



NTIA voting closing

MAKE sure you get your votes in for the 2018 National Travel Industry Awards, with the voting period for nominees closing at 5pm AEST today.

This year's event looks to once again surpass expectations with record levels of nominations and keen interest in the outcome from across the industry.

NTIA gala dinner tickets will go on sale on Fri 04 May - the day after the finalists are revealed.

More info at www.afta.com.au.

[Click here for NTIA voting](#)

Last days for comp

ENTRIES for this month's *Travel Daily* Singapore Airlines and Lufthansa Group competition to win a trip for two to Europe will be accepted until midnight on Sat 31 Mar.

For the final question in the comp see **page nine**.

Today's issue of TD

Travel Daily today has nine pages of news and photos plus a full page from:

- AA Appointments jobs

Si Holidays owes \$5.5m

EXCLUSIVE

THE collapsed Si Holidays owes its unsecured creditors more than \$5.5 million, including \$831,000 due to its travel agent clients and almost \$650,000 in unpaid staff entitlements.

The scale of the collapse has been revealed in documents circulated by the company's voluntary administrator, Damian Hodgkinson from Dem Asia Group who also indicated that options for external administration of Si Holidays had been under discussion since early Jan.

Almost 200 suppliers, including hotels and wholesalers across the globe, are owed a total of \$3.998 million by the failed company which ceased trading earlier this month (**TD 09 Mar**).

Large hotel wholesalers owed money include Dubai-based Destinations of the World which has almost \$600,000 outstanding, while Outrigger Hotels Hawaii is owed over \$415,000.

Other creditors include the Australian Taxation Office, owed over \$400,000, while a host of individual hotels are also

listed including various Centara properties owed about \$36,000 in total, and Hilton Hawaiian Village which is owed \$83,000.

The 192 affected travel agents are owed varying amounts ranging from a few hundred dollars, up to \$48,000 plus owed to Destination HQ in Beaumaris.

Travel is owed more than \$43,000 while there's more than \$36,000 owing to American Express Centurion and over \$20,000 owed to a Travel Partners member, the report indicates.

The preliminary report from Hodgkinson indicates the business had revenue of \$22m in the year to 31 Dec, but had insufficient capital to support its transition from a "high volume low margin wholesaler to a high margin wholesaler".

The liquidator said when owner Tui Eruera acquired the business from Pinpoint Pty Ltd in late 2016 it was losing more than \$2.2m annually, with former proprietor Mastercard underwriting losses.

Expressions of interest to acquire the assets of the business are understood to close today.

VOTE

THANK YOU FOR YOUR NOMINATIONS

- Best Wholesaler**
– Australian Product
Sunlover Holidays, Qantas Holidays & Viva! Holidays
- Best Wholesaler**
– International Product
Qantas Holidays & Viva! Holidays
- Best Specialty Wholesaler**
Insider Journeys

CLICK TO VOTE

Voting closes on Thursday 29 March 2018

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French presidential visit

ATOUT France has scored a major coup in showcasing French culture within Australia, having secured a role in an upcoming visit by French President Emmanuel Macron.

The organisation's Australian director Patrick Benhamou has been asked to officiate a meeting

between President Macron and leading Australian and French chefs in Sydney in May.

On day two of the Rendez-vous en France trade show in Paris, Benhamou told *Travel Daily* that he considered it a once-in-a-lifetime honour to welcome the French President to discuss French cuisine.

It's understood Macron wants to canvass French gastronomy's ongoing influence and enduring popularity in Australia.

Among invitees are top Australian-based French chefs Philip Mouchel, Gabriel Gate and Guillaume Brahimi.

Macron, on a 24-hour trip during which he is due to meet with Prime Minister Malcolm Turnbull, has also requested apprentices and leading Australian chefs including Neil Perry attend a one-hour panel discussion on 02 May.

