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Tauck highlights

TAUCK is highlighting three of its European river cruising journeys, which it says offers “the best of everything”.

The 10-day Savouring France: Paris, Lyon & Provence; the 12-day Blue Danube; and the 15-day Rhine & Moselle itinerary are all on display on **page nine**.

Meet the team

THE Greece & Mediterranean Travel Centre is inviting readers to meet its team of destination specialists - **back page**.

Today's issue of TD

Travel Daily today has eight pages of news, including a front cover page from **Carnival**, a photo page for **MTA**, plus full pages from:

- Tauck
- AA Appointments jobs
- Hurtigruten
- Greece & Med Travel Centre

Flight Centre tightens belt

FLIGHT Centre has put a freeze on all duty travel and asked staff to take leave as part of a series of short-term changes to mitigate the impacts of the COVID-19 outbreak on the business.

A spokesperson told **TD FCTG's** priorities were to maintain its balance sheet strength and preserve its workforce so it was able to capitalise “on the inevitable rebound in demand that we will see a little further down the track”.

The freeze on duty travel came into effect yesterday, with the exception being business-critical and customer-facing travel.

All conferences will be cancelled from 16 Mar until further notice - coming into effect after the conclusion of Travel Partners' conference in Bangkok next week.

All eligible employees have been asked to book a minimum of one-week annual leave between

now and 30 Jun and staff with long service leave are being encouraged to consider taking it during the period.

Optional unpaid leave is available to all employees and staff without leave have the option to purchase an additional 10 days leave.

All full-time employees have the option to reduce their employment by one day per week or fortnight until 30 Jun, with their salary to reflect the change.

Carnival Navigator

CARNIVAL is promoting its new booking engine, GoCCL Navigator, which promises travel agents a range of helpful features, including an enhanced search tool, interactive deck plans, and easier price comparison.

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

New Insight MD

KAREN Deveson has been named as the new Managing Director of Insight Vacations and Luxury Gold in Australia (**TD** breaking news), with incumbent Alex O'Connor announcing her resignation yesterday.

O'Connor, who took the role four years ago, is relocating back home to New Zealand, with global CEO Ulla Hefel Bohler saying she had been instrumental in many successes for Insight.

Deveson is currently Head of Marketing for Insight and Luxury Gold, and will step into the MD role effective from 01 May.

“We are thrilled to promote Karen into this key leadership role,” Hefel Bohler said.

“The fact we're able to appoint internally speaks volumes of the talent which exists within the TTC Australia team.”

Deveson has over two decades of experience in media, research marketing and tourism.

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Get Global 2020 off

CO-FOUNDERS Gary Bender and Donna Kessler revealed they would postpone their upcoming Get Global 2020 exhibition, due to concerns over the impact of COVID-19 on business events buyers' capacity to book and spend in the year ahead.

The show had been scheduled for 10 Jul at Sydney's International Convention Centre, and was more than half sold.

However "the success of our show's brand is based on very strong ROI for exhibitors," Bender said, adding: "we know that the impact of coronavirus on international business travel has been severe".

Exhibitors will be offered full refunds or confirmed space in the next show, planned for 30 Jul 2021.



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G Adv biggest month yet

G ADVENTURES recorded its biggest month of sales in Australia in Jan, with further growth anticipated, founder Bruce Poon Tip told *Travel Daily*.

"We haven't seen a flattening out with coronavirus," he said, adding that "we've seen our business flourish over the last quarter".

Poon Tip said the company had an incredible Dec and double-digit growth in Jan, and this month's numbers so far had been "very solid" in the region.

"We feel people in this region are having no hesitations booking travel for the summer," he said, but noted G Adventures had been affected by the outbreak, having cancelled all of its trips to China, Korea and Iran until the end of Apr.

"There's been a bit of unstableness in terms of the booking patterns, because people are in a wait-and-see mentality."

Poon Tip suggested the company's travellers were less deterred by the outbreak because "people who do adventure travel are more committed to travelling, I think they just change destinations.

