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Thursday 3rd December 2015

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QBT launches new expenses partnership

HELLOWORLD offshoot QBT yesterday announced a new "strategic partnership" with Expense8, a division of ASX-listed 8common Ltd (**TD** breaking news).

The alliance will see software solutions offered by both companies integrated with the aim of creating a seamless travel and expense experience for clients.

Expense8 has been building a substantial footprint across federal and state government agencies, including a recent appointment by the NSW Dept of Education to provide a purchasing card solution for up to 10,000 card holders.

The integration of the Expense8 system with QBT will mean the system offers everything from pre-trip approval through to expense reconciliation, including bookings completed both via Amadeus e-Travel Management as well as by the QBT team.

"We're excited about the possibilities that this new partnership presents for our clients," said QBT group general manager Russell Carstensen.

Biometric visa collection

SOME applicants for visas to Australia are being required to provide fingerprints and have face scans, as part of an update to procedures confirmed by the Department of Immigration and Border Protection.

The changes mean that applying for a visa for these travellers is no longer a matter of a simple online process, instead requiring them to present in person to provide the biometric information.

According to an update detailing the changes in New Zealand, biometrics are being collected from "third country nationals" who are in NZ at the time of making a visa application to enter Australia.

Exceptions apply to Australian citizens and permanent residents, applicants for Australian citizenship, NZ citizens and APEC Business Travel Card holders.

"Most clients lodging a visa application for Australia in New Zealand will need to attend an Australian Visa Application Centre (AVAC) to submit their application and provide biometrics," the Department stated.

Collection of the data is being done by TT Visa Outsourcing, with a new AVAC now operating in Queenstown for South Island clients while the North Island is being serviced from Auckland.

Ponte to Topdeck

JOE Ponte has been appointed as the new Asia-Pacific general manager for Topdeck, moving from his current role as gm of global sales and marketing at Insider Journeys.

Ponte's career has also seen him launch Brand USA into the Australian market and prior to that he was Flight Centre's national marketing manager.

He takes the place of Sarah Clark who has relocated to London to become Topdeck's Global Brand Director.

More appointments on **page 8**.

Today's Travel Daily

Travel Daily today has nine pages of news, a **Gate7/Qantas Hols** photo page & pages from:

- AA Appointments jobs
- Travel Trade Recruitment

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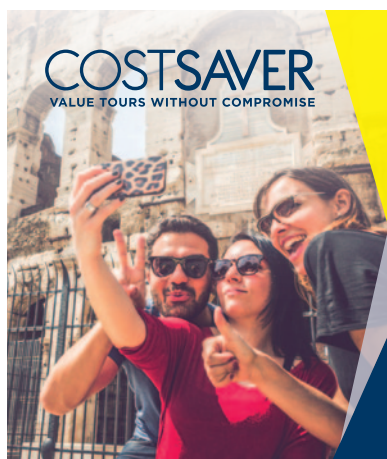


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Marriott Melbourne

THE first 5-star Marriott Hotel to come to Australia in almost 20 years is set to be built in Docklands, Melbourne.

It comes after Capital Alliance, the company behind the \$250 million development, signed a deal with Marriott International.

Planning is now underway for a 200-room hotel with 260 residential units across 36 levels.

The hotel will operate under Marriott Intl's flagship Marriott Hotels & Resorts brand.

Capital Alliance md Mohan Du is tipping the hotel to become "one of Australia's most significant mixed-use complexes and a landmark for both Melbourne and international tourism".

There are plans in the pipeline for a rooftop infinity pool and bar that will overlook Melbourne and be open to the public, much like Singapore's famous Marina Bay Sands resort.

Capital Alliance is targeting 2019 for completion, subject to planning approval.

Fiji tax "amnesty"

WHOLESALE Rosie Holidays advises a number of properties in Fiji are providing an amnesty on the new 5% tourism tax being introduced by the Fiji Govt from 01 Jan 2016 (**TD** Fri).

