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# Travel Daily

First with the news

Monday 10th August 2015

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## CX earlybirds open to all

**CATHAY** Pacific has once again led the pack with the release of its 2016 earlybirds (**TD** breaking news) - but this year they are available across the industry, rather than just to Flight Centre.

In 2013, CX caused a stir when it launched "exclusive pre-earlybird offers" in late Aug to Flight Centre and went even earlier last year (**TD** 06 Aug 14), again in a Flight Centre exclusive.

This year, Cathay has expanded its offering with the inclusion of earlybird fares to its gateways in North America as well as ports across Europe and in the UK.

CX gm South West Pacific Nelson Chin also confirmed that

Economy fares would include a 30kg baggage allowance, with earlybird fares also giving pax the ability to mix and match Economy and Premium Economy sectors.

The earlybird fares are on sale through to 31 Dec, for departures from 01 Mar to 30 Nov 2016 - although a number of **TD** readers have pointed out that most outbound dates and many return dates are not currently available for sale in the GDS.

## Uia eliminates comm

**UKRAINE** International Airlines' local representative Discover the World has advised agents that effective from 01 Sep, the carrier will cut BSP commission to 0% for both Economy and Business class.

## Grass is greener comp

**CELEBRITY** Cruises went live yesterday with its new tiered pricing structure entitled 'Go! Big, Better, Best', which allows agents to tailor inclusions for clients.

The line is celebrating by launching a new competition for the trade offering the chance to win a cruise for two people as part of a new Evergreen Offer.

See today's **front page** for more.

## Today's issue of TD

**Travel Daily** today has eight pages of news, including a front cover page for **Celebrity Cruises**, a photo page from **AccorHotels**, plus full pages from: (click)

- AA Appointments jobs
- Travel Trade Recruitment

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Monday 10th August 2015



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## EK signs up a Friend

**HOLLYWOOD** movie star Jennifer Aniston has signed on with Emirates as the face of the airline's new global digital and television ad campaign, the Emirati carrier has confirmed.

Financial details of the deal with the newly married star have not been confirmed, however US celebrity gossip mag *People* has reported it to be worth US\$5m.

The move is also rather similar to rival UAE carrier Etihad Airways' latest promotional reel, which featured Nicole Kidman as its lead.

## Vale Marco Battistotti

**PROMINENT** Kuala Lumpur hotelier Marco Battistotti - the Asian regional president of travel industry networking group Skal International, has been killed in a road accident in Malaysia.

Born in Europe, the highly regarded hotelier had an extensive global career including roles in Penang, Singapore, the UK, Italy, Malta, Langkawi and Malacca.

He was most recently vp of operations at Kuala Lumpur's Ri-Yaz Hotel & Resort, and was also a former director of the Malaysian Association of Hotels.

## TA studies high spenders

**TOURISM** Research Australia has carried out an in-depth study on behalf of Tourism Australia in order to better understand nine high spend Asian leisure markets - China, India, Japan, Hong Kong, Malaysia, Singapore, South Korea, Indonesia, Taiwan and Thailand.

The nine markets had their spend patterns compared against five more established markets in New Zealand, USA, United Kingdom, France and Germany.

For the purposes of the report, a visitor was deemed a high spender if having a total personal outlay of \$4,200pp per trip, using International Visitor Survey spend patterns from 2005 to 2013.

The report found spend from Asian markets stayed consistent over the eight-year period but that visitors were spending more by virtue of staying longer rather than spending more per day.

Also, those visitors staying for longer periods of time tended to disperse into regional areas of Australia, which saw revenue spread to smaller communities.

More specifically, China was identified as "dominating" the

Asian high-spender market, with its share of this sector growing from 10% to 32% from 2011-2013.

This market spent more of their travel budgets (44% to 31%) on souvenirs to take home as opposed to food, drink & accom.

Established markets were the opposite, spending more while in Australia on the consumables.

It found mixed results from other markets, with Taiwan's share also growing dramatically from 4% to 13%, while Japan fell plummeted from 38% to 11% in the same period of time.

