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Travel Daily



Sustainability
SUMMIT

22 April 2020

Doltone House, Darling Island



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Industry Head Travel, Facebook



Chris Johnson
Senior Manager, WWF Antarctic Program



Naomi Ages
Head of Sustainability, Hurtigruten



David Young
Senior Advisor, Future Planet & Sustainability, Qantas



Angela Gillham
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Last chance to come

THE last day to secure your spot at the **Travel Daily Sustainability Summit** is 27 Mar.

Taking place at Doltone House Darling Island on 22 Apr, more details on the Sustainability Summit are on the **cover page**.

Vale Lisa Dunn

THE travel industry is today mourning the untimely death of the delightful Lisa Dunn, whose career included roles at Ansett, Air NZ & most recently at Gate7.

Her funeral is at Sydney's St George Motor Boat Club next Wed.

Flight Centre closures

FLIGHT Centre MD Graham Turner said the company is determined to be ready for the expected rebound in travel once the COVID-19 crisis passes.

In the short term the company is adjusting its strategy, including accelerating the restructure of its network in Australia, with Turner confirming the reduction of Flight Centre's "traditional leisure footprint" in the coming months.

Up to 100 under-performing leisure shops across the country will close (**TD** breaking news), but staff will be redeployed to fill existing vacancies in other shops.

Turner said the company was drawing on its experiences with SARS and the Global Financial Crisis by seeking to stimulate demand, while also implementing sensible cost reduction strategies.

"While people are still booking travel - in Feb our TTV actually increased slightly globally

compared to the same month last year - we are now seeing significant softening and expect this to continue into Apr at least."

FCTG's priorities are to reduce costs "while also ensuring that we...are ready to capitalise when the steep discounting that is underway across most travel categories starts to gain traction and as the trading cycle rebounds," Turner said.

In the near term the company will also proactively seek to win market share by investing in sales and marketing "at a time when some of our competitors may be forced to pull back".

Turner said the company would highlight the great value currently in the market, as well as "initiatives that we and our key suppliers are introducing to give travellers greater flexibility and additional peace of mind surrounding their future bookings".

Travel Daily

on location in Bangkok, Thailand

Today's issue of **TD** is coming to you courtesy of **Travel Partners**, which is this week holding its annual conference in Bangkok.

TRAVEL Partners' 2020 conference is underway at the Marriott Marquis Queens Park.

Today attendees are hearing from speakers including GM Kate Cameron, AFTA Chief Executive Jayson Westbury, Resurg CEO Mark Jenkins and The Consumer Futurist's Amanda Stevens.

Tomorrow's agenda includes a panel, business sessions, a Supplier Showcase, and a talk from Solar Buddy International CEO Simon Doble, after which the network will celebrate the success of its best at a gala dinner and awards event.

Today's issue of **TD**

Travel Daily today has seven pages of news and photos, a front cover wrap for **TD Sustainability Summit**, plus full pages from:

- Viking
- Travel Trade Recruitment
- Travel Associates

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A cruise in the Galapagos offers wildlife encounters like nowhere on earth. Read more in the March issue of *travelBulletin*.

CLICK to read
travelBulletin

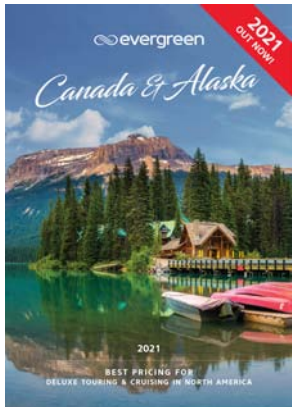
Viking offers peace

VIKING is reminding agents of the peace of mind it offers its travellers, with the freedom to change cruises up to 24 hours before all cruises booked before 30 Apr.

See **page eight** for further details on updated policy.



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2021 Preview
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TP refreshes and grows

TRAVEL Partners has revealed network growth and a brand refresh (**pictured**) at the group's annual conference, which kicks off today in Bangkok.

The Travel Partners network has reached 255 members Australia-wide, with the group expecting to round out the year at 300.

An additional 55 people have joined the brand since Feb 2018 (*TD* 18 Mar 2019), with the network seeing rapid growth since it was acquired by Flight Centre (*TD* 07 Aug 2017), when it had 74 in the network.

"Travel Partners was acquired by FCTG just 18 months ago, and the growth in that time has been phenomenal," Travel Partners GM Kate Cameron enthused.

