studies, considering the social and economic benefits along with impacts on traffic, the environment and communities.

Earlier this month outgoing Port Authority CEO Grant Gilfillan confirmed that a Yarra Bay terminal would be "technically feasible" during testimony before a NSW Legislative Council committee Inquiry.

Gilfillan confirmed talks were already under way with cruise lines including Carnival Australia, Norwegian Cruise Line and Royal Caribbean, which has offered to help fund a new facility.

CLIA Australasia welcomed the new phase, saying Sydney's constraints were also impacting tourism growth in destinations around Australia, New Zealand and the South Pacific. Why do travellers want to visit Chernobyl? Find out about the rise of dark tourism in the September issue of travelBulletin.

CLICK to read travelBulletin

#### **New Doltone venue**

**SYDNEY-BASED** events specialist Doltone House has been approved to commence construction on a major new facility in the city's west.

The Western Sydney area of Milperra will host the waterfront facility on the Georges River, which will feature a 1,500-guest function and exhibition centre.

A 100-room hotel, set to debut in 2025, is also proposed as part of the project which has been in the works for over four years.

Doltone House's venue in Pyrmont will host *Travel Daily*'s Sustainability Summit next year.

#### Writing workshop

ACCOMPLISHED travel writer Rob McFarland will host a workshop in Melbourne next month for aspiring travel writers. Limited to 12 people, the session on Sun 13 Oct costs \$399pp - for more details see robmcfarland.org.



#### Window Seat

**IF YOU'VE** never tried desserts from India, Sri Lanka or Nepal, we highly suggest you do.

The *Travel Daily* team was lucky enough to sample some yesterday, with Adventure World Travel sending us some succulent subcontinental sweets to celebrate the launch of its India, Sri Lanka and Nepal 2020 Collection.

The brochure focuses on wildlife, cultural and immersive experiences, with updates to many popular itineraries.





## Travel Daily

Tuesday 17th September 2019

#### Rex rebukes AAA

**REGIONAL** Express (Rex) has labelled the Australian Airports Association (AAA) "hypocritical" following its call for an end to airline secrecy with regard to high regional airfares.

Rex slammed the industry body, claiming the AAA's own members have never disclosed the basis for the "astronomical head taxes they impose", which the regional carrier claims can be as much as \$50 for a one-hour flight.

"The AAA would do well to examine itself to see if its members are gouging the local community by their exorbitant airport head taxes," Rex said.

"Many regional airports are reaping in between \$1-3m of head tax revenue when the efficient cost of maintaining a regional airport is about \$600k".

#### Travelport research

TRAVEL technology company Travelport has conducted research that shows travellers are increasingly prioritising value over cost, demanding more autonomy over personalisation and using digital solutions to research and manage their trips.

The Travelport's Global Digital Traveler Research 2019 survey of 23,000 people from 20 countries found that 86% of respondents see value as a top priority when booking flights, with only 18% booking solely based on cost.

Another key finding was that travellers "nearly always" use a combination of travel review sites like TripAdvisor to find value.

Many respondents also desire personalisation (42%), wanting add-ons like legroom, more baggage and meal upgrades.

#### A very Majestic arrival



THIS morning's arrival of Princess Cruises' *Majestic Princess* in Sydney (**pictured**) has formally signalled the commencement of Australia's 2019/20 summer cruise season.

Majestic Princess is the first international ship to arrive in Australian waters for the season, with the cruise line announcing this year will mark its biggest ever local deployment.

A total of 900 days of Princess cruising in Australasia will take guests on five vessels sailing from Sydney, Fremantle, Adelaide, Melbourne, Brisbane & Auckland.

Majestic Princess is the largest and newest ship in the Princess fleet, with its deployment reflecting the ongoing strength of the local cruise market.

Parent company Carnival Australia will offer a total of more than 600 calls to ports around Australia this season, as well as the local debut of *Ruby Princess* and *Carnival Splendor*.