The study threw up a surprising result showing visitors classed as high trip spenders were less likely to stay in luxury accommodation and more in serviced apartments, rented houses and budget hotels.

For more information on the spend patterns of all nationalities featured in the Tourism Australia report in full, [CLICK HERE](#).

## Signature NZ addition

**AUCKLAND** based retail travel agency Quay Travel has become the first New Zealand member of the expanding American group Signature Travel Network.

The independently owned agency has been operating in New Zealand since 1994.

Signature Travel Network president Alex Sharpe said Quay Travel was a perfect fit "because of their knowledgeable team of experienced travel consultants".

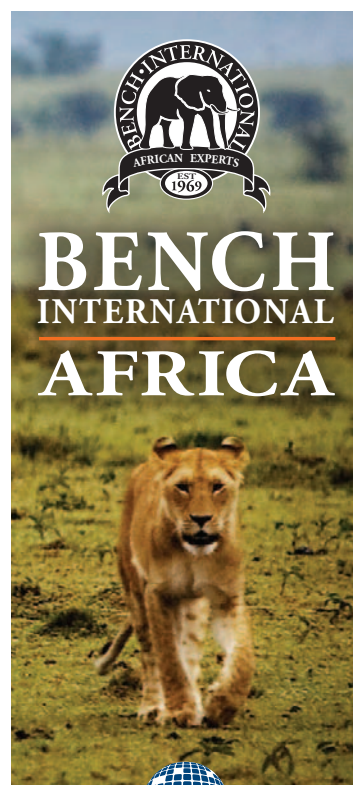
The move is the company's first push into the retail sector, with Signature having already signed a partnership to promote NZ as a luxury destination through Tourism New Zealand (TD 09 Jul).

## Bonus comm for Fiji

**AGENTS** can earn around double the retail commission level for Fiji Airways services from Australia to any FJ destination as part of a new tactical promotion launched by Creative Holidays.

In addition to Fiji, FJ operates services via Nadi to many South Pacific islands, Hong Kong, Hawaii and Los Angeles.

The commission offer is valid for tickets sold by 31 Aug, with many hotel deals also available to suit.



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NATIONAL TRAVEL  
INDUSTRY AWARDS  
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**HAWAIIAN**  
AIRLINES





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## Qantas quashes Hawaiian claim

**HAWAIIAN** Airlines' suggestion that airfares on Trans-Pacific routes will increase if a stronger tie-up between Qantas and American Airlines is given full approval (**TD** 24 Jul) has been dispelled by the alliance partners.

QF/AA have urged the ACCC to ignore the Hawaiian carrier's submission to the probe into the pact, saying info provided "fundamentally mischaracterise[s] the proposed conduct".

Last month, Hawaiian Airlines cited how partnerships between airlines on the transatlantic route had resulted in higher fares.

HA also argued the term of any new QF/AA alliance should be limited to just five years and that it should be able to obtain access to Qantas' domestic seats on behind gateway routes.

In its response to the ACCC Qantas slammed Hawaiian, claiming the independent US carrier had provided "inherently

misleading information about the effect of aviation alliances generally".

QF said its four-year-old alliance with AA has delivered public benefits through a "considerable expansion of capacity, as well as improvements to the scheduling & connectivity beyond and behind the Trans-Pacific gateways".

"Instead of offering any evidence regarding the Proposed Conduct or the Applicants' record of expanding capacity & benefiting consumers, Hawaiian Airlines only protests the potential that the alliance will foreclose codeshare opportunities for itself."

QF also argued HA would not be "locked out" as a result of its pact with AA, telling the ACCC there are "legitimate commercial reasons" it has not previously entered into a relationship with Hawaiian Airlines, while citing its interline agreements with Air Canada and United Airlines.

## JNTO seeks marketer

**THE** Japan National Tourism Organisation has issued a Request for Proposal from companies keen to help promote Japan as a destination to Aussie travellers.

The organisation is seeking a local representative to undertake marketing and media activities on its behalf for "travel agents, cruise companies and airlines".