The network has launched a refreshed brand identity, swapping out orange as Travel Partners' main colour for red.

Cameron added the switch was a reflection of Travel Partners' confidence in the future, and signified a new direction for further growth in the independent network.

"The colour red creates a powerful and dynamic first impression and is associated with

Travel jobs on offer

TRAVEL Associates is currently inviting applicants to reach out and join Australia's "premium travel agency".

See **page 10** of today's issue of *Travel Daily* for details.



passion and triggering emotion." "In spite of current challenges, travel is certainly an industry that thrives on emotion and excitement, spurred on by our customers' desire to see the world, understand new cultures and broaden their horizons."

Tassie to respond

TOURISM Tasmania (TT) is crafting a \$9.2m response plan to combat the effects of COVID-19, which has already caused the cancellation of the Dark Mofo festival (*TD* 12 Mar).

The cash injection will see the launching of a new intrastate campaign aimed at encouraging Tasmanians to experience their own backyard.

VA cuts capacity

VIRGIN Australia has slashed capacity and suspended its earnings guidance in response to the COVID-19 pandemic (*TD* breaking news).

International gauge will take a 10.3% hit for the second half of the financial year, with Sydney-Los Angeles and the newly launched Brisbane-Tokyo service both downgraded.

The capacity changes amount to a 5% reduction in the domestic operation, mainly on routes with multiple daily frequencies in order to minimise disruption.

VA's earnings guidance initially informed of flat revenue and a \$75 million hit from the virus' outbreak (*TD* 26 Feb), but Chief Executive Paul Scurrah today said the spread of COVID-19 had forced a quick response to minimise the financial downturn.

"We remain disciplined in managing capacity in response to forward bookings," he noted.

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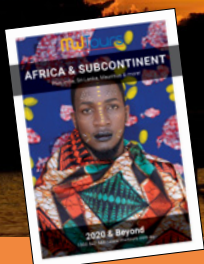
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Disney closures

DISNEYLAND Resort in California, Walt Disney World Resort in Florida, Disneyland Paris Resort and Disney Cruise Line have all suspended operations through to the end of the month due to COVID-19 concerns.

The hotels of Disneyland Resort will stay open until 16 Mar to give its guests the opportunity to make alternative travel arrangements, with the resort to assist them during this time.

Accommodation at hotels for Walt Disney World and Disneyland Resort Paris will also remain open until further notice.

Disney Cruise Line said it would suspend all new departures from tomorrow, while Universal Studios also announced it would close from 14 to 28 Mar.

AFTA welcomes funding

THE Australian Federation of Travel Agents (AFTA) has hailed a \$17.6 billion coronavirus support package released by the Australian Government yesterday, labelling the funding "critical" for the travel sector in bouncing back from the current crisis.

"Small business lives and dies on cash flow, and this is particularly acute in travel agencies at this time with low to no bookings, and

refunds flowing out the door," said AFTA CEO Jayson Westbury.

"AFTA will drive the guidance process to help support agencies across the country to understand how they can access the funds being made available and if this is not enough, will stand ready to take it up with the Prime Minister directly," he added.

Outlining which components of the government package would best serve its members, AFTA noted the increase in the asset write-off threshold from \$30,000 to \$150,000 until 30 Jun, the provision of up to \$25,000 tax-free for SME businesses, and a wage subsidy of 50% off apprentice/trainee wages for up to 9 months from 01 Jan-30 Sep.

AFTA has also advised all ATAS-accredited travel agencies to get in touch with the ATO to tailor a specific support plan.

Early next week, AFTA will introduce a how-to guide to inform businesses about how to access the stimulus.

IATA on Trump ban

THE International Air Transport Association (IATA) has reacted to the United States' decision to ban all non-US residents from entering the country from 26 European countries, imploring govts not to restrict travel to countries experiencing outbreaks.

"Travel measures that significantly interfere with international traffic may only be justified at the beginning of an outbreak, as they may allow countries to gain time, even if only a few days, to rapidly implement effective preparedness measures," IATA said.

Trump's latest travel restrictions between Europe and the US will create "enormous cash-flow pressures for airlines," the group added, advising governments to assist struggling airlines by extending lines of credit, reducing infrastructure costs, and lightening their tax burden.

Gran Prix pulls over

THE Australian Grand Prix has been called off, according to several sports websites.