Drone footage of the vessel's rainy arrival can be viewed at traveldaily.com.au/videos.

#### Win a NY adventure

I LOVE New York Australia has announced a new incentive for Aussie agents to score one of six spots to New York State on a Best of Long Island and Upstate New York famil.

Set to take place in Oct, the week-long trip will showcase attractions in New York State such as wine and fine dining, natural landscapes, & cultural precincts.

To be eligible to win, agents must complete training modules **HERE** which take approximately 40 minutes, and enter to win. Entries close 04 Oct.

TAG HK expansion

TRAVEL and event management company The Appointment Group (TAG) has opened a new office in Hong Kong in a bid to improve its around-the-clock service - particularly to Chinese clients.

"Having a presence in Hong Kong provides the perfect stepping stone into the booming Chinese market," said TAG's Managing Director of Asia-Pacific Shane Barr.

TAG now has a presence in the hubs of New York, London, Hong Kong and Singapore.







#### Amoma hotel site goes under

THE collapse of Geneva-based online travel agency Amoma is impacting thousands of travellers, with the company believed to have declared bankruptcy last Fri.

The business, understood to be one of Hotelbeds' top customers, recorded TTV of €500 million in 2017 and had hundreds of staff in offices in Spain and Switzerland.

A message posted on the Amoma website confirmed it had

#### **MONEY**

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

#### AU\$1 = US0.687

THE Australian dollar has suffered the past few days, festering from poor Chinese data yesterday & an attack on a Saudi oil field over the weekend.

As global equity markets fell, pressuring the Aussie dollar further, concerns over Chinese economic slowdowns grew.

China's industrial production slowed to 4.4% in Aug, its weakest reading in 17 years. Wholesale rates this morning.

	2
US	\$0.687
UK	£0.553
NZ	\$1.082
Euro	€0.624
Japan	¥74.28
Thailand	ß20.96
China	¥4.853
South Africa	10.06
Canada	\$0.909
Crude oil	US\$69.02

ceased trading, and blamed the dominance of "entities that claim to act as 'price comparators'" as having a negative impact on free competition.

The "cost per click" model of online referrals was resulting in a "market concentration in which only a very small circle of major online travel agencies can survive," the company said, citing ACCC action targeting major online players including Facebook and Google in Australia.

Amoma told customers existing bookings would "probably be cancelled by our suppliers".

#### Cruise Croatia brox

**CRUISE** Croatia has released its new 2020 brochure, featuring new itineraries, departures and ships.

There are a number of incentives available for clients, including earlybird savings of up to \$1,300 per cabin on selected deluxe cruises and \$300 per couple in Discover More Travel Vouchers on select cruises and cruise-tours.

#### Sunsail lagoon cats

SUNSAIL has debuted six new Lagoon catamarans in the Mediterranean and expanded its Caribbean fleet to 15.

The new product is able to booked immediately for charters in the Mediterranean in Croatia, Greece and Spain, and in the Caribbean in the Bahamas, Belize, British Virgin Islands, St. Lucia and St. Martin - CLICK HERE.

#### Edwardian's agent reward



**GLENN** Hedley from Events Travel was recently named the winner of Expedia's Edwardian Hotel promotion.

Hedley took out the prize of \$1,000 Expedia TAAP credit as the travel agent to book the most room nights in Edwardian properties in London and Manchester for Jul and Aug stays.

Hedley is pictured alongside Sarah Whitty from Edwardian Hotels and Jenna Mazor from Expedia TAAP.

#### Delta points scam

AN AMERICAN travel agent has been charged with wire fraud after amassing more than 42m Delta SkyBonus points in a single year.

Gennady Podolsky, head of Chicago-based Vega International Travel Services, allegedly linked flights he booked on behalf of clients to his own account in the Delta SkyBonus corporate loyalty program.

Prosecutors said the points earned were worth over US\$1.75 million, claiming Podolsky had used his knowledge of the travel industry to take advantage of his clients and the airline.