"We've gone through Ebola, we've gone through SARS, we've gone through Zika, we've gone through tsunamis and we've grown by double digits in all of those years," he said.

Poon Tip said the company was following the advice of the World

Health Organization and would monitor the situation for the next two weeks before making a decision on its tours scheduled to operate in China, Korea and Iran beyond the end of Apr.

"It's something that we have to take very seriously and monitor, but at the same time, it's our job as the travel industry to be the calming voice through all this hysteria," he said.

Peiris heads to UK

RUWAN Peiris, InterContinental Hotels Head of Operations for Australasia, is set to relocate to London to take up a new role as IHG's Head of Managed & Leased Operations - UK & Ireland.

Taking up the position in Apr, Peiris will lead IHG's leased and company-managed hotels in the UK, and chair the cross-functional UK Managed Leadership team with responsibility for "driving a significant transformation" including the integration of the Principal Hotels portfolio.

IHG MD Australasia & Japan, Leanne Harwood, said Peiris had done a superb job of heading up the group's operations locally.

"This is a wonderful opportunity for Ruwan to lead an important part of IHG's business," she said.

Peiris joined IHG five years ago (**TD** 10 Sep 2015), after roles with Marriott, Mirvac and Accor.

IHG will name his successor shortly - more apts on **page six**.

Seabourn flexibility

SEABOURN Cruises has announced a new temporary Book with Confidence policy covering all existing bookings and new reservations made now through until 30 Apr 2020, for sailings departing 30 Apr-15 Oct.

Guests may cancel up to 30 days prior to departure and receive a 100% future cruise credit of any monies paid to Seabourn.

The credit is valid for bookings made within 90 days for any published Seabourn sailing departing prior to 31 Dec 2021.

The company is also offering a special Global Partner Appreciation event with bonus commission and extra benefits for clients, available for bookings from 02 Mar-30 Apr - for details see seabourninsider.com.



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 ENTIRE TRAVEL GROUP

MTA less affected by corona

MOBILE Travel Agents' (MTA) network of advisors is better suited to weather the storm of COVID-19, co-founder and Co-Managing Director Roy Merricks told *Travel Daily*.

Speaking at the company's National Conference on the weekend, Merricks said the model insulates the group from large-scale crises.

"There's little doubt our guys

are better suited to roll with the punches with these things because they don't have fixed costs," he said.

"They may earn less [during any downturn] but they're not having to pay out amounts of money through rental, etc.

"I do think the bricks and mortar are going to be hit harder than the mobile network," Merricks added.

Co-founder and Co-Managing Director Karen Merricks added that those operating independent businesses through the Mobile Travel Agents brand self-determined the action that they would have to take to ride out the turbulence, adding that the company provides support.

"These guys will work as hard as they can and they'll continue to do what they do well and we'll support them under that.

"That's where we come into our own, because we have the Virtuoso connections and the Helloworld connections...they're not on their own."

"We can mobilise and we mobilise fast," she added.

Jetstar cuts flights

JETSTAR will reduce capacity on a range of international routes in the coming weeks and months, with GDS screens indicating a range of temporary reductions on the Adelaide-Bali, Cairns-Osaka, Cairns-Tokyo, Gold Coast-Seoul, Gold Coast-Tokyo, Melbourne-Phuket, Perth-Bali and Sydney-Phuket routes.

The carrier is adjusting frequencies in response to lower demand from leisure travellers.

ATE2020 go ahead

TOURISM Australia (TA) says it is currently satisfied that the 2020 Australian Tourism Exchange (ATE) "can be delivered safely for all those taking part".

An update to exhibitors said at this stage TA is continuing to work on delivering the Melbourne event, scheduled for 10-14 May.

The organisation said it would put in place additional health and safety measures where required.

MEANWHILE South African Tourism has also advised it currently has no plans to postpone or cancel INDABA 2020, scheduled to take place in Durban from 12-14 May 2020.