The news follows McLaren's decision to withdraw from the event yesterday, citing COVID-19 concerns as the reason.

The major sports event attracted more than 324,000 last year.



Window Seat

PLENTY of people are in need of some cheering up with the worldwide panic induced by COVID-19, and one restaurant in Scotland is doing its bit to keep Glasgow's spirits up.

Indian restaurant Shish Mahal in the city's West End is committing to delivering free curries to anyone in Glasgow who has COVID-19.

The restaurant, which claims to be the inventor of chicken tikka masala, has offered that, or any other curry on the menu, to infected customers.

If nothing else, perhaps it will "cleanse" the body?

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Expert Tip/s: Make sure to check your mobile International roaming rates. These can be very expensive. To avoid a very costly bill on return to Australia, get an International Sim Card. Also call your phone provider and turn your data off. Many hotels provide wi-fi, so use that when downloading your emails or checking social media.



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HA will weather storm

AMIDST the slump in consumer demand for air travel, Hawaiian Airlines (HA) Senior Vice President of Marketing Avi Mannis believes the airline is in a strong fiscal and brand position to weather the storm and is primed for a rebound when confidence returns to the market.

Speaking at the Mumbrella Travel Marketing Summit in Sydney yesterday, Mannis said the lessons the airline had learned through crises over the past decade, including health pandemics such as SARS and MERS, had the airline in a strong position to respond.

"The marketplace rewards rapid, tactical pivots and it's really important when facing a crisis like right now that businesses decisively take action on things, such as in our case like what routes to be flying, what capacity we ought to be flying, who our best customers are and how do we manage our cash burn.

"Those are the things that require rapid action and rapid change," he said.

Mannis said the airline moved fast to suspend operations from Korea and that some adjustments had been made to the airline's Japan route too but that other markets were not seeing the

same level of fallout.

"We haven't seen the rate of cancellations in our other markets yet, we have seen a slowdown in demand and so we're continuing to look at what network adjustments to make and this is why we've built a strong balance sheet.

"Everyone's learned from the experience of 9/11.

"If there's a shake out of capacity we think we will not be the first to go in any of our markets and if we focus on the long term it gives us potentially the opportunity to solidify our position in these markets," Mannis said.

The airline is primed for the inevitable recovery, with Mannis saying that "in many of our affected markets we've pulled down some of our spend with the intent to build a war chest so that when things do turn up, we can be out there selling really hard and promoting our brand.

"Our marketing teams are planning ahead for the rebound so they don't have to improvise when that moment comes, and looking at leading indicators of consumer sentiment that will tell us when we see the first green shoots of a market recovery," he told the audience.

TIC booking portal

THE Travel Industry Club (TIC) has this week launched a new online booking system, allowing the trade to search and book exclusive industry rates online.

Powered by Odysseus, the platform is a "game-changer" according to TIC owner Sue Francis, giving travel agent members direct access to deals from cruise and airline partners.

The new search engine is available at the TIC website industryclub.com.au - to become a member, call 02 9700 8711.

FJ baggage boost

FIJI Airways (FJ) has increased its Economy class checked baggage allowance from 23kg to 30kg on all FJ international flights.

The carrier's CEO, Andrew Viljoen, said the ability to check more baggage was one of the most common requests from customers.

The new allowance is included in all FJ Economy fares and is effective for all tickets purchased on or after 05 Mar 2020.

Peregrine cancels

AS A result of the cancellation of visitor visas by the Indian Government (**TD** yesterday), Peregrine Adventures has cancelled all its India departures from 12 Mar until the end of Apr.

Peregrine is currently in the process of notifying and assisting affected customers, with the company stating the safety and wellness of its travellers and staff is its top priority.

Trump mulls more

US PRESIDENT Donald Trump hasn't ruled out domestic travel restrictions within the US.

"Is it a possibility? Yes, if somebody gets a little bit out of control, if an area gets too hot," Trump said yesterday during a meeting, after a reporter asked if he would consider domestic travel restrictions.

TECHNOLOGY UPDATE

Today's Technology Update is brought to you by ReadyRooms



We often take it for granted that a piece of technology just works. In our case, we make it easy to book travel products at the right price

with a seamless holiday for your client. However, it's when there are challenges, like the fires, or a virus or a storm that agents and travellers want to know there is a person available, not just a piece of technology.