#### RAA's refresh



Australia has refreshed its business model and brand. RAA will group its services into

Home, Motor and Travel, and will also update its branding, debuting a fresh new logo, pictured above.

#### The Prince arrives

THE Prince Akatoki London has officially opened, with the property the first hotel operating under "The Prince" luxury brand to open outside of Japan.

Formerly The Arch London, the 82-room, five-star luxury hotel is located on Great Cumberland Place in Marylebone, and has recently undergone a multimillion pound refurbishment.

The property is said to "blend a refined Japanese aesthetic with Western heritage".

Prince Hotels is the parent company of StayWell Holdings, with the new London property part of ambitious global growth plans (TD 13 Mar 2019).



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#### Vietravel to launch

VIETRAVEL Airlines has flagged plans to launch flights next year, with the majority of routes to be to international markets. including Australia.

The carrier will start with three or four leased planes initially, with ambitions to place an order for Airbus SE or Boeing Co narrow-body jets in Feb which will be scheduled for delivery within the next five years.

#### Small group luxury

**GLOBAL** Journeys has introduced 2.200 new small group experiential adventure journeys to its portfolio.

The new travel options include camping, kayaking, rafting, wildlife tours, walking & hiking adventures, as well as cycling.

Global Journeys said the new trips were aimed at satisfying a growing client demand for active travel combined with luxury.

#### **AFTA UPDATE**

from Jayson Westbury



TRAVEL insurance has found its way into the deep dark world of the new compliance industry that has

formed off the back of the Hayne Royal Commission (the banking commission).

While it is early days, AFTA will be taking a lead role to ensure that sensible fit-for-purpose changes, which may be forthcoming to enable the travel industry to participate in an appropriate way, ensures that Australians taking an overseas holiday get the right insurance for their trip.

The Hayne Report has identified a number of changes that the government is considering for the "general insurance" category and travel insurance falls into this bucket. Travel Insurance is a AU\$1.3 billion industry. That's a lot of money and whether for the right or wrong reasons, travel insurance and the sale thereof have fallen into the sights of ASIC and the Federal Government.

A discussion paper has already been released by Federal Treasury to consider the current selling arrangements for travel insurance and how the industry is structured, sales are made, the process of the sale and remuneration structure. It also covers how best to ensure that the way this all works in the future is in line with the general reforms the government is looking for within the "general

insurance" arena.

On first read of this treasury paper, panic may set in. I am not trying to be an alarmist, but the industry may be facing a challenge as this process unfolds.

Fortunately, AFTA is in the box seat to look to inform the government, assist in reviewing the processes and help to guide and advocate for sensible reform that will ensure all stakeholders are treated fairly in the end. Like most reforms of this nature and when it is in the early stages, it is always a bit of a worry as the most important thing is to ensure that the truth, facts and the real world are considered. AFTA did not go looking for something new to think about and work on, but as is so often the case, these things seem to just sneak up and surprise everyone.

As this process unfolds we will be sure to keep the industry as informed as we possibly can and work to ensure that the end result is one that we can all live with.

Stav tuned, who would have ever thought that the simple act of selling travel insurance could cross swords with a government reform. One good thing in our favour is that the federal govt in the form of DFAT pushes the line if you can't afford travel insurance. you can't afford to travel. We hope that this will continue to be the case and that travel agents are best placed to support and assist travellers in considering the best options for travel insurance.

SmartFlyer visits Hayman



A GROUP of advisors from Goldman Group's Smartflyer Australia visited the newly opened InterContinental Hayman Island Resort last week to experience the many luxury experiences the resort offers.

They included taking a helicopter picnic experience to Whitehaven Beach.

"The re-imagined Hayman Island brings back the glory days of this iconic destination," said Smartflyer Australia Director Brent Wallace.

Above: Marienne Guberina, Gloria Gammo, Brent Wallace,

#### Bidroom in APAC

**HOTEL** booking platform Bidroom has expanded to the Asia Pacific market.

Launched in the Netherlands in 2014, the no-commission, membership-based hotel platform currently offers 125,000 hotel properties in 128 countries.

