



Travel Daily

First with the news

Thursday 6th August 2015

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CZ growth ambitions

CHINA Southern Airlines is planning to boost total frequencies to Australia and NZ to 67 per week by the end of the year, according to senior vice president of sales, Li Dongliang.

Speaking at the CAPA Aviation Summit in Sydney yesterday, Li hinted at possible non-stops to Christchurch in addition to previously flagged increased capacity to Sydney, Melbourne, Brisbane and Perth (**TD** 15 Jul).

Li also said in the longer term, the SkyTeam member carrier was planning to operate year-round scheduled services to Cairns and the Gold Coast, instead of a seasonal operation.

"Our target is to operate to all of the main cities in the South Pacific," he said - which could even include flights to Brazil via Auckland or Tahiti.

QF rallies for MU alliance

NEW Qantas operated flights between Australia and China will only be considered if the carrier is incentivised to grow capacity, the airline has reiterated to the ACCC.

Responding to the regulator's request for further information on how any proposed new routes and frequencies to China are contingent on a pact with China Eastern, QF said the alliance will "incentivise and expedite growth that would not otherwise occur or would not occur as quickly".

In its latest submission made public today, QF told the ACCC the MU partnership would "enable capacity growth to be more sustainable, leading to a higher likelihood of further expansion".

QF rebuffed the competition watchdog's earlier assessment in which it said it was concerned the allies would have the increased ability to reduce or limit capacity growth and jack up airfares.

"In fact, the proposed conduct will facilitate & underpin growth and expansion of the applicants' services between Australia and China," the carriers argued.

QF/MU said the newly signed

bilateral agreement is providing scope for new capacity between the countries, particularly by new entrants, and that their tie-up enables them to "sustainably grow capacity & remain relevant and effective competitors".

The carriers told the ACCC neither airline has "any intention" to add capacity to the route in the short or medium term, should the planned cooperation be knocked back in a final determination.

In addition to new seasonal capacity flagged by China Eastern to Melbourne and Sydney and the possibility of a new route to either Brisbane or Perth, QF/MU reconfirmed the alliance "will increase the potential for Qantas to deploy new capacity" to China.

Qantas said the MU alliance will maximise its brand presence in China and provide a viable beyond network proposition for customers, enabling it to assess "future growth opportunities while maintaining own metal presence in other key markets throughout Asia", namely Japan, Hong Kong, Singapore, Bangkok, the Philippines and Indonesia.

JITO going stronger

JITO.CO, the online travel industry jobs portal started by Helene Taylor, is now seeing more than 220 job applications every month, with key advertisers including companies like Expedia, Flight Centre, American Airlines, BA and Royal Caribbean along with a host of recruitment agents.

Taylor stressed Jito is not a recruitment company, but rather a jobs website totally focused on travel and hospitality - in contrast to other online avenues which don't specifically target the sector.

Jobs on Jito have been viewed more than 85,000 times since the site launched in Nov - for more details, see the **last page**.

Hilton appointment

HILTON Worldwide has named Morag Ritchie as its new Director, International Sales in Australasia.

The highly experienced Ritchie joins Hilton from her former role as director of sales and marketing for Emirates Wolgan Valley Resort (now managed by One&Only).

She has also worked with Hayman Island and Banyan Tree - more industry appointments on **page eight** of today's issue.

Eight pages of news!

Travel Daily today has eight pages of news and photos, plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- JITO

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Iririki opening delay

THE intended Dec re-opening of Iririki Island Resort in Vanuatu has been delayed, managing director Anthony Pereira has confirmed to New Zealand wholesalers.

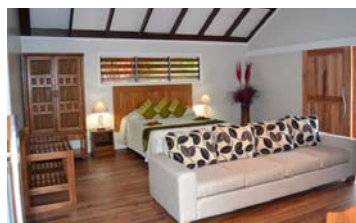
Pereira said the refurbishment of the popular tourist resort (TD 27 Mar) was "coming along well" after being wiped out by Tropical Cyclone Pam in mid-Mar.

The md revealed the reborn Iririki would include a casino, new spa, jetty and revamped rooms.

"Although this is exciting, we will not be open by Dec and have pushed the expected opening date to 2016," NZ media report.

Despite the setback, Iririki Island Resort's website currently states the property will re-open from 01 Dec.

The portal also suggests Iririki, once open, will feature two new room types including 17 Premium Waterfront Fares and two Deluxe Family Fares (pictured).



Qantas adds POLi payment

QANTAS has added the ability for travellers to pay for flights via internet banking as a new fee-free payment method.

Available both via qantas.com and the Qantas Industry Sales site, the new option is facilitated by POLi, an online payment system which allows customers to securely make payments using funds transferred directly from

their own bank account.

When agents are logged into the Qantas Industry Sales site, they can offer POLi as a payment option to customers, with a redirection to the client's own internet banking login page.

From here, the customer can log in and facilitate a 'Pay Anyone' transaction to Qantas.

POLi does not require any registration and there's no storage of customer internet banking details.

QF said the new payment option will be available for the purchase of domestic flights up to two hours before departure, or four hours for international routes.