Across our Viva Holidays, Sunlover Holidays, ReadyRooms and Seven Oceans Cruising brands we've seen a surge in calls to our 24/7 support number over the last six weeks. It's times like these that customers want to speak to a person who can help them immediately. What we offer is more than technology, it's support and trust that your customers will be well cared for no matter the circumstances.

Flexibility has also become front of mind. Our flexible rates and the ability to book and hold with zero deposit has always been a hallmark of ReadyRooms. In today's dynamic and rapidly changing environment these traits have become more important than ever.

Come what may, we're here to help and our tools are there to give agents the flexibility they need to do business in uncertain times.

Steve Brady, ReadyRooms



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Cruise lines suspend

SEVERAL cruise lines have temporarily suspended all sailings due to the increasingly complex travel environment brought on by the spread of COVID-19.

Both Viking Cruises and Celestyal Cruises announced they would halt all sailings until 01 May, and are offering guests the option of a full refund or future cruise credit.

Additionally, Princess Cruises has cancelled its global ship operations until 10 May, and will honour travel agent commissions on affected bookings.

Uniworld has suspended its European sailings until 23 Apr, while Virgin Voyages will delay *Scarlet Lady's* inaugural sailing season - see today's **CW** for more.

WIN A SPOT ON THE FIJI MEGA FAMIL AND A HAPPINESS HAMPER

Fiji is often named one of the happiest countries in the world. With Bulanaires being people rich in happiness.

Tourism Fiji is offering agents the chances to win a spot on Tourism Fiji's Matai MegaFamil and a Happiness Hamper.

Feel the Bula spirit as you experience the amazing range of experiences and the warmth of the people of Fiji on this all expenses paid famil.

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To enter register yourself to become a Matai agent and send us a photo that reflects your own happy moment to bulanaires@traveldaily.com.au



The next G spot

G ADVENTURES is working to launch new brand styles in the next few months, with the company doing extensive research into rail trips, founder Bruce Poon Tip told **Travel Daily**.

"We're exploring different kind of rail options around the world... we have people on the ground kind of looking at them," he said.

The business is also looking to expand its local living experiences, which takes travellers to communities which don't normally benefit from tourism.

It is also exploring opportunities in Central Asia, with particular view to expanding the Stans.

"We're doing a lot of research and development into those regions in terms of new places to go," he told **Travel Daily**.

G Adventures has also seen a bounce back in Russia as its political ease and a pent up demand in travel to Africa, which took a hit following Ebola.

Dreams revealed

DREAM Cruises has announced further details on *Global Dream*, due to launch 2021 (**TD** 14 Oct 2019), including attractions on the ship's theme park, Dream Park at the Pier.

The theme park will feature mini karts, a trampoline park, a surf simulator, and more; there will also be a multi-deck water park with up to 350m of waterslides.

For more info, see today's **CW**.

NZ restricts more

IN RESPONSE to COVID-19, the New Zealand Government will deny entry to foreign nationals who have been to, or transited through, Iran or mainland China, 14 days prior to departing for New Zealand.

Additionally, foreign nationals who were passengers or crew on board Princess Cruises' *Diamond Princess* cruise within 14 days of disembarking from the ship will also be refused entry.



FACEBOOK'S Australia-based office is helping with relief and recovery efforts of communities impacted by drought and the recent bushfires by launching several initiatives designed to help tourism bounce back and regenerate.

Speaking at the Mumbrella Travel Marketing Summit in Sydney yesterday, Paul Nahoun, Industry Head Travel ANZ Facebook said that the social media giant has launched a Facebook for small business regional support package "which includes virtual training, one-on-one training, ad coupons and workshops."

"We had one training session in Batemans Bay last week where we were helping people and small businesses directly impacted with a view to help drive more tourism into the market."

Facebook is also encouraging more community groups on the platform to commence "grassroots" campaigns to spur the recovery efforts providing financial support via grants.

"We have also launched our Australia Facebook groups fund which is \$500,000 in total and you can nominate people and businesses to receive a grant of between \$1,000 to \$10,000," Nahoun added.

Pictured is Paul Nahoun with Abigail Dawson, Senior Content Journalist, Mumbrella.

PR writing classes

AUSTRALIAN travel writer Rob McFarland will hold a PR writing workshop in Sydney on 03 Apr, not a travel writing workshop, as originally reported by **TD** on Mon. Info at robmcfarland.org.

Are you innovative, leading the pack with sustainable initiatives?