JNTO says the objective is to increase awareness and travellers' interest in visiting Japan.

Proposals are being accepted until 15 Sep - **CLICK HERE** for info.

## Meet the Neighbours

**AIRCALIN** has today launched its 2015 'Meet the Neighbours in New Caledonia Sale' airfare sale from Australia to Noumea, on sale until the end of Aug.

Fares now on sale are priced from \$529 return, valid for departures ex SYD, BNE and MEL as well as ADL, HBA and CBR with assistance from Virgin Australia.



## Window Seat

**IMAGINE** getting a knock on your hotel room door after phoning room service & finding a robot standing there?

It's not the future, but very much the reality as the Crowne Plaza San Jose - Silicon Valley in California has implemented a robot butler to serve guests.

Nicknamed 'Dash', the robot is just under one metre in height and travels at a standard human walking pace, delivering small items such as toothbrushes or snacks directly to guest rooms.

The robot uses wi-fi to find its way around the hotel, and can even use the elevators, ringing the guests as it approaches.

Trust the boffins in Silicon Valley to be playing with robots.

Dash is in a testing phase to see whether it will be rolled out at other Crowne Plaza hotels.

Eligible Aust & NZ resid. travel agents 18+ only. Cruise 9-17/9/16. See T&Cs for details.



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**CLICK HERE TO CRUISE TO THE TOP**  
**HURRY! PROMOTION ENDS 11:59PM AEDST 18 OCTOBER 2015**

## Agent faces court

A **SOUTH** Australian agent who allegedly cancelled travellers' tickets and claimed the refunded monies will face court next month after being arrested by police.

More than 20 clients have claimed Zeljka Loncar, the owner of Zym Travel, cancelled their bookings and took the refunded monies, with some reports citing a total of as much as \$100,000 could have been misappropriated.

As well as operating as a travel agency, Zym's shopfront also promoted the business as a "European Food Wholesaler".

## Nepal's mixed report

**THE** majority of accommodation and trails in the Everest region now have "minimal damage" from the Apr earthquakes, according to a report commissioned by the Government of Nepal to assess the overall safety of the region.

Tour operator Intrepid Travel assisted with the report by coordinating logistics & providing local guides to facilitate the study.

## Visa Waiver reviewed

**NEW** rules aimed at tightening the security of the United States visa-waiver program have been announced by the US Department of Homeland Security.

Among the most important changes are a new requirement requiring all visitors entering on the visa-waiver program to carry machine readable e-passports.

Further, all travellers will be checked against the Interpol Lost and Stolen Passport Database.

The US is also expanding its use of federal marshals on more flights from visa-waiver nations travelling to the country.

The new rules effect 38 nations participating in the visa-waiver program, including Australia and are mainly in effect to prevent foreigners joining terrorist cells.

US Homeland Security Secretary Jeh Johnson said the new criteria would apply to both current and new participants in the program.

"These measures will enhance security for all concerned.

"The security enhancements we announce today are part of this Department's continuing assessments of our homeland security in the face of evolving threats and challenges, and our determination to stay one step ahead of those threats and challenges," Johnson added.

## SQ Premium Economy debuts



**SINGAPORE** Airlines officially introduced its new Premium Economy cabin to the Australian market this morning, with the new product making its debut on the Sydney route overnight.

Senior manager of marketing and alliances Dale Woodhouse told **Travel Daily** SQ's Premium Economy is positioned specifically for the traveller wanting "a little bit more luxury" than Economy.

At about 25% higher in cost than a standard Economy class fare, passengers are spoilt for choice.

The all leather 18.5"-19.5" wide seats afford pax an 8" recline, calf rest, foot rest, an impressive 13.3" full HD touchscreen, two USB ports and in-seat power.

Guests are also treated to three choices of main course and "Book the Cook" service.

Other perks include priority check-in, boarding and baggage handling, along with a hefty 35kg checked luggage allowance.

Woodhouse said interest in the product has been building and load factors towards the end of the year are "pretty good".