EK/PG codesharing

EMIRATES has commenced a new codeshare agreement with Bangkok Airways which sees the EK designator code placed on 19 routes flown by the Thai airline.

The new partnership adds 14 new destinations to the Emirates global network, including Koh Samui & Chiang Mai in Thailand, Siem Reap in Cambodia & Yangon and Madalay in Myanmar.

"The Bangkok Airways flights will seamlessly connect with Emirates flights from Dubai and beyond, including European gateways, and will also provide increased connectivity for passengers from Australia and New Zealand," the Dubai-based carrier said.

QFFF getting fitter

GYM group Snap Fitness has become the first health brand to offer Qantas Points as part of the Qantas Frequent Flyer program.

All members of the fitness club will earn 100 Qantas Points per month, while new members will receive 3,500 bonus points when signing up for 12 months, or 1,000 points for new month-to-month plans.

Cosmos preview offer

EUROPEAN itineraries in 2016 can be secured at a 10% discount if booked ahead of the Cosmos brochure release next month.

The tour operator is offering the saving when clients pre-register a preferred tour & departure date in 2016 by paying a refundable deposit of \$250 by 14 Sep.

Past Cosmos travellers are also able to secure a 5% loyalty saving on top of the preview discount.

When released, the 2016 Cosmos UK and Europe program will feature over 60 itineraries.

Clients are able to change or cancel their selected itinerary without penalty until 30 Sep.

MH370 confirmed

MALAYSIA Airlines has again expressed its "deepest sorrow" to the families and friends of victims of MH370 after investigators confirmed debris found to be from the ill-fated flight.

The carrier said the discovery was "a major breakthrough for us in resolving the disappearance of MH370", adding it hoped more objects would be found.

The confirmation comes 17 months after the flight vanished.

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travelBulletin celebrates NTIA

THE latest issue of *travelBulletin* is hitting travel agency desks across the country this week, with a full exclusive wrap-up on the 2015 National Travel Industry Awards.

Readers can relive the industry 'night of nights' with a host of photos, interviews with winners and all the glitz and glamour of the evening.

But that's not all - the issue includes all the regular features such as commentary from AFTA, CLIA and CATO, editor at large Ian McMahon and sections on building your industry career.

Destinations featured include South America, Africa, Ireland and the Pacific Islands, while the special souvenir edition also includes coverage of the Travel Industry Exhibition and the *Travel Daily* 21st Birthday Party.

As well as being sent to subscribers, the special issue is available for standalone purchase



via the *travelBulletin* website.

And you can still sign up to receive a year's worth of *travelBulletin*, now edited by Kris Madden, for just \$30 by using the coupon code AGENT on the publication's website at travelbulletin.com.au/shop.

Euro Disney spend up

INCREASED guest numbers and per-person spend has contributed to a 6% jump in third quarter revenue for Euro Disney to €360 million, group figures show.

New guest experiences such as *Star Wars* Jedi Training Academy and a *Frozen* attraction led to resort operating revenues climb 9% to €950 million for the nine-months ending 30 Jun 2015.

The resort saw an increase in visitors from the UK and France, while numbers from Spain fell.

VA 'Fare Promise'

VIRGIN Australia is promoting a 'Fare Promise' online whereby the carrier guarantees if a lower price for an eligible flight on an eligible third party website is found, it will match it.

As an added bonus, passengers who are members of the Velocity frequent flyer program will receive a bonus 500 points per booking - **CLICK HERE** for details.



Window Seat

FOREIGN money giant Travelex has expanded its operation into the world of fake money, signing a partnership with Legoland in Florida to list the park's official currency - Legoland Dollars - as an officially trade-able economy.

It is the first time a theme park has listed its gimmick currency as an official commodity.

The news gets better as no other currency in the world can trade at an exchange rate of 1:1.

Customers actually come out better off, with US\$39.25 of extra value such as free parking and park upgrades on offer with an exchange of \$50 in one deal.

Across the US, 55 participating Travelex locations are currently selling Legoland Dollars, with a minimum exchange of US\$5.

At this stage, only USD can be swapped for Legoland Dollars.



Quest Rockingham – Now Open

Quest Rockingham is the new premier accommodation provider in Perth's southern suburbs. Comprising 96 studio, one and two bedroom apartments, the purpose-built property also offers a conference room facility, swimming pool and gymnasium. Located close to an array of dining options, it is the perfect accommodation choice for the business or leisure traveller.

Search **"QG"** on the GDS
or visit questrockingham.com.au



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Chile famil space

SOUTH America wholesaler Forward Travel is giving 5 agents a chance to earn a spot on a 10-day famil to Chile departing in Nov.

The trip is the first of its kind for the Australian travel company, and will include visits to Northern Patagonia, Torres del Paine NP, Santiago and Valparaiso.

Agents who book a trip by 20 Oct with Forward Travel that includes Chile will be entered into the draw to win a place on the famil.

Included are return flights with LAN Airlines, all transfers, accom, guided sightseeing and activities - see forwardtravel.com.au/agents.

MEANWHILE, the Sydney-based company is hosting a trade 'Get a Taste of Chile' event aimed at providing agents with more info on its product & service offering.