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Travel Daily



Sustainability AWARDS

22 April 2020

CORPORATE UPDATE

COVID-19 don't scare us!



THE team from Reho Travel is pictured showing their defiance in the face of the escalating coronavirus crisis.

It's been a big year for the business, which was recently re-certified as a "B Corporation" for the third time, continuing as the

"Post-digital era" is coming - Travelport

TRAVELPORT has released new research it says indicates that millennial travellers are driving corporate travel towards a "post-digital era" in which suppliers must differentiate themselves by applying technology in new ways.

Travelport MD APACMEA, Mark Meehan, said while road warriors were now heavily using digital channels in all stages of business travel, this was being matched with "increasing frustrations with existing offerings".

"In this new era, sellers of corporate travel need to use digital channels to deliver value in more modern and sophisticated ways," he added, such as with enhanced personalisation, solving more complex problems or more proactively meeting the need for memorable leisure experiences.

A third of millennial corporate travellers in the Asia-Pacific region now claim they use mobile devices to both book and pay for "every trip", the study found.

only TMC globally to have made the achievement.

That all happened while continuing to provide top service to clientele, which continues despite the constant challenges being thrown up at present.

CEO Karsten Horne stressed that the business was "looking forward during this difficult time in the industry".

GBTA virus impact

THE Global Business Travel Association says at this stage business travel to Asia has been hardest hit by COVID-19, according to a "lightning poll" of members conducted last week.

There were also significant cancellations and suspensions of travel to other regions, while 13% of members also reported the suspension of US domestic travel.

View the full results at gbta.org.

COVID risk seminar

INTERNATIONAL SOS has partnered with Egencia to offer a joint webinar on "Managing your travel risks in today's volatile world".

The online session, scheduled for Tue 31 Mar 2020, will discuss best practices on reducing employee travel risks before, during and after a trip - to register or for more information see info.egencia.com.



Travel Daily
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CORPORATE CHATTER

with Cedric Barbesier

Predicting a better experience

SOMETIMES, business travellers just run into bad luck. Delayed or cancelled flights, long layovers, and inconvenient hotel options.

But what if it wasn't just down to luck? What if we could see potential obstacles before they turn into a problem, and take corrective action?

Much has been said about

how predictive analytics can help companies save on their travel spend. But it can also help create a more stress-free and productive experience for travellers.

Consider hotel rate caps, for example. Many companies set a limit on how much their employees can spend on a hotel room. Sometimes, a spike in demand sends rates through the roof, and a traveller has to book a not-so-great hotel far away from their meeting location. By better forecasting demand and price fluctuations and adjusting rate caps, we can save travellers the time and hassle of finding a suitable hotel that's in-policy.

We can also start predicting shifts in the supplier landscape. The airline and hotel industries are rife with change. Mergers

and acquisitions, new alliances, strikes, bankruptcies and a myriad other factors can change the options available to travelers.

Data science is allowing us to more accurately anticipate the timing & impact of such events.

Armed with these insights, companies can plan ahead and find alternatives to shield their travellers.

A third application is in predicting flight disruptions – one of the biggest stress triggers for travelers. With information such as historical on-time performance, seasonality, air traffic, airport congestions and weather forecasts, the probability and length of flight delays can be estimated.

Predictive analytics holds great promise for business travel, and it might provide new answers to one of our industry's perennial conundrums – how to create a more pleasant and productive traveler experience, and provide cost-saving solutions at the same time.

*** Opinions expressed are those of the author. Comments are welcome, please email corporatchatter@traveldaily.com.au.*

“
Much has been said about how predictive analytics can help companies save on their travel spend...but it can also help create a more stress-free and productive experience for travellers
”



Cedric Barbesier is Director of Global Digital Products at CWT Solutions Group, the consulting division of Business-to-Business-for-Employees (B2B4E) travel management platform CWT. Contact him at CBarbesier@mycwt.com.

TP sports new look



TRAVEL Partners is already showing off its shiny new brand, with the team up at the crack of dawn this morning to sport their cool new look.

Pictured: Marketing Manager

Charlotte Whelan, General Manager
Kate Cameron, Financial Controller
Lynda Bauermeister, Head of Account Management
Lisa Zahra, and -
Head of Product Lou Larsson.

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

Savings of up to \$1,600 are available on select **Paul Gauguin Cruises** itineraries aboard *Le Paul Gauguin*. All new guests booking select voyages taking place from Jun onwards are eligible for the discount, which includes a seven-night Society Islands & Tahiti trip and a 10-night Society Islands & the Tuamotus sojourn - contact Ponant on 1800 878 671.