The firm says it will be contacting agents this week to advise which bookings are affected - for more details, see Rosie's Corner on **page seven** of today's issue.

Walshe Grp retains HTO

THE Hawaii Tourism Authority (HTA) this morning confirmed the reappointment of The Walshe Group as its representative for the Oceania region, concurrently naming a new country manager for Australia.

Stepping into the role vacated by long-time leader Ashlee Galea & acting country manager Janaya Birse (**TD** 07 Oct), will be former Tourism & Event Queensland executive, Kerri Anderson.

Anderson has over two decades experience in marketing, public relations and corporate affairs and will commence in the role of Hawaii Tourism Oceania country manager Australia in mid-Jan, relocating to Sydney.

Darragh Walshe will continue in the role of NZ country manager.

Founder and ceo Jacqui Walshe

said she was "very proud" to have retained the Hawaii state tourism contract, which was up for tender earlier this year (**TD** 31 Jul).

She said the Walshe Group is passionate about Hawaii, adding "we feel privileged to have been able to contribute to the stellar growth Hawaii has seen from Oceania over the last ten years."

"We look forward to continuing to build on this success in the years ahead."

The Walshe Group began its association with the Hawaii state tourism organisation in 2004.

The new three year contract also provides Walshe with an option of a fourth year.

Elsewhere, HTA has appointed AVIAREPS Southeast Asia as its destination marketing management services provider in the region - a new major market for Hawaii - and AVIAREPS Korea, BrandStory Asia (in China) and Hills Balfour (in Europe).

Best West exec exits

BEST Western Australasia's longest serving chief executive, Rob Anderson has announced his retirement.

Anderson worked under the Best Western banners for nearly three decades and has been in his latest role for the last 10 years.

President and ceo of Best Western Hotels & Resorts David Kong said he was impressed with the team Anderson built.

Flight Centre award

THE Flight Centre Travel Group was this week granted the Australian Human Resources Industry Award for Talent Management, in connection with its Careerwise service which has now been rolled out nationally to help employees progress their careers in the firm.

MTA eNett pact

MTA Mobile Travel Agents has selected eNett Virtual Account Numbers (VANs) as its preferred form of supplier payment.

Under a new MTA-eNett partnership all of the group's consultants across Australia will be able to access VANs via a seamless integration within the MTA Virtual Office portal.

"Using VANs as part of their workflow will cut handling time for each booking, speeding up the process of commission payments," said MTA ceo Don Beattie.

EK/MAH codesharing

MALAYSIA Airlines & Emirates are increasing the scope of their existing interline agreement to a broader codeshare alliance.

To be rolled out progressively next year, the reciprocal deal will see the 'MH' designator code placed on Emirates' flights to Europe, Middle East, African and the Americas.

Emirates in turn will place the 'EK' code on MAH metal on domestic routes in Malaysia, South East Asia and select cities in the Asia Pacific region.

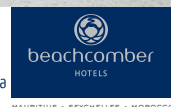
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Rail Plus Amtrak packages

RAIL Plus has combined Amtrak journeys with accom, sightseeing tours, transfers and selected meals to offer a range of independent rail packages across the US.

A number of itineraries include

overnight rail journeys, with the option of upgrading from Coach accommodation to either a private roomette or a bedroom.

Ten packages are available, including the eight-night Jazz, Blues & Rock n Roll, which journeys from Chicago to New Orleans via Memphis and seven-night Pacific Northwest on the Coast Starlight from San Francisco to Portland or Seattle.

For a longer trip, there's the 11-night Great American Majestic Landscapes rail trip, which starts in New York and ends in San Francisco.

Each journey offers a choice of two standards of accommodation: Moderate (three star) and Deluxe (four star).

For more information, head to railplus.com.au.