The event is limited to 40 agents (maximum two per agency) and will be held from 5:30pm on 20 Aug - RSVP to attend by 13 Aug to thekitchen@forwardtravel.com.au.

SYD lauds XiamenAir

SYDNEY Airport chief executive Kerrie Mather says the pending arrival of Xiamen Airlines will give the 38 million residents of Fujian Province a chance to enjoy NSW.

Xiamen Airlines has been hinting at Sydney flights for three years and will launch a thrice-weekly service from Fuzhou on 30 Nov, with Xiamen to SYD from 06 Dec.

Together, the SkyTeam member is estimated to be capable of bringing 36,000 extra Chinese visitors to Australia, pumping an extra \$134m into NSW coffers.

KQ report huge loss

KENYA Airways has cited the Ebola outbreak in West African & terrorism incidents as factors for its record loss of US\$290m (\$AU390m) for the 12 months ending 31 Mar.

The West African airline said the incidents had resulted in a "negative effect on the Kenyan tourism and aviation sector".



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Local reps at Virtuoso show

RECORD numbers of specialist luxury travel advisors are bound for Las Vegas for the annual Virtuoso Travel Week (VTW) next week, taking place once again at the Bellagio Hotel.

Now in its 27th year, the event brings together more than 4,500 consultants focusing on the luxury sector for a series of one-on-one meetings & social events.

Of this total, more than 100 Virtuoso travel advisors from Australia and New Zealand will be flying in to participate.

Virtuoso Asia Pacific managing director Michael Londregan said the local delegation was a record.

"The market reality is that clients can't VIP themselves and for many the process of being treated to an exclusive experience starts with the hard work our Virtuoso advisors and suppliers do this week."

Among the Australian contingent is FBI Travel director of small

business and leisure sales Danny Engelman, himself making his third visit to the luxury travel show.

He said clients seeking a tailored experience that is the best fit for them need somebody well connected who is able to "put the two pieces of the puzzle together".

Bali flights off again

JETSTAR and Virgin Australia have deemed weather conditions around Denpasar Airport in Bali to be unsafe for flights to operate due to the lingering ash cloud.

Both airlines have cancelled all services scheduled for today, with the exception of JQ90 from Cairns which Jetstar said will be assessed again as it is scheduled to depart close to midnight tonight.

Pax are being advised not to travel to the airport, with both airlines offering pax the ability to change destinations without fees, while fare differences may apply.

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Events Calendar driver for Accor



ABOVE: Events calendars are driving the ability for marketing campaigns to convert travel aspirations into bookings, says AccorHotels Pacific chief operating officer Simon McGrath. Speaking at the AccorHotels Sydney Showcase this week, McGrath said the aspiration to travel to Australia is one of the highest in the world, but due to “the tyranny of distance,” the conversion rate is low.

“I think brand campaigns are relevant but what’s really getting traction for Australia at the moment are these wonderful events campaigns.”

“The reality is, the events calendars give a much stronger pitch to convert, and it’s almost like it takes a marketing campaign and puts it on steroids,” he said.

Pictured at the Sydney event, hosted at the Sofitel Sydney Wentworth from left are Kylie Duncan, Pullman Sydney Hyde Park; Henrik Berglund and Gillian Millar from AccorHotels and Wayne Taranto from Sofitel Sydney Wentworth.

Deal in sight for LH

LUFTHANSA boss Carsten Spohr has praised the compromising proposals put forward by pilot union Vereinigung Cockpit to end its long-running dispute, which has so far resulted in more than 12 costly strikes.

The German carrier has sought to remove early retirement perks for pilots & expand the lower-cost Eurowings brand in a move which pilots say could cost mainline jobs.

Instead, the union has tabled a proposal to increase retirement ages from 58 to 60 instead of 61 and devise varying pay structures for short and long-haul routes.

The proposal would see crew costs on long-haul Eurowings services to leisure destinations cut by 20% where profits wouldn’t be topped up by premium pax.

However, the union says it wants the Eurowings brand to be based in Germany, not Austria as LH is seeking, to allow new pilots to be able to join German collective bargaining agreements.

LH said it would initiate more talks after reviewing the proposal.

JUCY MEL depot

JUCY Rentals has opened its first new branch in Australia in four years at Melbourne Airport.

The location joins JUCY’s other depot in the Victorian capital, located in St Kilda, along with outlets at Sydney Airport, Cairns and in Brisbane.

Open 24 hours a day for pick-up and drop-off, the MEL depot will also offer an airport shuttle service to cater for domestic & international travellers.

The Melbourne Airport depot comes as the car and camper firm reported an uptick in rentals by an average of 40% across its existing outlets during the first six months of 2015, compared to the same period the year prior.

Forward bookings in 2015 are already “well up” on previous years, JUCY said today.

MEANWHILE, Melbourne Airport has announced some of the 30 retailers that will call Terminal 4 (T4) home when it opens soon.

The range of retailers include Country Road, Rip Curl, Witchery and Victoria’s Secret, eateries such as Brunetti, Sixpence Pies & Two Johns Taphouse and outlets for Amcal Pharmacy & Quickfix.