Intrepid is offering savings of 20% on all bookings made between 17 and 20 Mar. The offer is valid for travel on itineraries visiting Africa, Europe, Middle East and South America. Included are accommodation, transport and some meals and activities - call 1300 854 445 for details.

Six million promo seats are on offer on select **AirAsia** flights, with the Gold Coast to Kuala Lumpur on sale from only \$80. More than 160 destinations are on offer under the sale, and is valid for travel from Sep through to Jul, to places such as Malaysia, Thailand and Indonesia.

Italy shuts all biz

ITALIAN Prime Minister Giuseppe Conte has announced the closure of all commercial activities in the country until at least 25 Mar in the wake of a major COVID-19 outbreak.

The move will see all shops closed, except for basic services such as pharmacies.

Reconsider Indo

AUSTRALIANS with an underlying health condition are being urged to carefully consider their need to travel to Indonesia - including the popular Aussie tourist destination of Bali.

A Smartraveller update stated a foreign tourist died of COVID-19 in Bali on Wed, and warned of limited availability of testing and infection controls.

Airbnb shares load

AIRBNB'S new coronavirus extenuating circumstances policy will see eligible reservations able to be cancelled without charges.

The policy applies to guests who cannot complete their trip due to a number of listed reasons associated with COVID-19, and for guests and hosts travelling to or from, or hosting in, "severely impacted areas".

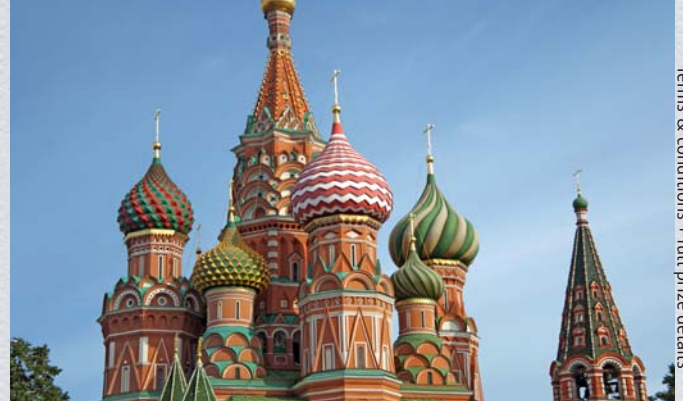
The full policy is available **HERE**.

LATAM cuts a third

LATAM Airlines Group has reduced international flights by approximately 30% due to lower demand and government travel restrictions.

The measure will apply mainly to flights to Europe and the US between Apr and May.

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This month Viking is giving *Travel Daily* readers the opportunity to win a deluxe stateroom on the Waterways of the Tsars river cruise.

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To enter simply:

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- 2) In 25 words or less, let us know what else you'd like to see on the Viking Marketing Centre

Submit your answers to viking@traveldaily.com.au along with your name, state & travel agency details

Contact agents.anz@vikingcruises.com if you need assistance setting up an account



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Working in partnership with the Australian Travel Industry

Leisure Travel Consultant | Corporate Office South Sydney, Up to \$70k DOE, Ref: 4080PE1

A fantastic opportunity has become available with this boutique corporate travel business for an experienced leisure travel consultant that wants to move into a corporate environment & take a step back from face to face sales. As a corporate leisure consultant you will quote & sell holidays to a portfolio of leisure clientele. These holidays can be anything from a family cruise to a round the world trip. This role is fast paced & you must have excellent destination + product knowledge.

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

Leisure Travel Consultant Sydney CBD, Amazing Package, Ref: 4377SB1

Make the move to this award winning travel agency within the CBD. Offering, Monday to Friday, no late nights with a supportive team. This role is perfect to get your work life balance back. I am seeking an experienced travel agent with a minimum of two years' experience to fill this role. With the ability to create customised travel itineraries. This fast paced, luxury travel agency offers a competitive salary and uncapped commission. This role will not last long. **APPLY NOW!!**

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

Travel Consultant Perth, Competitive + Great Bonuses, Ref: 2767SJ1

Are you a travel industry professional looking for a fresh challenge? I have a dream travel consultant position based in the stunning Perth area. Uncapped earning potential with recognition and rewards for your hard work are on offer with this fantastic travel role. You will ideally have international and domestic travel industry experience, be a team player and well travelled and have the passion to find the right holiday for your clients. Call me today for a confidential chat!