Window Seat

CAN you spare a square?
 The *Travel Daily* team is in danger of being "caught short" with toilet paper supplies in our office running dangerously low.
 Panic buying in the areas around *TD's* global HQ in Sydney has left shelves bare, prompting management to raise the office hygiene advice to "be alert, but not alarmed".
 But luckily we haven't yet had to go to the next highest "BYOR" (Bring Your Own Roll) level.

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Rail's marketing boost

PERSONALISED content, two-way conversations and better incentives are the cornerstone to Rail Europe's latest marketing, with the company also providing access to co-op funds via a new Marketing Grant initiative.

Speaking with *Travel Daily* at a trade launch earlier this week, Rail Europe Marketing, Partnerships and Comms Manager APAC Blaze James said "75% of marketing is rubbish, so we want to go beyond that and have a conversation with our audience and not at them."

"Starting this year our communications are more personalised, more entertaining, informative and engaging, no matter what stage you are at in working with us."

The company has rolled out a new Once Upon a Train educational and entertaining incentive program which spans

a year and uses interactive storytelling to educate agents about the company's core products and service offering.

Prizes are offered for completion by solving "the mystery of the missing Golden Ticket" with spots to be nabbed at the end of the year on one of three famils.

"So far this year we've launched four of the stories for the incentive and we've already had a thousand agents complete the quizzes, which is great because when you gameify these things there's far better engagement and ability to recall product attributes," said James.

The wholesaler is also encouraging agents to pitch for co-op investment with a Marketing Grant awarded to agents with innovative and creative ways to market one of the company's products.

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MORE DETAILS

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Sustainability chief in town



THE Travel Corporation's (TTC) Chief Sustainability Officer Shannon Guihan updated staff in Sydney yesterday on the latest developments of TTC's philanthropic wing, the TreadRight Foundation.

Speaking with *TD*, Guihan said the United Nation's sustainable development goals "have become the language of the corporate space and sustainability and make a lot of sense for us".

"We're going through a process of updating our corporate social responsibility strategy to be titled TreadRight 2025, and we are identifying and aligning our goals with the UN's sustainable development goals."

"A lot of the work we've done

at the TreadRight Foundation has focused on providing economic empowerment and opportunity for local communities," she said.

Guihan will next appear at the Force For Good event in Sydney tomorrow and is **pictured** with TTC Global Chief Digital Officer and fellow Canadian Dan Christian.



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Prizes include flights to Europe with Emirates and weekly travel vouchers from Expedia.

ANA gets cooking



ALL Nippon Airways (ANA) hosted 22 trade partners at a product update seminar and lunch at Susuru Ramen and Gyoza Restaurant in Newcastle on 26 Feb.

Not only did the attendees learn more about ANA's double daily Sydney - Haneda services, they also learnt how to make Gyoza

(Japanese dumplings), and were able to enjoy their creations for lunch, along with some Ramen.

Pictured: Mark and Karen from italktravel The Junction, and Victoria from Jayes Travel Newcastle City.

Travelport deals

TRAVELPORT has signed multi-year content agreements with three new airline partners in the Pacific region: Australia's Fly Corporate and Fly Pelican, and New Zealand's Air Chathams.

The announcement comes two weeks after the global travel technology company signed new agreements with five other Pacific carriers (TD 19 Feb).

Oceania events

OCEANIA Cruises' Agent Bring Client event series kicked off yesterday in Newcastle and Melbourne, with attendees learning about the cruise line's 2020/21 sailings, while enjoying canapes and beverages.

The next event will take place in Sydney on 16 Mar, followed by the Gold Coast on 17 Mar, Perth on 24 Mar, Tauranga on 01 Apr, and Auckland on 02 Apr.

Agents can register themselves and their clients [HERE](#).

Get ahead of COVID

VIRTUOSO Managing Director Asia Pacific Michael Londregan believes the best travel companies will be able to lessen the impact of COVID-19 on their business by planning ahead.

"If we can be proactive and get ahead of this curve, we're not going to be as impacted as those people who just hibernate," Londregan told *Travel Daily*.

"The best in our industry are going to get very savvy, and what they're going to work out really quickly is, what products are still acceptable from a risk perspective for their clients, which are not, and they're going to talk to them about the alternatives very quickly and put people's minds at ease to do what they want do.