As Rendez-vous en France concluded last night, the city of Marseille expressed its excitement at being chosen to host the trade expo next year - see more on **page six**.

Sabre promotes Roshan Mendis

SABRE Corporation has named Roshan Mendis as the new chief commercial officer of its Travel Network business globally.

Mendis is well known to the Australian travel industry, having previously led Sabre in this region and been instrumental in the company's successful acquisition and integration of Abacus International.

More appointments on **page 8**.

BA free upgrade

BRITISH Airways is offering a free one-way upgrade to First class when booking return Club World Business class flights from Sydney to London.

The offer is open from now until 12 Apr, valid for departures from 01 May until 31 Jul, on either the inbound or outbound sector.

BA's regional gm South West Pacific Nicole Backo said the airline was thrilled to revive the promotion which has previously proven to be a hit with travellers.

Return Club World fares from Sydney to the UK and Europe lead in at \$7,717 - see www.ba.com.

Lindeman approval

THE Queensland Government has given the green light to a \$583 million redevelopment of Lindeman Island Resort that will accommodate up to 550 guests in five and six-star accommodation.

The high-end eco-tourism plan involves 169 villas, 136 suites and 20 apartments, along with restaurants, a golf course, an airstrip and marine access, with construction expected to take three and a half years (**TD** 24 Jul).

The resort has been closed since 2011 when it was extensively damaged by Cyclone Yasi.

Queensland Development Minister Cameron Dick said the revived resort would attract 200,000 people each year.



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A BIG THANKS

for nominating us in the 2018 AFTA National Travel Industry Awards.

Please vote **P&O Cruises** for *Best Cruise Operator - Domestic Deployment!*



P&O CRUISES LIKE NO PLACE ON EARTH

afta NATIONAL TRAVEL INDUSTRY AWARDS

VOTE NOW

Flight Centre's next move

HAVING bedded down its expansion into other markets overseas, Flight Centre has turned the spotlight back on Australia where it has revealed a surprise consolidation of its shopfront brands.

In an exclusive interview with the group's ceo Graham Turner, *travelBulletin* explores the evolution of the Flight Centre business and the reasons behind its latest manoeuvre - while drawing insight into Turner's vision for the future.

The Apr edition of *travelBulletin* is available online now and will be distributed in print next week.

As well as all the big industry news and latest developments, it provides coverage of major industry conferences including those held by MTA - Mobile Travel Agents and Travel Partners.

It includes our regular cruise industry wrap-up and **Business**



Events News section, as well as features on Thailand, Macao, River Cruising, Romance and Small Group Travel.

CLICK HERE to view online or to download a copy, or visit travelbulletin.com.au to arrange a subscription to the print edition.

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French train strikes

INDUSTRIAL action in France has hit the country's rail network, with rolling strikes being organised through until Jun.

DFAT has updated its Smartraveller advice for the country and says visitors should monitor local media and contact travel providers for the latest strike information.

The overall level of alert for France remains "exercise a high degree of caution".

Govt coach tender

THE Australia Government has put out the call for tenderers to provide luxury coach and driver services for COMCAR, a unit of the Department of Finance.

The Commonwealth is seeking a transport provider with vehicles in capital cities for an initial three year term, with the option for ongoing extended periods.

The contract is expected to begin in early May - more **HERE**.



Window Seat

EMIRATES is doing its bit to support high-altitude "chocolohism" with a lavish array of treats set for take-off over the Easter period.

A succession of sugary delights will be deployed across all cabin classes and throughout its airport lounges from tomorrow until Easter Mon, involving traditional chocolate eggs and intricately sculpted desserts.

Easter buns, naturally, will be made as readily accessible as the life vest under your seat.

CLICK HERE for a preview.



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Qantas US penalty

QANTAS has been slapped with a US\$125,000 civil penalty by the US Department of Transportation for codeshare violations related to transporting passengers for a period of time during 2015/16 between New York JFK and both Papeete and Auckland, via LAX.