The company positions itself as an alternative to the online booking market which it claims is currently "defined by excessive OTA commissions that hurt hotel bottom lines".

#### **Adv Junky Offsetter**

**SUSTAINABLE** travel app Adventure Junky has launched its Carbon Offsetter program where users can pay to join with the money going to a range of eco programs.

Users can also see what carbon reduction projects have been made on their behalf.

Subscriptions to the program costs \$23 a month.

Carolyne Evans and Adam Leonard, Director of Sales. Inset: Benji Shagrin with Brent Wallace about to head to Whitehaven Beach.



This week ANA and *Travel* Daily are giving away a Samsonite 55cm Octolite Spinner (RRP \$299.00).

ANA has been awarded the respected 5-Star rating every year since 2013 from SKYTRAX. ANA – All Nippon Airways now offers daily flights from Sydney & Perth to Tokyo flying 787 Dreamliner aircraft, with more than 40 connections to Japan's domestic cities.

To win, have the most inspiring answer to the question below:

Where would you like to visit in Japan and why?

Send your entry to ana@traveldaily.com.au

ANA Inspiration of JAPAN



#### **Exodus fosters responsible travel**

LAST week Exodus Travels and its B2B promotional partner, Evolution Travel Collective, hosted almost 150 members of the travel industry across Sydney and Melbourne to launch the Exodus Travel Foundation - an initiative to create sustainable change and promote responsible travel.



Tuesday 17th Sep 2019

The agents were given the opportunity to learn more about the foundation and view one of its latest

initiatives, a 22-minute documentary called Ngumu, exploring the story of female porters on Mt Kilimanjaro.

Olly Pemberton, the award-winning UK film director flew out to Australia as guest speaker where he regaled the attendees with stories of making the film on the mountain and the challenges faced by female porters.

Two lucky attendees also won a place on their choice of Exodus small group tours.



**EXODUS** Travels Territory Manager for Australia and New Zealand Louisa Day; winner of a trip to Mt Kilimanjaro Lisa Clare; Exodus Travels Industry Sales Manager Helen Clark; and Evolution Travel Collective BDM Vic/Tas/WA Kate Hudson.



THE Team from italktravel & cruise Castle Hill enjoying the evening at the Ivy.





LOUISA Day and Helen Clark with the winner of a Kenya safari, Vanessa Young.



RIA & Loretta from Reho Travel were all smiles with Robyn Davis of Wow Travel.





#### Bloyd a Super Rugby tipper



**JC TRAVEL** Professionals Corporate Travel Consultant Jamie Blovd took out the top prize in this year's Travel Daily Super Rugby Footy Tipping comp.

Bloyd has won two return tickets to Christchurch from competition sponsor Emirates.

Jamie Bloyd is pictured receiving his prize from Emirates Corporate Senior Sales Executive Natalie Wheeler at JC Travel Professionals.

#### New slides a dream

**DREAMWORLD** has announced a new wave of slides will soon be arriving at its WhiteWater World park on the Gold Coast.

Branded as "Fully 6", the six new waterslides are part of a \$7 million investment in the water park which also includes refurbishment of the existing slides and attractions.

The new slides are currently under construction and Dreamworld said they would deliver "an adrenaline filled waterslide experience".

#### **AWS** joins strike

AFRICAN Wildlife Safaris/ Natural Focus will support staff participation in the Global Climate Strike on Fri 20 Sep, the South Melbourne wholesaler announced today.

The company has signed up to the Not Business As Usual campaign and will close its office between midday and 3pm on Fri.

The strike aims to encourage businesses to join millions of school children around the world to pressure governments to take action on climate change, ahead of the UN Climate Action Summit.

#### Air India on a diet

**CABIN** crew and pilots working aboard Air India flights are being put on a low-fat diet.

The airline announced the launch of a new in-flight staff menu featuring low cholesterol and fat foods, to keep the crew "healthy and fit".