"If you're interested in health and wellness, and you had your heart set on Chiva-Som, but Gaia is in our own backyard, you can get the same outcome," he said.

Air NZ most viewed

AIR New Zealand's latest safety video had become the airline's most viewed safety video, garnering over 27m views since its release last week (TD 28 Feb).

The video highlights the impact of NZ's biodiversity crisis through the story of a girl named Janey and a lost CGI takahe known as Mr T - watch it [HERE](#).

AMAN new brand

AMAN Resorts International has announced a new hotel brand, Janu, which focuses on "social wellness" and "purposeful connection".

There are currently three Janu hotels under construction, including in Montenegro, Al Ula in Saudi Arabia, and Tokyo, all slated to open in 2022.

The properties will feature large guestrooms with expansive bathrooms, wellness facilities offering "cutting-edge experiences and treatments", and a mix of dining, lounge, and bar areas.

SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by *Hurtigruten*

Equality is a numbers game



Every International Women's Day is an opportunity to focus on the achievements of women. But it's also a time

to consider the work that still needs to be done to improve women's opportunities to fully participate in the workforce. And the numbers don't stack up. The World Economic Forum estimates it will take 200 years for women to achieve economic parity if we continue at the current rate.

At Hurtigruten we're committed to promoting gender equality across our business. Not only is it the right thing to do, it just makes business sense. The UN reports that it is estimated companies with three or more women in senior management functions score higher in all dimensions of organisational performance.

Last year Hurtigruten's businesses were ranked 11 out of 91 on the SHE Index, a global organisation measuring gender balance and the initiatives a company has put in place to increase gender equality.

Their motto is "what can be measured, can also be changed" and we're continuing to work with them to improve our numbers across all aspects of our business in all regions of the world.

Damian Perry, Managing Director Hurtigruten APAC



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China flashes cash

CHINA has activated a new cash support strategy to both domestic and foreign airlines in a bid to restore services and mitigate the suspension of flights during the COVID-19 crisis.

The move is designed to alleviate cashflow issues in the country experienced by a number of carriers, with British Airways for example expected to receive a direct funding boost to restart its services from London to Beijing.

TI sales trips in Nov

TOURISM Ireland's (TI) 2020 Sales Mission will visit Brisbane, Melb, Sydney and Auckland.

The Brisbane date is 09 Nov, the Melbourne date is 10 Nov, the Sydney date is 12 Nov and the Auckland date is 16 Nov.

The events will see TI mix with key travel industry buyers and other delegates in Australia and New Zealand.

Rad Season insures

ADVENTURE and action sports events company Rad Season has partnered with insurance company battleface to provide coverage in isolated destinations and dangerous places.

Flybe bids bye bye?

AILING UK airline Flybe is on the brink of collapse, according to British media reports.

The carrier's primary hub of Exeter Airport is showing all flights today as operational, however, reports on the ground at Glasgow Airport suggest the airline's aircraft have been seized and all flights cancelled.

In Jan, Flybe was formally excluded from coverage by the AFTA Chargeback Scheme (ACS) (**TD** 29 Jan), and earlier this week, the airline reportedly informed the UK Government it did not have enough funds to last until the end of Mar.



THE SkillsIQ NSW ITAB Industry Skills Forum 2020 took place at the Novotel Darling Harbour hotel late last month, pushing forward the theme of Customer Service versus Customer Experience - The Experience Matters.

The event saw prominent industry leaders come together from across a broad range of verticals, including tourism, travel and hospitality, retail, personal services, sport, and recreation.

The forum also fostered discussions about sharing knowledge from sector to sector,

and provided deeper insights regarding the challenges and opportunities arising from the rapidly changing client landscape, and how businesses in travel can take advantage of this evolution.

Pictured: NSW ITAB Executive SkillsIQ Sarah Rosen; SkillsIQ CEO Yasmin King; Australian Travel Careers Council CEO Rick Myatt and SkillsIQ General Manager Melinda Brown.