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Airbnb heats up NYC

HOMESHARING with Airbnb in New York City’s five boroughs is around US\$30 cheaper per night than traditional hotel rooms, new analysis by STR has found.

According to the study, Airbnb listed 27,000 units in NYC, 55% of which were entire homes or apartment units which directly compete with hotel rooms.

On average, hotel rooms were US\$289 per night versus Airbnb rates that were US\$256 for the three months to the end of Jul.

Average daily rates for hotels in four of the five boroughs were comparable, STR reported.

In Manhattan, Airbnb options were US\$17 per night lower (at US\$292), but in Queens, hotel rooms were US\$10 less (US\$147) than Airbnb listed properties, in Brooklyn, hotel rates were US\$16 cheaper (US\$184) while Airbnb rates on Staten Island (US\$342) were found to be double hotels.



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About the Organisation

Destination NSW is a Public Service Executive agency with responsibility for developing and implementing strategies to grow the visitor economy. Our particular focus is on driving tourism and acquiring and developing major sporting and cultural events for Sydney and Regional NSW. In addition, Destination NSW is the major investor in Business Events Sydney with the aim to secure more international conventions, incentive travel reward programs, corporate events and exhibitions for Sydney and Regional NSW.

About The Role:

Under the leadership of the Domestic Partnerships Manager, the Domestic Partnerships Specialist is responsible for the delivery of partnership programs to drive overnight visitation to Sydney and NSW. A key objective of the role is to work with the Domestic Partnerships Manager to secure investment in Destination NSW co-operative marketing and event marketing related activities with tourism and trade partners, under their own brands, to gain greater distribution and sales of NSW products, destinations and experiences.

Applying for the Role:

Please submit your application via [Jobs NSW](#) (reference number 00003TAO)

Closing date: Sunday 9 August 2015 at 11:59PM.

Enquiries: Alessandra Higgins on 9931 1178 or alessandra.higgins@dnsw.com.au

Applications must be lodged electronically via [Jobs NSW](#) website. Applications submitted via email will not be accepted.

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Thanks to HOYTS Corporate Solutions you can win two tickets to see any film at your nearest HOYTS cinema. Valid until November 2015 you have plenty of time to see a film of your choice.

To win, be the first person to answer the question correctly. Send your answers to hoysts@traveldaily.com.au

Name the three HOYTS cinema locations in South Australia.

Congratulations to yesterday's winner, Kylie Trevethan from QBT.

exConnect milestone

PANASONIC Avionics continues to roll out its inflight wi-fi solution, having late last month equipped its 800th aircraft with its exConnect technology.

The company says it intends to deliver its 1,000th connected aircraft by the end of the year.

Within the next 10 years, Panasonic Avionics is expected to have over 12,000 connected aircraft in its global network.

Maldives clarification

OUTRIGGER'S new resort in the Maldives is the Outrigger Konotta Maldives Resort, not Jonotta as mentioned in **TD** this week.

Penalty rate cut

THE Productivity Commission has recommended penalty rates on Sun should be set at the same rate as Sat for the hospitality, entertainment, retail, restaurants and cafe industries.

In its draft report on *Australia's Workplace Relations Framework*, the Commission said weekend rates should be set "to achieve greater consistency" across these industries, but without the expectation of a single rate across all of them.

The study also recommends amendment of the National Employment Standards so employers would not be required to pay additional penalty rates for any newly designated state and territory public holidays.

Unfair dismissal and enterprise bargaining provisions were also covered in the report.

Australian Hotels Association ceo Stephen Ferguson said the report's "consistent call for common sense to be favoured over procedure," is impressive, "especially in areas such as dismissals"

The final report will be forwarded to the federal government for consideration by the end of Nov.

For more info, see pc.gov.au.

El Al Dreamliner plan

BOEING has confirmed El Al Israel Airlines as a future operator of its 787 *Dreamliner* aircraft, with the carrier announcing its intent to buy and lease up to 15 units.

The yet to be finalised 787 deal is valued at around US\$800-900m.

In addition, El Al Airlines has purchase rights for 13 other unspecified Boeing aircraft.

The Israeli flag carrier intends to introduce the carbon-composite 787s and other new Boeing jets over the next five years.

Kan-du Kakadu

KAKADU Tourism has launched a website for booking activities within Kakadu National Park.

It also has an itinerary planner and special offers - **CLICK HERE**.

FIT travel a hit with Aussies

AUSSIERS are the fifth highest spenders in the world when it comes to travel, the 2015 Global Travel Intentions Study shows.

Australians will spend a median of USD\$3,603 (AU\$4,900) per trip and plan to increase their spend next year, to a median of USD\$4,501 (A\$6,122).

Undertaken by Visa and the Tourism and Transport Forum, the study revealed that while Aussies like to budget, 68% are willing to splurge for the best experience during their trip.

They are also in it for the long haul, spending an average of 16 nights away compared to the global average of nine.

Independent travel remains strong, with 47% preferring to call the shots, with one in two of these travellers prebooking their entire journey before arrival.