"The trick is not to oversell it. We don't want to make it bigger than Business Class. It is an upsell from Economy," he told **TD**.

He said the product will appeal to SQ's high-end leisure travellers and SMEs who ordinarily couldn't afford Business Class.

"It's very affordable product, with all the look & feel of Business."

Woodhouse is **pictured** (right) experiencing the new Premium Economy cabin with SQ regional vice president Tan Tiow Kor.

**CLICK HERE** for cabin photos.



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2. Also, visit **World Journey's website** to search and tell us the idyllic private island where one might find the likes of Robbie Williams and family on retreat.

Make it creative – make it experiential - make it yours...for inspiration visit [www.worldjourneys.com.au](http://www.worldjourneys.com.au)

To win the Brisbane and Adelaide tickets\*, send your entries to [wj@traveldaily.com.au](mailto:wj@traveldaily.com.au)

\*Look out next week for the Sydney, Melbourne and Perth tickets

## Rail wins over flight

**TRAINS** are seen as the most comfortable and convenient way to travel through Europe, according to a Rail Europe survey.

Of the 4,949 surveyed, 73% preferred the train, listing convenience, value for money, efficiency, environmental friendliness and the opportunity to interact with locals as the top five reasons to ride rails over air.

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[www.savenio.com.au/gamechanger](http://www.savenio.com.au/gamechanger)

## Capri by Fraser rolls into Brissie



**FRASERS** Hospitality has opened the first Capri by Fraser branded hotel in Australia in the city of Brisbane, and the group's fourth property overall.

Located on Albert Street, the hotel offers 239 suites, including Studio Deluxe, Capri Club Rooms & One Bedroom Executives suites.

The property caters to "e-generation" travellers with its iPad-activated check-ins, e-Concierge, e-Print facilities and free wireless internet.

"We are thrilled to be bringing the Capri by Fraser brand to Australia following the success we've experienced with our flagship property Capri by Fraser, Changi City" said Capri Brisbane gm Mariusz Tymosiewicz.

The opening party is **pictured** above, from left is Paul Martyn, Qld Dept of Tourism; Jackie Trad, Qld Deputy Premier; Choe Peng Sum, Frasers Hospitality ceo and Mariusz Tymosiewicz, Capri by Fraser Brisbane general manager.

## Great S'thern appnt

**DEB** Falvey has returned to Great Southern Rail (GSR) in the role of Business Development Manager - Domestic.

Falvey worked at GSR from 2001 to 2006 and returns to oversee domestic activity across all states.

## A&K Ethiopia tour

**ABERCROMBIE** & Kent has added Ethiopia to its range, with a new two week trip on offer.

The trip runs 17 - 31 May 2016 and will explore the source of the Blue Nile, the 3.2 million year old skeleton of 'Lucy' and spends a night in the Simien Mountains.

Twin share price is \$8,995pp, with a max capacity of 24 guests.

**BRITISH AIRWAYS**

## Relationship Development Executive

**Are you a consultant looking to move into sales?**  
**Interested in joining a global airline and dynamic sales team?**

British Airways is seeking a Relationship Development Executive to join our South West Pacific Commercial team based in Sydney. The successful candidate will be responsible for supporting a Key Account Manager working on a mixed portfolio of Trade and Corporate accounts. The office based role will maximise profitable revenue and develop new business opportunities.

The successful applicant will be solution focused, team oriented, enthusiastic and driven to achieve optimal outcomes for our business and customers.

To be eligible to apply applicants must meet the essential criteria below:

- Minimum of 2 years commercial or industry experience
- Effective Telephone Account Management
- Highly developed communication and relationship building skills both internally and externally
- Ability to identify and maximise new business opportunities
- Highly motivated self-starter, confident and resilient
- Strong decision making and problem solving skills
- Ability to work flexible hours and travel both domestically and internationally

If you meet the essential criteria above and are seeking a challenging but rewarding career, please email your CV and a cover letter of no more than 250 words addressing your suitability for this role to [contact.basyd@ba.com](mailto:contact.basyd@ba.com).