Qld rethinks tourism

QUEENSLAND'S tourism industry has created a new leadership group, including reps from 13 regional organisations, plus Tourism and Events Queensland, the Department of Innovation and Tourism Industry Development, the Queensland Tourism Industry Council and the Local Govt Association of Qld.

The change is aimed at bringing about a more "collegiate and transparent approach", said the Group's Chair Simon Latchford.

New Quest Melb

QUEST Apartment Hotels has announced it will open a new hotel in Melbourne's north-west.

Watergardens Town Centre will be comprised of 86 apartments across five levels including studio, one- and two-bedroom accommodation, offering conference spaces, car parking, fully equipped kitchens and laundry facilities.

Construction work will kick off "shortly", with view to opening to the public in mid-2021.

Celebrate International Women's Day at The Fullerton Hotel Sydney



This week The Fullerton Hotel Sydney & *Travel Daily* are offering readers the chance to attend a lavish purple-themed International Women's Day Afternoon Tea held each day during the month of March.

The Fullerton Hotel Sydney is awarding an Afternoon Tea for two to five readers with most creative responses received.

Send your answers to fullerton@traveldaily.com.au

Q: In 25 words or less tell us who you would like to bring to The Fullerton Hotel Sydney's International Women's Day Afternoon Tea, and why?



THE FULLERTON HOTEL
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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.



Craig Constable has assumed the role of Country Manager for the Australian market at **1000 Mile Travel Group**. He brings with him a wealth of international experience in the travel industry to the Helloworld business, having worked in China, Indonesia and Singapore.

American Express Global Business Travel has promoted **Michael Qualantone** to the position of Chief Revenue Officer. He most recently held the role of EVP, Global Supplier Relations, leading both the supplier relations and meetings & events teams, and will report directly to Chief Executive Officer Paul Abbott.

Cruise search engine **Cruisewatch** has welcomed former Cruiseco Chief Executive Officer **Amanada McClelland** as a project representative for the Australian market. She will be charged with working with strategic partners in order to leverage the advances which artificial intelligence can bring to us cruise lovers.

InterContinental Hotel has appointed **Ruwan Peiris** to the new role of Head of Managed & Leased Operations – UK & Ireland. He will commence in the position from mid-Apr, where he will be based in IHG's global headquarters in Denham, United Kingdom. Peiris will be accountable for driving "significant transformation" that includes the integration of the Principal Hotels portfolio into the IHG enterprise.



MTA celebrates 20 years

TWENTY years of success makes for one very special birthday celebration.

And MTA – Mobile Travel Agents made sure this memorable event went off with a bang.

A total of 500 MTA Advisors, VIP guests and industry partners joined founders Karen and Roy Merricks at the InterContinental Sanctuary Cove Resort in Hope Island, Queensland, for the People Purpose Passion 20th anniversary conference.

An unforgettable three-day fun-filled spectacular over the weekend culminated in a Roaring '20s Gala Party complete with Guy Sebastian live on stage at Movie World, an event that will have the industry talking for years.

THE champagne was flowing at the Fri night Welcome Beach Party. Back: Lorna, Chantelle, Anne, Zeena, Sue and Celeste from MTA Head Office; Front: Carolyn, MTA and Carlos, Intercontinental Hotels and Resorts.



THE amazing Guy Sebastian in action at the Movie World Gala party.



THE Merricks family – Karen, Roy, Sara and Ben – with Guy Sebastian and MTA brand ambassador Jessica Watson and a cast of hundreds.

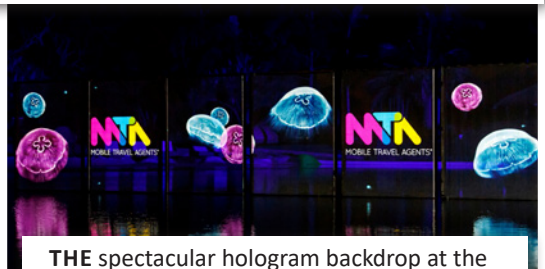


THE highly tropical World's Leading Cruise Lines team, all glammed up for the opening night beach party.