The US Govt issued the civil penalty overnight, saying Qantas carried paying pax on the int'l sectors, despite the flights from Los Angeles to PPT and AKL being operated by a codeshare partner, which the DOT said was "an unfair and deceptive practice".

QF's US-facing website "also held out" & accepted reservations and payments from pax on the routes.

Qantas denied any wrongdoing, saying the flights were sold as a codeshare operation with a "QF" flight number, however it agreed to enter into the consent order "solely as a compromise in order to resolve all outstanding allegations and charges".

Indigo for Sydney

SYDNEY has been revealed as the third Australian location for Intercontinental Hotels Group's Hotel Indigo brand.

IHG today confirmed the 168-room Hotel Indigo Sydney Central will open in 2021 in the city's CBD opposite Capitol Square under a contract with Watson Elite.

The property will feature a restaurant, cafe and bar, along with five suites, rooftop terraces for meetings and events & a gym.

"We expect Hotel Indigo Sydney Central to become one of the city's leading boutique hotels, making its mark thanks to its unique, eclectic style," IHG's senior director development - Australia & South Pacific Abhijay Sandilya remarked.

Watson Elite chief executive officer Cruz Chen said Sydney continued to lead the Australian market in terms of hotel performance "and we expect to see the growth trend continue".

Tango hotel update

QANTAS Holidays and Viva! Holidays have introduced a new Alternative Hotel Component that can be booked through their reservation platform Tango.

By using Alternative Hotel Component, agents can secure a customer's next best available hotel option while they await confirmation of a first preference which is 'on request'.

QH/VH warns that agents need to ensure the confirmed alternate hotel is outside cancellation fees and is not an instant purchase product - **CLICK HERE** for more.

TUI acquisition

EUROPEAN tourism entity TUI has acquired the destination management division of Hotelbeds Group for €110 million.

The brands purchased, subject to regulatory approvals, include Destination Services, Intercruises Shoreside & Port Services, and Pacific World.

Trafalgar Euro sale

COINCIDING with Easter, Trafalgar has unleashed specials to Europe, offering discounts of up to 15% on 16 departures, incl the 11-day European Wonderland (on 07 Jun) and 18-day Traditional Europe (on 10 Jul) - more **HERE**.

TTF Outlook 2018

THE Tourism & Transport Forum (TTF) will hold its Outlook 2018 conf at Hilton Sydney on 17 May.

Themed "Ahead of the Curve", the event will cover topics including the rise of the shared economy and the global overtourism phenomenon.

See tff.org.au for more.

Skal sundowners

SKAL International Perth will hold its "April Sundowner" event from 5-7pm on Thu 12 Apr at the Grosvenor Hotel.

To RSVP to attend, email alison.banks@travelmanagers.com.au.

TravelCube

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- Best International Airline Online
- Best Sales Executive Industry Supplier
- Chris Catanzariti

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WWT's final \$1K giveaway



THE final weekly winner of Wendy Wu Tours' six-week Chinese New Year incentive has been named as Murray Bridgeman from Flight Centre Erina.

Bridgeman has bagged a \$1,000 Universal Visa card, with the winning booking a Wendy Wu Tours' Essential Japan tour, valued

at \$17,000.

Next week the final winner of the incentive will be announced, with the top seller to be awarded a \$20,000 Universal Visa card.

Pictured are: Marlow Cameron, team leader at Flight Centre Erina and Lisa Farrugia, bdm NSW Wendy Wu Tours.

QF 787 BNE routes

QANTAS boss Alan Joyce has reiterated the carrier is mulling new 787-9 flights from Brisbane to US destinations such as Chicago, Seattle & Dallas/Fort Worth for its Queensland-based fleet of four *Dreamliner* aircraft.

Speaking in London, Joyce said the chosen service could start "as soon as the peak season, which is at the end of the year".

QF is deploying the 787 on the Brisbane-New York JFK route, via Los Angeles, starting 01 Sep.