**Applications close Sunday 16 August 2015.**

**Travel Daily**

First with the news

Monday 10th Aug 2015

## Jetstar flies to Bali

**JETSTAR** flights to Bali have departed from BNE, MEL, ADL & PER this morning after favourable winds pushed the volcanic ash cloud away from Denpasar.

Twelve services in both directions between Australia and Bali are now set to take off today.

Virgin Australia will resume service tomorrow, with an update on the VA website saying all Tue flights scheduled would operate.

Air conditions remain under close watch for any more changes.

Additional services will be flown by both carriers to help clear the backlog of passengers that had built up after several more days of disruptions over the weekend.

Both carriers are actively working to contact passengers affected, with all advised to keep a close eye on their carrier's website for the latest details.

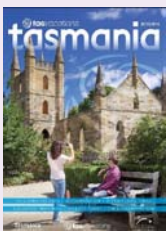


# Brochures

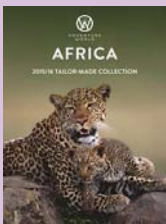
**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



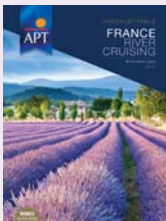
**Contiki - Europe Autumn, Winter & Spring 2015/16**  
For the first time, Contiki's 25-day European Quest Tour, first introduced in the 2015-16 Europe summer programme, has been included in the new winter programme. The itinerary is also available in five other adaptations, such as the eight-day Western Quest, which cater for different departure points and tour lengths. Contiki's new programme now offers five ways to see Europe during the cooler months: the Discovery Plus, In-Depth Explorer, Easy Pace, Winter & Ski and Festival & Short Stays trips.



**TasVacations - Tasmania 2015/16**  
The new TasVacations brochure includes a variety of holiday packages, accommodation, attractions and general information. It has the most extensive range of product currently on offer in any Tasmanian wholesale brochure. It has a range of itineraries, including TasVacations' exclusive holiday packages, self-drive holiday packages and small group guided coach tours. The brochure also covers escorted tours & walks, such as a three-day Bruny Island tour & the Maria Island Walk.



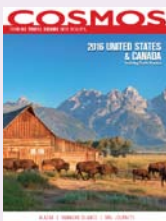
**Adventure World - Africa 2015/16**  
Adventure World has released a detailed, region-specific Africa brochure which contains top selling trips along with various lodges throughout Africa and some new product. Trips include journeys through desert landscapes in Namibia, safaris in Kenya that search for elephants, giraffes and big cats and tours through the Ugandan jungle in search of mountain gorillas. There will be three other dedicated destination brochures to be released soon for South America, India & Asia and Canada, Alaska & USA.



**APT - France River Cruising 2016**  
New Bordeaux cruises, more seven night itineraries and special events cruising are some of the new additions to APT's first dedicated France River Cruising brochure. The brochure has 11 itineraries, five of which feature APT's new Bordeaux cruises, which focus on the Garonne and Dordogne rivers. The 21-day Charms of Southern France cruise will be introduced in 2016, which takes guests from Paris to Monte Carlo. APT is offering a discount for guests who book and pay in full 10 months prior to departure.



**Travelmarvel - China 2016**  
Travelmarvel has expanded its China program and increased departures of the 13-day Imperial China tour to offer 12 dates. The company has also added the Yunnan Province and Hong Kong as new destinations, both which feature on the 27-day Grand China tour. Travelmarvel is offering more sightseeing and dining options as part of its Select Experiences portfolio. The brochure has six itineraries ranging from 13 to 29 days in length, two of which feature combinations with Travelmarvel's Mekong cruises.



**Cosmos - United States and Canada 2016**  
A brand new nine-day tour exploring America's Historic Heritage is featured in the latest Cosmos brochure. Travelling from Washington DC through Virginia, Pennsylvania and Maryland, the tour includes a visit to Arlington National Cemetery, George Washington's home at Mount Vernon and the site of Abraham Lincoln's Gettysburg Address. The program offers more than 30 different itineraries exploring the big cities, major landmarks and great open spaces of the US and Canada.