Visa head of marketing Australia, NZ and South Pacific Caroline Dempsey said "with nearly half of Australians preferring a DIY approach to travel, they seek out destinations that cater for this

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independent mindset. "Getting away from the usual tourist traps is something Australians see as a top priority."

The study showed travel for leisure is a top priority, with 76% of Aussies opting to travel for leisure, as opposed to business, and 14% travelling for education.

They are also more likely to visit multiple destinations in a single holiday, with more than a quarter stopping off at more than one location on a trip, compared to only 12% of global travellers.

The biggest travel spenders were from Saudi Arabia, Egypt, China and Brazil.

New LHR T5 lounge

PRIORITY Pass and Swissport have opened a new lounge at London Heathrow Terminal 5.

The independent shared facility, dubbed 'Aspire, the Lounge and Spa at LHR T5', is open from 5am to 11pm daily and is priced from £40 (AU\$60) for walk-up guests.

For more details, **CLICK HERE**.



Business Development Executive QLD (Full-time, contract position)

Let your passion fly!

Cathay Pacific Airways is seeking an experienced Business Development Executive in our Brisbane Sales Office to identify and develop revenue from accounts of high value in line with State objectives. This is a full-time, contract position until 01 August 2016.

The candidate must possess and demonstrate the following criteria:

- Extensive experience in the travel or travel related industry (airlines preferred)
- At least 3 years in a similar business development role
- Proven ability to achieve sales revenue targets
- Proven ability to identify key incremental revenue opportunities
- Analytical & problem-solving skills
- Excellent negotiation, presentation and communication skills
- Proficiency in PC skills including Microsoft, PowerPoint, Excel
- Ability to manage own time, with minimal supervision

If you have the above skills and want to join the Cathay Pacific team, please send your CV and covering letter detailing salary expectations to:

Howard Field, Business Development Manager QLD

Howard_Field@cathaypacific.com; and

Angela Borst, Advisor People Department

Angela_Borst@cathaypacific.com

Applications close Wednesday 12 August 2015.

Applicants must have the right to live and work in Australia. Only applicants who are successful in gaining an interview will be notified.

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ABOVE: One week into her new role at Wing On Tours, Ina Choy (right) has won a new Peugeot 208 car valued at \$30,000.

The consultant won the snazzy small car at AccorHotels Sydney Showcase at Sofitel Sydney Wentworth on Tue night.

Choy initially won one of five keys that would potentially open the Peugeot earlier in the evening at the expo, at which more than 800 industry delegates attended.

At the culmination of the night, the five finalists were called to the car to see which key would open the door to the vehicle.

Choy was the second to step forward and successfully turned her key.

She is pictured with hosts Melissa Doyle and Larry Emdur from Channel Seven, with AccorHotels chief marketing and distribution officer - Asia Pacific Graham Wilson.

Transfer Reward pts

SCENIC is reminding agents that unclaimed Scenic Rewards points will be wiped if agents haven't activated their account by 15 Aug.

Scenic's Passport to Rewards program has closed and points have been rolled over to the new program, Scenic Rewards.

Agents wanting to claim points need to pass on their full name, Passport to Rewards number and email address by next week to support@scenicrewards.com.au.

New Westin in Missi

WESTIN Hotels & Resorts has broken ground on a new property in Jackson, Mississippi.

The Westin Jackson will open in early 2017, featuring 205 rooms.

Global Weddings

Wedding and Travel Co-ordinator

Imagine organising dream weddings as your day to day job! This could be you! Come and join our passionate team in this fantastic niche business.

The successful applicant will be responsible for organising wedding guest travel & overseas weddings in our new modern offices in Rowville Victoria.

Minimum 4 years travel Industry experience, great organisation skills and fastidious attention to detail is a must. Vast personal travel will be an advantage, with extensive knowledge of Bali considered essential.

The position may suit applicants within the travel industry who have had experience with events and conference background.

Knowledge of Microsoft office products, Sabre and Travelog skills along with social media experience an advantage.

The successful applicant will be suitably rewarded plus an attractive incentive for the right motivated person. Some Saturday work, attendance at wedding expos and overseas travel each year will be required of the successful applicant.

If you meet the requirements, then apply now for this fantastic opportunity to work with the greatest team in the industry by forwarding your details and resume to position@globalweddings.com.au

Please note that applicants not meeting the minimum experience requirements will not be considered.

Air Serbia Amex tick

EASTERN European carrier Air Serbia has advised it now permits American Express as a form of payment through BSP.

The carrier says it also accepts credit card payment through BSP with Visa and MasterCard, adding there is no credit card surcharge levy as JU absorbs the charge.

MEANWHILE, Air Serbia has introduced three Lenten meals to its inflight service in recognition of Serbia's two extensive fasting periods.

The Serbian Orthodox Fasting Meals are prepared with either water or oil, or contain fish.

LAX to LIH year-round

HAWAIIAN Airlines will expand seasonal nonstop flights between Los Angeles & Lihue into a year-round operation from 08 Jan.

The carrier launched the route last year (**TD** 21 Oct 2013) on a four times weekly basis to meet summer demand, which will now increase to five over the 2015 Christmas/New Year peak.