Lion Pride opens

TARONGA Western Plains Zoo Dubbo's new 3.8 hectare Lion Pride Lands precinct (**TD** 27 Mar) officially opened yesterday.

The immersive safari experience is the first major change to the zoo's exhibits since it opened and was achieved through a \$9m joint investment between the NSW Government and Taronga Conservation Society Australia.

SQ 787-10 1st flight

THE world's first Boeing 787-10 aircraft arrived in Singapore yesterday following its delivery to Singapore Airlines (**TD** Tue).

It will commence scheduled services between Singapore and both Perth & Osaka in May 2018.

Today's issue of **TD** is coming to you courtesy of Atout France which hosted its annual **Rendez-vous en France travel trade expo** this week.

THE 13th **Rendez-vous en France** has concluded with 16 Australian buyers completing an average 40 meetings with local tour operators and tourism bodies across two days at Le Parc des Expositions, Porte de Versailles.

After wrapping up the trade show, the Australian contingent was invited to enjoy a farewell event to cap off the Paris visit.

There was dinner and cabaret at the acclaimed Moulin Rouge, a shopping extravaganza at stylish department store Galeries Lafayette or a perfume workshop at Le Musee du Parfum, hosted by Fragonard.

Outdoor Travel's Martyn Paterson described the trade show as a "well-run, very professional and effective business tool".

"We meet the right people, we get the right amount of time with them and we get a great insight into the development of tourism in France," he said.



HELP US HIT THE TOP SPOT!

GLOBUS

Vote Globus for Best Tour Operator
International (Category 25)



Experience England

LONDON & Partners has announced a new Experience England product aimed at visitors from China, the Gulf region and India, providing itineraries that combine cities and countryside and “remove barriers to multi-destination travel”.

westdrift opening

MARRIOTT'S Autograph Collection has opened the westdrift Manhattan Beach hotel in Los Angeles.

The property offers 393 “coastal-infused luxury” guest rooms, located at South Bay, about 6km from LAX airport.



Cruise Travel Consultant

Cruise Express is an award winning Australia wide specialist cruise travel agency. Due to our new office opening on the North Shore we require a travel specialist with a minimum of three years travel/cruise experience to join our enthusiastic team.

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Provence set for Rendez-vous



THIS year's Rendez-vous en France has concluded in Paris, with the southern city of Marseille now gearing up to host the trade expo next year.

The president of Provence Tourism, Danielle Milon, told **TD** the organisation appreciated there was increasing competition from other destinations and that it was a great opportunity for the region of Provence.

“Rendez-vous en France is an event of such scale that it will enable people to discover the region and create awareness while stimulating the tourism economy,” she said.

In the meantime, Atout France is aiming to maintain the momentum in Australia, planning two major events later this year.

The organisation's Australian director Patrick Benhamou is putting the finishing touches on plans for two soirees in Sydney and Melbourne in Sep, to be held in partnership with the famous Roland Garros French Open tennis tournament.

The tennis-themed “Soiree Roland Garros” will feature cuisine by renowned French chef Alain Ducasse with paired fine

French wines.

A Lacoste fashion parade and an exhilarating Moulin Rouge finale are also planned for the night.

As Rendez-vous en France wrapped up in Paris last night, attendees took part in a series of activities including a shopping extravaganza at the Galeries Lafayette department store.

Pictured at the famous store are (top row) Stuart McGregor of Flight Centre, Boris Marusic of Scenic, Trevor Jones from France Vacations, Sarah Elfassy of Atout France and Vicko Bacic of Scenic, and (bottom row) Marc Pilcer from France Tourism, Cher Lontok of APT Touring and Mark Cocks of Albatross Tours.