Thai FAA downgrade

THE US Federal Aviation Administration has announced a revised safety rating for the Kingdom of Thailand over concerns that the country does not comply with International Civil Aviation Organization (ICAO) safety standards.

The change to a Category 2 rating means that while Thailand-based airlines can continue to operate existing US routes, they are not allowed to expand services there.

Thailand has held a US Category 1 safety rating since 1997.

Credit card surcharge

THE Federal Government has today introduced a bill that would require credit card surcharges to accurately reflect the costs businesses face to accept a card payment.

CHOICE director of Campaigns and Communications Matt Levey said the move would eliminate "high fees airlines slug their customers with every time they book a flight."

The bill is expected to be finalised by early 2016.

The Reserve Bank has also proposed a new surcharge standard that will force banks to give businesses clear information about their costs, making surcharge levels easy to determine and assess.

Ryanair sues Google

EDREAMS' ads on Google have promptly been modified, less than 36 hours after Ryanair launched High Court proceedings against the OTA and the search engine and accused them of "deceiving consumers".

eDreams operates a "copycat" website with identical Ryanair branding and inflated fares which up until recently were advertised on Google ahead of the airline's website as 'Ryanair: Cheap Flights'.

The ads now read 'Ryanair Flight on eDreams', after thousands of customers complained to Ryanair after being "duped" into booking "false fares with hidden fees".



Window Seat

AIRBERLIN is doing its part to spread Christmas cheer with all international passengers welcome to carry a Christmas tree at no extra charge.

The free festive cargo can be up to two metres long and must be declared at least 48 hours before departure.

It's not the first year airberlin has run the yuletide initiative under the motto 'Flying home for Christmas'.

AB also includes advent calendars and special offers on customer's upcoming journeys.

But that's not all, there will even be pre-Christmas mulled wine and gingerbread men served in flight between Germany, Austria and Switzerland.

Next thing you know passengers will be singing carols by runway lights!

Amex-QF \$100 offer

AMERICAN Express and Qantas have launched a bonus offer which gives customers a \$100 credit if they spend \$700 on Qantas flights using a registered American Express card.

The special is valid for bookings made between 02 and 31 Dec and is limited to one \$100 per credit per customer and the first 10,000 cards to register - for more details **CLICK HERE**.

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Global focus on Barrier Reef

THE Great Barrier Reef was the star of an exclusive pre-screening of David Attenborough's new documentary at Australia House in London last night.

Guests included Duke of

Edinburgh, Heston Blumenthal and Barry Humphries.

The three-part series *Great Barrier Reef with David Attenborough*, produced by Atlantic Productions will broadcast globally in early 2016.

The screening was jointly hosted by Australian High Commission and Tourism Australia (TA).

TA md, John O'Sullivan, said the release of the TV series coincided with a new campaign it was launching early in 2016 aimed at promoting Australia's aquatic and coastal experiences.

"Our aquatic and coastal story has always been an important part of selling Australia, but has never before taken centre stage in a campaign," O'Sullivan said.

"This film will show the Reef in ways never previously seen before and provides a wonderful vehicle for us to shine a light on Australia's outstanding aquatic and coastal experiences."

Heritage expansion

AN EXPANSION of the iconic, heritage listed Entally Estate in Tas was unveiled yesterday by the state's premier, Will Hodgman.

Renovations include 20 Scandinavian inspired 3.5 star guest rooms along with a new cafe, restaurant, bar, cellar and bottle shop.

Entally Estate marks the fourth historical hotel renovation in Tas for owners Rob Sherrard and Brett Godfrey.

"The exciting extension to Entally Estate represents our desire to further promote and preserve Tasmania's iconic built heritage," Sherrard said.

Helloworld, CX incentive winner



CONGRATULATIONS to The Travel Authority Group's Sarah Bush who won the Helloworld & Cathay Pacific incentive.

Sarah received two Business class tickets to anywhere on the Cathay Pacific network, along with a \$1,000 holiday credit voucher from Viva! Holidays.