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

Senior Luxury Travel Consultant ADL, Attractive Package, Ref: 4385AO1

Are you a travel consultant who has a passion for selling luxury products and providing exceptional customer service? We are currently looking for an experienced travel consultant, working in a very successful boutique retail agency in Adelaide. Work alongside industry professionals, while providing your expert destination knowledge to a repeat cliental base. Fantastic opportunity to work in a successful agency. Monday-Friday, get your weekends back!

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

Business Development Partnership Manager Sydney \$75k + Bonuses, Ref: 3216RL1

We are seeking a Business Development Partnership Manager who is responsible for generating growth through the ongoing recruitment of new customers. This role is Sydney based and responsible for whole of NSW region. The successful candidate would possess 5yrs experience in new business development and a proven track record in successful business relationship management. Extensive travel industry experience and exposure is a must. Self driven go getters please apply within for this opportunity.

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

Senior Consultant | Great Western Sydney Industry High Base + Perks, Ref: 8103AJ1

Join a friendly and welcoming team of experienced candidates who work as a team to deliver amazing travel experiences to their loyal client base. You can look forward to servicing a wide range of travel requests ranging from weekends away to NZ to a once in a lifetime European trip! A positive Work-Life balance is an important factor in this agency, with the work hours of 9-5 Monday-Friday. The perfect opportunity for an experienced consultant living within the Greater Western Sydney!

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

Luxury Travel Consultant Townsville, Competitive, Ref: 2768SJ21

A new position has opened in Townsville for an experienced travel consultant looking to focus on high end bookings. This busy working environment with a friendly team are offering a highly competitive salary package and uncapped earnings. A loyal clientele following providing repeat bookings and supportive management makes this a sought after position. I am looking for current travel industry experience and a positive attitude. We are commencing interviews immediately so don't miss out!

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

Hotel Sales Executive West MEL, Attractive Package, Ref: 3331AB1

My clients are well known and have a strong brand presence through AUS/NZ. They are seeking a Sales Exec to join the team and help launch the business further. Do you have strong sales skills within the retail or corporate space and looking to move into the exciting world of hospitality? Get your weekends back and enjoy the mix of office and on the road work. You'll be rewarded with an attractive package, and have access to the company car to make client meetings. Contact me ASAP & **APPLY NOW!**

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



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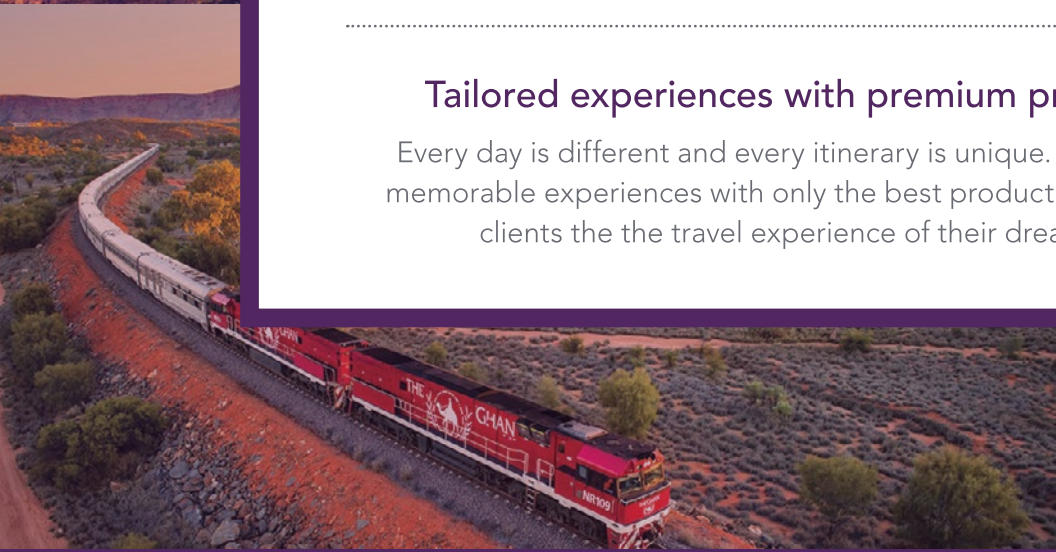
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