## My Fair Lady to Syd

**SYDNEY** will play host to a new stage production of *My Fair Lady* next year, directed by iconic actress Dame Julie Andrews.

The show has been secured exclusively by Destination NSW and will be performed at the Sydney Opera House beginning from Aug next year.

NSW Tourism Minister Stuart Ayres estimated the show will bring up to 19,000 overnight visitors will pump an estimated \$7 million into the state economy.

## First Hilton in Xiamen

**CHINA'S** emerging Fujian Province has received its first property from Hilton Worldwide, with the opening of the first DoubleTree by Hilton Xiamen Bay.

Located in the CBD, the property offers 270 rooms with views over Jinmen Harbour, multiple int'l restaurants, gym and roof garden.

The hotel is located close to an array of local tourist attractions.

## Slovenia representing

**A NEW** National Tourist Office has opened in Slovenia, carrying out promotional duties in foreign markets to encourage visitation.

The Slovenian Tourist Board opened its doors on 01 Aug and has launched its first campaign dubbed 'I Feel Slovenia'.

The campaign will focus on the development of a tourism portal as well as high value products.

Monday 10th Aug 2015

## Redford parks voice

**ACTING** legend Robert Redford will lend his voice to Brand USA to narrate an IMAX film promoting the Centenary of the USA's National Parks (**TD** 02 Jun).

The Shaun McGillivray produced film *America Wild: A National Parks Adventure* is supported by Expedia and is due out next Feb.

## Randall sells local ops

**HOTEL** representation firm Randall Marketing has sold its Australian operations to former StayWell Hospitality executive Greg Parkes, effective 01 Aug.

Parkes has extensive history in the hotel sector with AccorHotels, Millennium and Mirvac as well as with the StayWell group.

Company patriarch Randall Lui will continue to play a consultant role to the operation, which currently oversees the promotion of 27 hotels in Thailand, China, Malaysia, Hong Kong & Indonesia to the Australian travel trade.

The local ownership changeover has no effect on Randall Marketing's operations in Hong Kong, Shanghai, Beijing, Taipei and Bangkok, which remain under the ownership of Lui.

*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](mailto:position@globalweddings.com.au)

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



# AccorHotels Showcase wows Sydney

**BELOW:** Kath Evans – MCI Australia, Sutari Vongkeneta – AccorHotels, Shaun Vassallo AccorHotels Darling Harbour and Belinda Tillings – MCI Australia.



**THE** most respected hotel exhibition in the Asia Pacific region 'AccorHotels Showcase Sydney 2015' once again dazzled up to 800 industry professionals last week at Sofitel Sydney Wentworth.

Favourite TV personalities Melissa Doyle and Channel 7's Larry Emdur entertained the crowd, with guests enjoying Sofitel's 5-star hospitality over a glass of Robert Oatley wine.

Following the announcement of AccorHotels official three year Australian Open partnership, Australian Open trophies (belonging to Serena Williams and Novak Djokovic) were on display for guests to take their own winner photos.

A whole host of accommodation and travel prizes were drawn over the evening. With Jen Barclay from Syngenta pocketing two Qantas Business Class flights and accommodation for three nights at Pullman Park Lane, Hong Kong.

Launching into fifth gear in just her first week on the job, Ina Choy, Travel Consultant from Wing On Tours was lost for words when her key opened the door of the brand new Peugeot 208.

**RIGHT:** Australian Open Trophies were on display.



**ABOVE:** Robert Oatley Wines.

**BELOW:** Melissa Doyle & Larry Emdur - Hosts of the AccorHotels Showcase.



**ABOVE:** Ina Choy & her new Peugeot 208.

**RIGHT:** Bethany Wooster - Madison Financial Group and Sarah Wooster - Johnson Winter and Slattery Lawyers.

**MIDDLE:** Karla Yum - ICC Sydney and Abbey Lees - ibis Melbourne.

**BOTTOM-RIGHT:** Luke Hammonds and Tanya Brown - Create Engage.



**ABOVE:** Journalist Barrie Cassidy & Simon McGrath - COO AccorHotels Australia.

**RIGHT:** Mary-Rose Aitken - VIP Event Management; Denise McRae - Pullman Auckland & Valerie Percival - VIP Event Management.