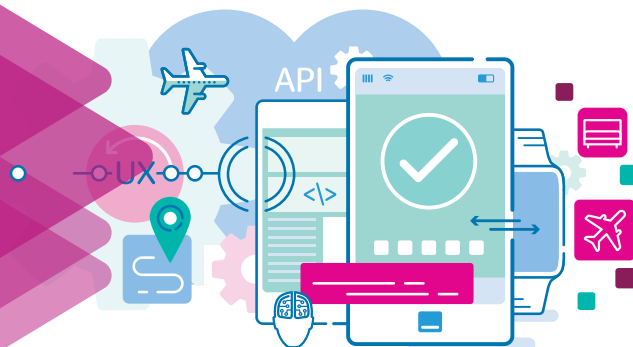
Inspiring Territory

INSPIRING Journeys has released a new itinerary travelling across the Northern Territory.

The 10-day Ultimate Territory Adventure in Style includes highlights like the gorges, wetlands and wildlife of Kakadu, the natural wonders of Uluru and Kata Tjuta and the majesty of Kings Canyon.

It is priced from \$5,165ppts.

If we've served you well this year, may we have your vote?



Travelport

Vote for Travelport

Category 31:
Best Agency
Support Service



Aussies number 1 for China



WITH the 2017 China-Australia year of tourism now complete, the success of this Government backed initiative was celebrated at an event held within the NSW Parliament on Tue.

At the event, Weijin Luo, director China National Tourist Office, said “the two way traffic between China and Australia reached two million people among which the tourist arrivals from Australia to China amounted to 734,000”.

“This is remarkable growth of 9% which makes Australia the

number one long-haul market to China,” the CNTO exec said.

“About 1.34 million Chinese visitors travelled to Australia in return, playing a vital role in terms of contribution to the tourism economy,” Lou added.

The event was a joint initiative between the tourist commissions of Beijing and Shandong Province, promoting through art China’s 52 UNESCO world heritage sites.

Pictured are Weijin Luo (left) and Marcus Reubenstein, director Red Door Asia.

Aegean A320 order

GREEK carrier Aegean Airlines (A3) has signed a Memorandum of Understanding with Airbus to purchase 20 A320neo and 10 A321neo aircraft.

The airline also has plans to acquire a “significant” number of new A320neo family aircraft from leasing companies.

A3 currently operates 37 A320s, eight A321s & one A319 aircraft.

Sun Peaks facelift

SUN Peaks Resort is undertaking a \$60 million renovation this year which will include a new chairlift, a complete guestroom makeover at the Sun Peaks Grand Hotel & Conference Centre, and a new multi-purpose facility.

TTC to help protect animals in tourism

THE Travel Corporation (TTC) has partnered with World Animal Protection to ensure future tour experiences are “animal-friendly”.

The partnership will seek to phase out cruel animal practices such as bullfights, captive whale attractions and the removal of elephant rides from all of its Thailand itineraries.

“Travellers are learning more about the fear, pain and suffering elephants undergo to make rides and shows possible,” said World Animal Protection chief executive officer Steve McIvo.

The policy shift will affect all of TTC’s 30 global brands including Contiki and Trafalgar.



Business Development Manager - SA

Would you like to join Australia’s most awarded tour and cruise company and become part of the ongoing success of the APT Travel Group - now celebrating our 90th year. We are currently seeking a Business Development Manager for South Australia to join our National Sales Team.

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THANK YOU FOR NOMINATING US IN THE 2018 AFTA AWARDS

We are delighted to receive nominations for:

Category 18: **Best Domestic Airline**

Category 19: **Best Airline International**

Online

Category 32: **Best Sales Executive**

Industry Supplier Kirstie Myers

Thank you for your ongoing support and good luck to fellow nominees.

VOTE NOW



Dear agents and industry partners,
thank you for nominating Finnair again. We trust you continue to be happy with our services and support. [Please click here to vote for us](#)

FINNAIR

Best International Airline Off-line

Congratulations to our BDMs **Toni Kosmarikas** and **Karli Koutrouvelis** for being nominated in the category Best Sales Executive Industry Supplier



Skytrax award accolades

SINGAPORE Changi Airport has taken out top spot in Skytrax's 2018 World Airport Awards.