An ongoing thrice weekly operation will continue thereafter using wide-body 767-300ER jets.

Hotels on the market

CBRE Hotels has been assigned to sell the four-star Alto Hotel on Bourke on Melbourne which opened nine years ago.

Recognised by NABERS as "Australia's greenest hotel", the property features 50 rooms from hotel rooms to three-bedroom & three bathroom loft apartments.

CBRE has an international public expression of interest campaign running through until 24 Sep.

SEPARATELY, the company has been appointed to sell the 204-room Newman Hotel Motel in Western Australia.

The popular public watering hole is located in the Newman CBD & has development potential for further accommodation.

Offers to purchase wind up at 5pm on Thu 03 Sep.

Kakadu NP survey

KAKADU National Park is gauging if expectations were met by visitors to have recently visit the iconic NT attraction.

People completing the online visitor survey between now and 31 Oct have the chance to win a Kakadu gift hamper - more **HERE**.



Corporate Account Manager VIC Full-time, permanent position

Cathay Pacific Airways is looking for a highly motivated and experienced Corporate Account Manager to join our Melbourne Sales Office.

Reporting to the Business Development Manager VIC, the successful applicant will be managing corporate sales in Melbourne and be responsible for identifying and converting new corporate opportunities and maintaining and growing the potential from an existing corporate client base.

The successful candidate will need to demonstrate the following:

- Experience in working with Corporate Travel Management Companies
- Experience in dealing with Travel Procurement Managers from medium and large Corporate businesses
- Highly motivated to actively source, identify and convert new corporate clients
- Proven ability to manage existing accounts to maximise revenue opportunities.
- Demonstrates a solid sales background with proven results
- Good analytical skills
- Excellent negotiation, presentation and communication skills
- Proven ability to manage own time, with minimal supervision
- Excellent problem solving skills including evaluation, information gathering, interpretation

If you have the above skills and want to join the Cathay Pacific team, please send your CV and covering letter detailing salary expectations to:

Jason Aghan, Business Development Manager VIC:

Jason_Aghan@cathaypacific.com and

Angela Borst, Advisor People Department:

Angela_Borst@cathaypacific.com

Applications close Wednesday 12 August 2015.

Applicants must have the right to live and work in Australia. Only applicants who are successful in gaining an interview will be notified.

Harbin Festival tour

CHINA'S Harbin Ice Festival has been added to Intrepid Travel's suite of festival themed trips, with the five-day tour departing on 09 Jan priced from \$1,650pp.

Nevada sets local challenge

TRAVEL Nevada says it is making progress in the Australian market on promoting attractions outside of the popular tourist hubs of Las Vegas and Reno, but that ongoing education is the key.

Speaking to *Travel Daily* at the 2015 Las Vegas roadshow this week, Travel Nevada division of tourism director Claudia Vecchio said the challenge was providing travel agents with packages and enticing itineraries.

"I think everybody understands that there are great experiences to be had. If we make it easy for them, then the challenge is somewhat lessened."

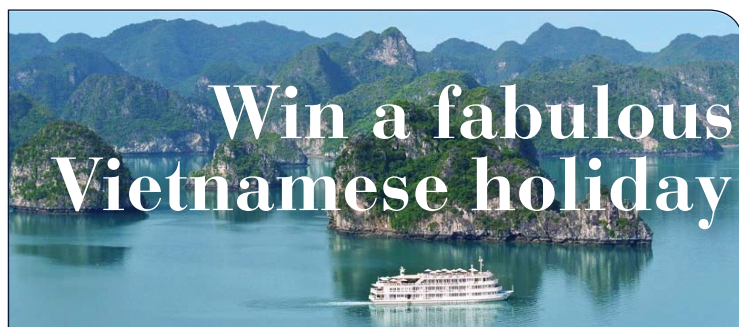
Vecchio denied Australia was

proving a "tough nut to crack", but said a wider exploration of the state was generally being seen by second-time visitors.

"When they've been there before, they want to get out and see some of the more authentic parts of it, that's when people are more open to exploring outside of the main cities," Vecchio said.

For travel agents, incentives were required to encourage agents to think outside the 6.8kms that make up the Strip.

A current Nevada Tourism promo is in place through Excite Holidays and offers a shot at winning a Nevada trip if selling at least one night outside Las Vegas.



Win a fabulous Vietnamese holiday

This month, *Travel Daily* together with Bhaya Cruises Group, Vietnam Airlines, Hai Au Aviation and Sofitel Plaza Hanoi are giving readers the chance to win an amazing Vietnamese holiday. The prize for two includes:

- Economy class flights to Hanoi
- Return airport transfers
- 3 nights' accommodation at Sofitel Plaza Hanoi
- Return Hai Au seaplane transfers to Halong Bay
- 2 night Halong Bay cruise aboard Auco in a Long Quan Suite

Vietnam Airlines, the national carrier of Vietnam flies a modern fleet of planes and offers seamless connections to an extensive global network.

To win, answer each daily question correctly and have the best answer to the final question. Send your answers to vietnam@traveldaily.com.au

Terms and conditions



4. What airline alliance is Vietnam Airlines a member of?

[CLICK HERE](#) for a hint.



Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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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.

Flight Centre has a new Executive General Manager of its Australian Corporate travel business, **Andrew Flannery**. After seven years as Chief Financial Officer, Flannery will now look after FCm Travel Solutions, Corporate Traveller, Stage & Screen, cevents, Campus Travel and 4th Dimension brands. He will transition into the role during the course of the first half, following the appointment of a new cfo.

Goran Aleks will take on the dual role at **AccorHotels** of Vice President Operations of South China and General Manager of Sofitel Macau At Ponte 16, where he will be based. Aleks will oversee over 40 properties across South China. He has been with Accor since 1995.

Bob East has been appointed Chairperson of the **Tourism and Events Queensland Board**. East is the CEO of the Mantra Group and has over 20 years of experience in the tourism industry.

Belmond has announced **Philippe Cassis** as Executive Vice President, Chief Operating Officer. He previously worked as Chief Executive Officer at Sun Resorts.

Robert Rankin has started in his new role of Director at **Crown Resorts**. Rankin has been the Chief Executive of Consolidated Press Holdings, a major shareholder in Crown, since Nov 2014.

CLIA Australasia has appointed **Neil Linwood** as Managing Director in a promotion from his previous role as Executive Director. **Brett Jardine** has also taken on a new role and is now Commercial Director of CLIA.

Daydream Island Resort and Spa in the Whitsundays has selected **Rocoi Harrison** to be its Leisure Sales Manager. Harrison was previously Senior Business Development Manager at Outrigger Hotels & Resorts Australia and has also worked at the Mantra Group.

Sandra Kerr will take on the role of Resort Manager of **Ramada Resort Shoal Bay**. Kerr has 14 years of experience in resort management and has previously held the position of General Manager of Mantra Kooindah Waters Residential Golf & Spa Resort.

Dilek Ozer has returned to **Corporate Travel Management** as Business Analyst & Solutions Manager NSW, after an eight month stint at 4th Dimension Consulting as Director Customer Engagement Strategy.

The new role of Partnerships and Distribution Manager at **Railbookers** has been filled by **Lisa Pagotto**. Pagotto has 13 years of industry experience and is also the founder of travel app, Crooked Compass.

ANA to relaunch BC

CREDITORS of bankrupt Japanese carrier Skymark Airlines have given the green light to All Nippon Airways to sponsor the turnaround of the failed carrier.

Among Skymark's creditors is Airbus, from whom it had agreed to purchase A380 aircraft.

As part of the offer from ANA, Skymark would give access to 36 landing slots at Tokyo Haneda Airport to its sponsoring carrier.

Delta Air Lines had also put up its hand to lead the relaunch.

ATE feedback positive

OVERALL satisfaction from attendees at the 2015 Australian Tourism Exchange in Melbourne has been overwhelmingly positive, Tourism Australia has said.

According to a feedback survey, TA said positive results had been seen among 98% of buyers and 97% of exhibiting sellers.

Respondents said their intention to return for next year's event on the Gold Coast was also high, with 92% of buyers and 95% of sellers pleased with their results.



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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!

NUTURE AND GROW!

CLIENT DEVELOPMENT MANAGER
BRISBANE – OTE \$90K +

Do you have experience in developing corporate accounts? A new role exists to join this unique corporate travel provider as client development manager. In this role you will be responsible for growth and retention of clients through driving market share, profitability and introducing new products. Experience in a sales position required along with strong client relationship & influencing skills, exceptional presentation & communication skills! Apply now!

JOIN THE BIG GUNS IN ADELAIDE

BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)
ADELAIDE – SALARY PACKAGE \$75K+ (OTE)

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

MANAGE THE \$\$ FOR THIS GLOBAL PLAYER

DIRECTOR OF FINANCE
SYDNEY – EXECUTIVE SALARY PACKAGE - \$150K+

This global player in the market is looking for a dynamic and energetic Director of Finance to join their team. To succeed in this role you must demonstrate strong travel industry finance experience and exceptional team management ability. You will have full accountability for the Australia market with direct reporting into the CEO and Regional Finance Director. Are you a Senior Finance Manager who is wanting a move to Director of Finance? Apply today!

BEST OF BOTH WORLDS!

ACCOUNT MANAGER/BUSINESS DEVELOPMENT
BRISBANE – OTE \$75K +

An exciting new opportunity exists to join this leading supplier of corporate travel solutions. Working as part of a national team you will be responsible for developing strategic relationships with clients identifying additional opportunities within an existing client base and converting into wins for the business. Enjoy a top salary + commissions. If you have 2 yrs experience in corporate travel sales, great networking, presentation & relationship building apply now!

CORPORATE SALES – TARGET MARKET

BUSINESS DEVELOPMENT MANAGER
MELBOURNE – UP TO \$85K PACKAGE

This global travel company are looking for a Business Development Manager to acquire new corporate travel business for their corporate brand. You will be focused on new business wins and complete lead generation across the large market space. If you are good at building relationships and have fantastic rapport building skills, then this role is for you! With this leading TMC, your career will be put in number one spot. Terrific employee benefits.