**BELOW:** Nikky Simpson, Jodie Deller and Emily Lalor - Corporate Travel Management.





Monday 10th Aug 2015

## Flat month for int'l

**PASSENGER** demand departing from Australia on international services grew 3.5% for the month of May, according to new figures from the Australian Government.

The latest data from the Bureau of Infrastructure, Transport and Regional Economics showed 2.5 million pax flew overseas on 47 passenger airlines over the month.

Total capacity grew a moderate 0.8%, sending average loads up nearly two full points to 73.1%.

Of the top ten carriers, Jetstar saw the best result, climbing from an 8% market share to 9.6%.

Qantas and Virgin Australia fell 0.1% & 0.4% respectively, while AirAsia X was hit hardest, with its share falling from 4.5% to 2.7%.

## Trophy ban will hurt

**SOUTH** Africa's Department of Environmental Affairs has urged international airlines to reverse recent decisions to ban carriage of game hunting trophies, saying it will damage the SA economy.

A spokesperson said South Africans in rural areas relied on hunting income under "regulated and coordinated conditions" but that the government was glad it would impact illegal hunting.

The call comes after Qatar Airways became the latest carrier to ban animal hides as shipments.

## Superstore in football

**ADELAIDE** retail agency Travel Superstore has become a partner of the Adelaide United Football Club in the A-League competition.

The deal sees the agency appear on the back of players' shorts on both home and away uniforms.

Club members will also have access to special travel offers.

## Abu Dhabi suppliers on show



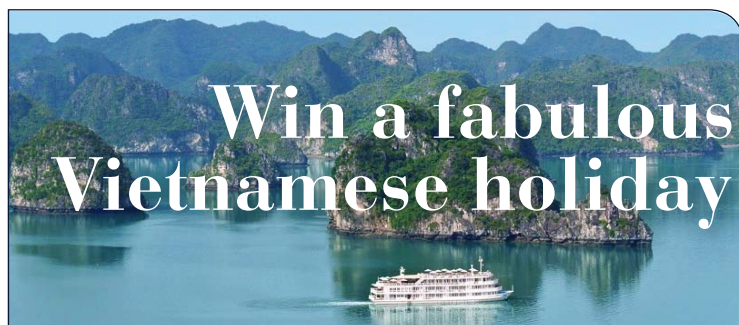
**IT WAS** a big week last week for 11 suppliers representing the tourism products and services of Abu Dhabi at the emirate's four Australian roadshows for 2015.

Hosted by the Abu Dhabi Tourism & Culture Authority, the industry shows were held in each of the four Australian gateways served by Etihad Airways, in Perth, Melbourne, Brisbane and Sydney.

Combined, over 350 agents turned out to meet the suppliers and learn more about the ever-growing destination.

**Pictured** above from left are the suppliers, which included Aseel Nihad, Big Bus Tours; Louise Allen, Etihad Airways; Samara Abdul Kader, TCA Abu Dhabi; Anita Carr, Desert Adventures; Kris Taute, TCA Abu Dhabi; Imran, Etihad Airways; Walter Nand, MSC Cruises; Fiona Cogar, Arabian Adventures; Jenny

Bevan, Seawings; Tere George, Jumeirah Hotels & Resorts; Fady Atwan, Intercontinental Abu Dhabi; Norhan Youseff, Etihad Airways; Matt Endecott, Virgin Australia; Emille Saadeh, Royal Rose Hotel Abu Dhabi and Etihad Airways cabin crew.



## 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

Sofitel Plaza Hanoi offers a genuine experience of sophistication and luxury within walking distance to the city centre and breathtaking views.

To win, answer each daily question correctly and have the best answer to the final question. Send your answers to [vietnam@traveldaily.com.au](mailto:vietnam@traveldaily.com.au)

Terms and conditions



6. Name three well-known lakes in Hanoi which are fascinating places of interest to tourists.

[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](http://www.traveldaily.com.au).