The accolade sees SIN take the honour for the sixth consecutive year, the first time to occur in the award's history.

South Korea's Incheon International Airport and Japan's Tokyo Haneda International Airport took out the second and third spot on the list respectively.

Australia missed out on snaring a spot in the top 10, however Sydney grabbed the highest Aussie ranking of 20 in the list.

The Skytrax award for World's Best Airport Terminal went to London Heathrow T2, followed by Munich Airport T2 in second and Singapore Changi T3 in third spot.

Meanwhile, All Nippon Airways (ANA) has scored a maximum 5-star rating from Skytrax for the sixth consecutive year, remaining the only 5-Star rated airline hailing from Japan.

Club Med Asia sale

CLUB Med has announced a new Easter Island Hop deal offering discounts to its resorts in Bali, Cherating Beach and Phuket.

Prices for a seven-night stay at Club Med Bali start from \$1,200pp, while Club Med Cherating Beach and Club Med Phuket both start from \$1,030pp.

More info [CLICK HERE](#).

E Suites for Seattle

UPSCALE hotel brand Embassy Suites by Hilton has opened Embassy Suites by Hilton Seattle Downtown Pioneer Square.

The 282-suite property boasts attractions including free wi-fi, an indoor pool and exercise room.



Wendy Wu Tours.

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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Pandaw Cruises today announced the appointment of **Shannon Morgan** as Director of Sales, Australasia, effective 24 Apr. Morgan was most recently Wendy Wu Tours' Queensland BDM. His experience also includes stints at Globus family of brands and Adventure World.

The Board of **Business Events Tasmania** has chosen **Marnie Craig** as the organisation's new Chief Executive Officer, replacing the outgoing CEO Stuart Nettleford. Craig is currently the Housing Industry Association's National Marketing and Communications Project Manager. She will begin in her new capacity at BET in early May.

Sun Jie April advises he has taken charge of the Sydney Branch of **Beijing Capital Airlines** following an internal promotion of his predecessor to a new position at the Chinese airline's head office.

Collette Australia's General Manager **Alison Mead** has announced her resignation after four years at the helm of the tour operator. Mead will depart the company to "focus on family priorities" mid next month.

Aida Osta has begun in the role as Director Travel Trade Marketing for **Visit California**. She previously worked at Travel Counsellors.

Quest Apartment Hotels Chief Executive Officer **Zed Sanjana** will depart the hotelier after a decade long association on 06 Apr, with chair Paul Constantinou to take a "more visible role in guiding the business".

ETG a PAL top performer

EXPRESS Travel Group was named a top performer at the Philippine Airlines 2018 Global awards held recently.

ETG airline and operation support manager **Mohammad Nasiry** is pictured accepting the accolade alongside Philippine Airlines regional manager Australia and New Zealand Ian Robinson and the Philippine Airlines senior management team.



afta
NATIONAL TRAVEL INDUSTRY AWARDS

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We're proud to be nominated in this year's NTIA Awards
We'd love you to vote for us in Category 24: Best Tour Operator/Domestic

VOTE NOW 

TravelCube shares the love



LOVE was in the air at Flight Centre Camberwell in Hawthorn East recently when news broke that agent Ben Morgan had won more than \$1,000 in vouchers thanks to a Valentine's Day promotion run by TravelCube.

The comp rewarded top selling agents from 14 Feb to 13 Mar.

"TravelCube's incentive coincided with our annual Flight Centre Expo, which is an exceptionally busy time for us," an elated Morgan said.

TravelClick expands

HOTEL data management company TravelClick has announced the purchase of CRM business Digital Alchemy.

The acquisition of the Dallas-based company helps TravelClick broaden its solutions in a rapidly changing sector.