MTA co-founders Karen and Roy Merricks with the MTA Sprit Award recipient 2020, Chris Hopton from NT.

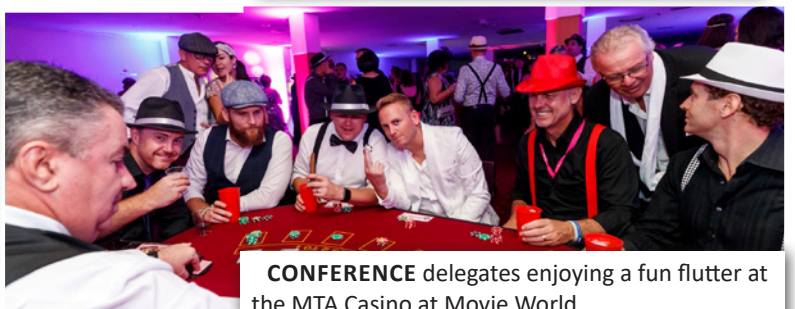
KAREN and Roy Merricks with some of the inaugural Hall of Fame award recipients for outstanding performance and over 15 years with MTA.



THE spectacular hologram backdrop at the opening night Lagoon Beach Party.



SPECIAL guest Guy Sebastian fielding questions from conference MC Ally Langdon.



CONFERENCE delegates enjoying a fun flutter at the MTA Casino at Movie World.

Quasar goes to Galapagos



FOUR of Australia's top South America wholesale specialists were recently whisked away on an island escape to the Galapagos, on an adventure hosted by Quasar Expeditions' Eric Andrews and Ynot Concepts' Rob Gurr.

The trip began with a couple of nights in Ecuador's cultural capital of Quito before the group boarded Quasar Expeditions' 16-cabin, 33-passenger capacity *M/V Evolution* for a seven-night cruise itinerary.

The group explored the islands on foot, by kayaks and on panga rides, and mingled with turtles and sharks in the water.

Pictured: Eric Andrews, Sales & Promotions Manager, Quasar Expeditions; Ushi Grant, Senior Sales Consultant, Travel Projects; Pauline Stavakis, Reservations Team Leader, Abercombe & Kent; Savio Pereira, General Manager, The Travel Specialists; Brendan Murphy, Groups Coordinator, Latitude 33; and Rob Gurr, Director, Ynot Concepts.

London mates rate

EDWARDIAN Hotels London is offering special travel agent rates from £110 (approx AU\$213) per room per night inclusive of VAT at 20%.

Radisson Blu Edwardian's Hampshire, Heathrow, Mercer Street and Bloomsbury Street hotels are included in the offer.

Agents will require an IATA number or TIDS number to book - for more information, contact whittys@edwardian.com.

Vistara, Sabre deal

SABRE Corporation has signed a new agreement with Indian airline Vistara, allowing the carrier access to its Codeshare Manager and partner solution Sabre Schedule Manager.

Vistara already had an existing GDS agreement with the global travel software and technology company.

Jenman policy

FOLLOWING global health concerns, Jenman African Safaris will allow agents to reschedule bookings confirmed on or after 28 Feb and for travel by 28 May 2021, for up to 15 months from the booked date.

Standard cancellation fees will still apply to travellers who cancel their bookings.

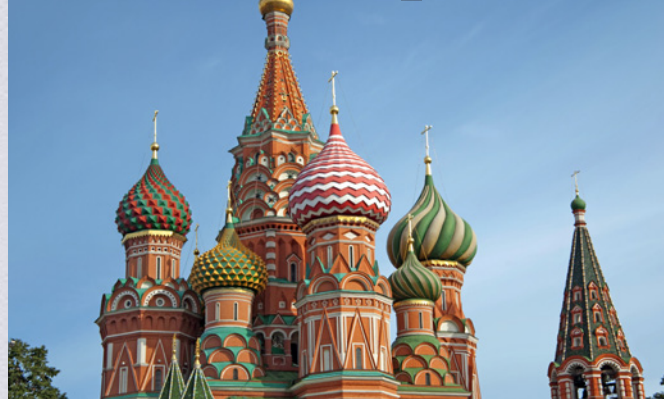
Additionally, Jenman will hand out "health passports" to its guests detailing information and health tips on COVID-19.