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## AFL Rd 19 Winner



**Sponsored by:**



## CONGRATULATIONS

**Adam Osborne**

from Bicton Travel

Adam is the top point scorer for Round 19 of **Travel Daily's** AFL industry footy tipping competition. Adam has won a double pass to Taronga Zoo.



**Major Prize:**

Two return Economy Class airfares to Dubai with **Emirates**





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#### **BEST OF BOTH WORLDS!**

**ACCOUNT MANAGER/BUSINESS DEVELOPMENT  
BRISBANE – SALARY PACKAGE 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!

#### **RELATIONSHIPS ARE TOP OF YOUR AGENDA**

**NATIONAL ACCOUNT MANAGER - HOTELS  
SYDNEY – SALARY 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!

#### **LOOKING FOR SALES LEADERS**

**NATIONAL SALES DIRECTOR – LEADING TMC  
SYDNEY – EXECUTIVE SALARY PACKAGE**

Do you have an ability to lead a sales team, provide strategic direction, drive revenue growth and manage key high level relationships, then this leading travel management company has an exciting opportunity for you. The role will require someone commercially savvy, highly motivated and have a proven track record of winning business and leading from the front. You will provide leadership to the business and manage the business pipeline against budgets.

#### **RECIPE FOR SUCCESS!**

**CLIENT DEVELOPMENT MANAGER  
BRISBANE – SALARY 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!

#### **CORPORATE SALES – MIDDLE MARKET**

**BUSINESS DEVELOPMENT MANAGER  
MELBOURNE – UP TO \$95K 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 MIDDLE 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.

#### **WINNING STRATEGIC BDM ROLE**

**SENIOR REGIONAL BDM  
SYDNEY – FROM \$90K – \$120K DOE**

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!

#### **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!

#### **AMAZING CAREER PROGRESSION**

**BUSINESS SOLUTIONS MANAGER (CORPORATE SALES)  
MELBOURNE – 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.

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*Working in partnership with the Australian Travel Industry*

### 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.

### Cruise Travel Consultant

**Sydney, \$50k, Ref: 1503SJ1**

All Aboard and Cruise into your new career! Do you have good cruise product knowledge & travel sales experience? A leading & reputable travel provider is ever expanding due to on going success & are looking to recruit an experienced Cruise Travel Consultant for their busy office. Selling luxury international cruise itineraries to a loyal clientele following. Enjoy a high salary, great perks & benefits in return for your hard work. I'm looking for an ASAP start so get in touch today!

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

### Corporate Business Development Manager

**Melbourne, Up to \$70k, Ref: 1863KF1**

A golden BDM opportunity for a global, well respected and leading Corporate Travel Management Company in Melbourne! If you have extensive experience as an on the road, corporate travel industry Business Development Manager or Sales Executive, with effective communication and strong presentation skills, proven track record of sales achievement B2B & you are looking for a new exciting role - APPLY NOW! Excellent company benefits & fantastic remuneration package for the right candidate!

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

### Retail Travel Consultant

**Perth, \$55-60k, Ref: 1942DV3**

I have a fantastic new opening for an experienced savvy Travel Consultant in the Perth area! If you are passionate about the travel industry and you are driven by sales then this role could be your ideal chance to move into a new role and challenge within the industry! This role isn't just another travel consultant opening, this is the chance to work for a company that specialises in high-end leisure, offers a stable rewarding environment and the chance to progress your career further!

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

### 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.

### Asia & Africa Travel Consultant

**Adelaide, \$60k, Ref: 1839DV5**

Are you an excellent worldwide traveller? Have you travelled Asia and Africa?! My client is looking for a travel consultant that is working in the industry at the moment and has used their passion for travel to explore Asia and/or Africa! This role isn't just a standard role, you will be able to further your travel experiences and talk passionately about where you have been! Working in a fantastic office environment of 6-7 consultants you will be sat alongside other well travelled consultants!

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



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