In 2015 Air India grounded 130 crew for being overweight.

### Win a trip to Turkey

This month Tempo Holidays has teamed up with *Travel Daily* to give away a five-night trip for two to Turkey, including airport transfers, daily breakfast, sightseeing with an English-speaking guide and more.

Tempo Holidays has recently released its 2020/21 range of brochures. Make

sure you take a look as they will help you find the answers to the weekly questions. The agent that answers the most correctly and has the most creative response to the final question will win. Send your entries to tempo@traveldaily.com.au



fierce wildlife while Sri Lanka can offer safaris, wellness retreats and unique once in a lifetime experiences. How many staff picks does Tempo recommend in the India/Sri Lanka Brochure?

#### Phi Phi excursions

PHI Phi Island Village Beach Resort is offering guests the opportunity to experience the seascapes of the Andaman Sea, visit remote beaches and join private tours of "island gems", as part of its series of new ecosensitive excursions and off-thebeaten-track tours.

**CLICK HERE** to find out more.

#### JA Dubai opening

JA THE Resort will open its 348key JA Lake View Hotel this Sun in Jebel Ali. Dubai.

JA Lake View will be the closest resort to the EXPO 2020 site. 19 minutes from Dubai Parks & Resorts, and 30 minutes from the Dubai Mall.

The resort features seven pools, 25 restaurants and bars and a nine-hole championship golf course.

#### TripAdvisor fakies

**HOLIDAYS** 

TRAVEL review site TripAdvisor has revealed that 2.1% of all reviews it received in 2018 were fake, according to figures published by the company in its first ever transparency report.

Despite the volume of fake requests, TripAdvisor said that its review moderation processes managed to block 73% of the dubious entries before being posted on its website.

"We've continued to make advancements to our industryleading fraud detection efforts in recent years, but it's a daily battle," said Senior Director of Trust & Safety at TripAdvisor, Becky Foley.

The report also showed that 66 million reviews were submitted to TripAdvisor in 2018, with every post analysed using fraud detection technology, while 2.7 million were assessed by humans.

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#### Retail Travel Consultant - Brisbane \$40K + super + travel benefits

Create memorable travel itineraries, book flights, accommodation, cruises and tours for this well known travel company who are experts in cruising & providing quality customer service. Great working environment & training provided, with uncapped commissions & other incentives.

#### Travel Consultant - Melbourne \$40K to \$45K + super + commission

We need experienced Travel Consultants who are passionate about developing amazing itineraries for all destinations around the world. In this role you will meet clients by appointment only and book travel arrangements with an undertone of luxury. Flexible working hours on offer.

#### Groups Travel Consultant - Sydney \$60K to \$70K + super

A Groups Travel role with a leading award-winning corporate travel agency. In the role you will be required to liaise with corporate groups to ensure seamless journeys, both internationally and domestically. Outstanding employee benefits & travel affiliations such as Virtuoso.

#### Director of Sales - Melbourne \$100K to \$130K + super

This Melbourne-based Director of Sales role is responsible for the strategic management and output of the national corporate sales department for two renowned hotel brands. Utilise your strategic business mindset & strong networks to help grow and drive the business forward.

#### Multi-skilled Leisure Consultant - Sydney \$55K to \$65K + super

The role is for an experienced Leisure Travel Consultant, ideally high-end leisure to work at an award-winning travel agency in stunning offices! You will be booking tickets, transfers, accommodation and creating personalised itineraries. Sabre & Ticketing experience is a MUST.

#### Customer Sales Consultant (Wholesale) - Sydney \$60K + super

This wonderful, wholesale travel company has offices globally and is focused on cultivating a team of successful and motivated people. They are seeking a Customer Sales Consultant to increase sales and build loyalty by selling & promoting tour packages. Great benefits on offer!

tmstalent.com





New nonstop Dreamliner service from Melbourne to San Francisco starting 31 October 2019.

united.com

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