Unique wins Pimalai

THE Unique Tourism Collection has been appointed as the Australian and New Zealand representative for Thailand's five-star Pimalai Resort & Spa.

Unique will promote Pimalai through marketing campaigns, trade and media fam trips, event representations, and more.

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Lorch in Germany, The Rhine

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No single supplement on all departures!

INCLUDES

- **TAUCK EXCLUSIVE** – Evening at the 12th-century Duché d'Uzès
- Tauck's private shore excursions and distinctive inclusions valued at AUD \$3,958
- Pastry class for Tauck guests at Le Cordon Bleu Paris
- Reception and dinner at Fouquet's, followed by a city lights tour of Paris at night
- Provençal lunch at a private ranch in La Camargue
- Private wine tastings in Beaujolais and Châteauneuf-du-Pape



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ms Esprit, ms Inspire, ms Grace or *ms Treasures*

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***NEW* IT'S A NUMBERS GAME**
PRICING & YIELD ANALYST x 2
BRISBANE- UP TO \$100K PKG DOE

Come and join this leading travel company in their ecommerce team as a pricing and yield analyst. You'll be responsible for evaluating and monitoring the overall revenue management strategy and ensuring targets will be achieved. This role will provide a long term career path with superb opportunity for progression. Previous experience in a similar analyst role within the travel or airline industry is required along with an ecommerce background.

***NEW* GROW ONLINE BUSINESS**
WEB DEVELOPER
ADELAIDE - UP TO \$150K PKG DOE

This well-known national name is looking for an experienced developer that has a thorough understanding of the travel industry. You'll join this team in an exciting period of growth where they are looking to redesign and build their online travel business/presence. From online booking capabilities to enhancing the customers' experience from their first click - you'll be part of it all. Technical knowledge and ability along with travel experience a must.

WINNING STRATEGIC BDM ROLE
SALES MANAGER

MELBOURNE/SYDNEY- STRONG SALARY + BONUSES

Throw yourself into an exciting career with a leading global travel company. If you are skilled in travel technology, project management, procurement and have outstanding hunting skills you will love the outcomes this role will deliver. It is essential that you have strong sales skills, professional business communication and be capable of managing multiple stakeholder relationships, both internal and external. A fascinating role for a motivated person!

SENIOR ROLE IN VICTORIA

DIRECTOR OF SALES AND MARKETING

MELBOURNE - \$125K PLUS SUPER PLUS TOOLS OF TRADE

Specialising in one of the world's most beautiful destinations, this company has a reputation built on longevity and hard work. This newly created role will contribute significant commercial growth to this unique brand. We are looking for someone who is ready to build a long lasting career and assist in the ongoing growth. A strong package is on offer, interviews will commence soon

NUMBER CRUNCHER
FINANCE MANAGER

SYDNEY - SALARY \$80K PLUS SUPER

Rare finance role based in the city, working for a well-established agency specialising in wholesale and retail. You will be part of a close team and handle accounts payable and receivable, payroll when needed, financial reporting, auditing, etc. Working hours are Monday to Friday and the office is close to trains and buses. Must be CPA qualified. Interviews to commence this week with a start ASAP.

BRING YOUR STRATEGIC SKILLS
CORPORATE ACCOUNT MANAGER x 2
SYDNEY- SALARY UP TO \$110K

As a Global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

HUNTERS WANTED URGENTLY
BUSINESS DEVELOPMENT MANAGERS
MEL & HBA- \$80K OTE+

If you're a motivated and successful business development manager looking for a new challenge -this is it. Joining this reputable and growing TMC you will utilise your strong networking and lead generation skills to identify, build relationships and have new corporate clients sign on the dotted line. A top salary package + commission is on offer along with superb career progression and training opportunities. Interviewing now

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