RELATIONSHIPS ARE TOP OF YOUR AGENDA

NATIONAL ACCOUNT MANAGER - HOTELS
SYDNEY – FROM \$75K +

Working for a growing hotel brand in the market, you will be a driven & motivated individual who can establish exceptional relationships with your clients. You will be an experienced Account Manager capable of handling a portfolio of corporate clients for this great brand. Develop strategic business plans, deliver agreed objectives & targets and be accountable for the ultimate retention & growth of the business. Open the door to this great new role!

UNIQUE TRAVEL OPPORTUNITY

BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY PKG \$63K + CAR + COMMS PKG

Looking after the 2 State regions, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Working as part of the business development team you will be on the road frequently & will be required to travel interstate regularly. Strong presentation skills are essential together with the ability to travel frequently. Fantastic organisation with an amazing staff retention rate.

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Working in partnership with the Australian Travel Industry

Travel Cruise Consultant

Brisbane, Competitive Salary + Super, Ref: 2896SZ1

Are you passionate about the cruise travel industry? Do you want to be part of an established Travel Company that can offer great salary and benefits? You will be in a supportive working environment offering great training and career progression opportunities! This role is for a focused team player that has excellent communication skills, strong cruise product knowledge and is confident in hitting their targets. If this sounds like you we would love to hear from you! GDS knowledge required.

For more information please call Serena on
(07) 3023 5023 or click [APPLY](#) now.

Travel Consultant | SKI Specialist

Sydney, Up to \$50K + Comms, Ref: 1808MB1

Don't miss this rare opportunity to be a specialist in a product that is ever growing, Ski & Snow. We are looking for an experienced Travel Consultant who is looking for their next challenge but wants to specialise in one product. Work for a well-established company in new offices in CBD. No two days will be the same with a mix of email and over the phone consulting. Work for Australia's fastest growing specialist company. Excellent salary + bonuses with opportunities for career progression.

For more information please call Marissa on
(02) 9113 7272 or click [APPLY](#) now.

Wholesale Product Manager

Melbourne, \$65k, Ref: 1855KF1

Are you looking to challenge yourself in your next role? An industry leading Travel company has a new and exciting position on offer for an experienced Europe & Middle East product manager. We are looking for an experienced travel professional to jump on board with this new position, bringing creativity, passion and enthusiasm in order to reap the rewards!! You will need to have managed a destination through high and low times and be keen to develop and strive for the best within your brand.

For more information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Travel Consultant

Adelaide, \$55-60k, Ref: 1882DV1

This is a fantastic opening and a great opportunity for a well travelled Travel Consultant to join a refreshingly vibrant and successful travel agency in central Adelaide. My client is looking for a confident experienced individual who is comfortable handling all types of clients and who is confident when speaking about travel destinations. With a fantastic reputation within the travel industry this role offers stability, progression and a competitive salary plus bonus structure.

For more information please call Dave on
(02) 9113 7272 or click [APPLY](#) now.

Senior Retail Travel Consultant

Sunshine Coast, Competitive Salary + Comms, Ref: 1686LM1

Are you a retail travel consultant looking for a fresh challenge? This independent and successful retail agency offers support, lots of enquiries and high end bookings. You will be an experienced retail agent offering exceptional customer service and first hand product knowledge. GDS knowledge is essential (preferred Sabre). Solid commission structure is in place so there is heaps of earning potential. Don't miss this great opportunity! Interviewing now for an immediate start!

For more information please call Lia on
(07) 3023 5023 or click [APPLY](#) now.

BDM & Res Manager | Accommodation

Sydney, Fantastic Package, Ref: 1394PE1

"Your ultimate goal is to set your company apart from the crowd". My Client is looking for an enthusiastic, bright and pro-active person to join them at an exciting time as they expand their Corporate Accommodation business. You will be responsible for overall growth, corporate client relationships, & negotiating new business relationships. Take your career to the next level by joining this property management company. This role offers diversity & is your chance to take on a new challenge.

For more information please call Paul on
(02) 9113 7272 or click [APPLY](#) now.

International Travel Consultant

Melbourne \$Competitive, Ref: 1826KF3

Get your work life balance back in a locally based role. If you have a minimum 2 years experience in the travel industry working on a GDS with excellent worldwide product knowledge then this is the role for you. You would be working in a friendly environment, offering your clients a professional and seamless experience. You would be rewarded with Monday to Friday trading hours with no more Sunday trading! If you are highly focused, positive, versatile and experienced then apply now!!

For more information please call Kate on
(02) 9113 7272 or click [APPLY](#) now.

Corporate Consultant

Perth, \$55k, Ref: 1800DV3

My client is looking for a high-achieving Corporate Consultant to become part of their successful team! This is an outstanding opportunity to work on sought-after lucrative products and be surrounded by fellow experienced consultants! The lucky corporate consultant will need to have excellent experience within the travel industry and have experience dealing with corporate clientele! You will be able to work in a fab environment and be rewarded for your hard work and dedication.

For more information please call Dave on
(02) 9113 7272 or click [APPLY](#) now.



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