Digital Alchemy offers CRM and email marketing solutions for hotels and spas around the world and its founder Don Hay will join TravelClick as part of the acquisition deal.

Terms of the transaction were not announced at time of press.

"The vouchers are going to be very handy for some post-event fun in London," he added.

Ben Morgan is **pictured** about to pop the cork on his euphoria.

Distinction debuts

DISTINCTION Hotels Group has opened the doors of the Distinction Christchurch Hotel.

The 179-room, 4.5 star property is located close to the Avon River, Botanical Gardens, Christchurch Casino, and Cashel Mall.

Hotel amenities include conference facilities and a gym.

SINGAPORE AIRLINES-LUFTHANSA GROUP
JOINT VENTURE



WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to lufthansa@traveldaily.com.au

FINAL DAY: to be in the running you need to –
1) Create a Joint Venture itinerary on mixed SQ and LH/LX/OS
2) Tell us in 50 words in less what you are most excited about with this trip

Terms and conditions apply

Auckland conf win

THE New Zealand International Convention Centre (NZICC) has won a bid to host the Asia-Pacific Association for International Education (APAIE) Annual Conference and Exhibition.

The three-day conference, to be held in 2021, is expected to attract 1,700 delegates and 200 exhibitors and generate a spend of more than \$3.3 million.

Auckland Tourism, Events and Economic Development's Auckland Convention Bureau (ACB) was the primary driver behind securing the winning bid.

Sapphire overhaul

PRINCESS Cruises' *Sapphire Princess* has emerged from her two-week dry dock in Singapore sporting a series of upgrades.

The multitude of enhancements include a stylish new livery design, a large LED entertainment wall, upgraded spa and fitness equipment, a revamped youth centre and new luxury beds across all of the staterooms.

"This investment continues our \$450 million 'Come Back New Promise,' a multiyear ship renovation campaign," said Princess' president Jan Swartz.

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***NEW* PASSIONATE ABOUT PRODUCT**

PRODUCT MANAGER
GOLD COAST – \$60-\$70K + SUPER

Are you experienced in developing relationships & have strong negotiation skills? We are looking for an experienced Product Manager to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

LEAD AND INSPIRE

OPERATIONS DIRECTOR
SYDNEY – SALARY TO \$100K

Our client is looking for an inspiring leader with experience preferably in the Inbound Travel Market., You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing relationships & agreements to achieve sales & revenue goals. You will be rewarded with a salary of up to \$100k plus DOE. Experience in areas other than Inbound will also be considered.

***NEW* HOTEL SALES ROLE**

BUSINESS DEVELOPMENT EXECUTIVE
BRISBANE – \$\$ DOE + BONUS

New opportunity to join this beautiful boutique property as a BDE. You will be responsible for building & developing relationships, account managing existing clients, sourcing for new business opportunities across all segments, & negotiating contracts. Previous experience as a successful BDE or Sales Exe in hospitality essential, strong customer service, presentation & negotiation skills. Great salary plus commissions on offer for the successful candidate.

DON'T MISS THIS ONE!

MARKETING MANAGER
MELBOURNE – UP TO \$120K PLUS SUPER

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

LEAD THE TEAM

RESERVATIONS SALES MANAGER
MELBOURNE – \$100K PKG

Turn the key and open the door to success when you join this travel company. Managing a team of reservations and support consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

ARE YOU A DYNAMIC LEADER?

GENERAL MANAGER
MELBOURNE – \$110K-\$120K + SUPER + BONUS

We are looking for an experienced General Manager or Hotel Manager for a beautiful property in Lorne. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

GROW YOUR CAREER!

CORPORATE SALES MANAGER
SYDNEY – ATTRACTIVE \$\$\$ DOE

Join this Travel Management Company in Sydney where you will be responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in building a pipeline & bringing in new business. This company offers a great salary package DOE. If you have a desire to succeed & a track record in corporate sales we want to hear from you.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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