Pictured are Roslyn Lee & Craig White from Cathay Pacific, Sarah Bush & Peter Hosper from

The Travel Authority Group and Christopher Ellis, Helloworld for business.

FJ surpasses 1 million

FOR the second time in history, Fiji Airways has this week surpassed carriage of more than 1 million passengers within a calendar year, the first time being in 2014, the carrier announced.

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Express trip to Bologna



BOLOGNA, Florence and Rome were graced by incentive winners from italktravel, the Select and Independent Travel Groups on a famil recently.

Participants were some of the first to experience the new Dubai to Bologna direct service with Emirates and enjoyed a stopover

Dusit D2 to Cebu

DUSIT International has inked a deal with developers Grand Land, Inc. to bring a dusitD2 Residence to Cebu in 2019.

The dusitD2 Residence Cebu City will offer 160 serviced residences, with an all-day dining restaurant, gym, pool and meeting rooms.

in the emirate on the return.

Highlights included walking tours, pasta making classes and a Sundowner 4WD safari in Dubai.

Pictured at Piazza Maggiore in Bologna are Jan Gott, italktravel Reservoir; Sue Tran, Four Seasons Travel; Elena May, One World Travel; Genny Pashula, Holiday World Travel; Bev Carver-Lincoln, Yarra Valley Travel; Foong Leong, Sammas Travel; Jo Richard, The World @ Braeside Travel; Vito Romeo, Express Travel Group; Sarah Bird, Mission Travel; Liselotte Hennequin-Schmalz, italktravel Narre Warren; Sandie McDonald, italktravel Warrnambool and Michael Heath, Emirates.

ACA's 20th in Sydney

SYDNEY will play host to The Australian Cruise Association's 20th anniversary conference from 07-09 Sep next year.

The venue for the conference will be the Four Seasons Hotel on George Street, chosen due to its close proximity to the Overseas Passenger Terminal and the Harbour where the hospitality events, while still to be confirmed, will be based.

Online registrations will open from May 2016.

Travelport changes

TRAVELPORT has reshuffled its Commercial Leadership Team and named Sandra McLeod as ceo of Locomote (**TD** yesterday).

Scott Hyden, formerly gvp & md for Travelport Americas, becomes gvp, Enterprise Customer Group, while Bret Kidd will step into Hyden's vacated role.

Dan Westbrook will replace Kidd as vice president & general manager for Travelport's Air Commerce Technologies business.

Today's issue of **TD** is coming to you from Interlaken, courtesy of Switzerland Travel System, Rail Europe and Swiss Tourism

INTERLAKEN is a top vacation spot located between Lake Thun & Lake Brienz, presided over by three mountains, Eiger, Mönch & Jungfrau.

An ideal starting point for excursions, the city boasts 45+ mountain railways, cable cars, chair lifts and ski lifts leading to 200kms of pistes and a network of hiking trails.

Swiss Travel Pass SuperStars today travelled on the Jungfrau railway from the heart of the mountains to Jungfraujoch, the highest railway station in Europe located 3,454m above sea level.

From Klien Scheidegg, the cogwheel railway transported the group mountain peak.

At the top, the group dined at Restaurant Crystal, offering spectacular views of the snow-capped mountains; went out onto the Sphinx vantage terrace; took a walk through the Ice Palace and Alpine Sensation, and picked up some chocolate at the Lindt Swiss Chocolate Heaven.

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What is the name of the bay where you can pet Californian Grey Whale calves?

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Tribute to Jakarta

STARWOOD Hotels & Resorts will bring its Tribute portfolio brand to Jakarta, with the signing of The Hermitage, slated to open before the end of the year.

The hotel will offer 90 rooms and suites, 400m² of function space, and a grand ballroom.

Luxury amenities include a fitness centre, rooftop infinity pool and four different restaurant and bar options.

Chennai downpour

SMARTTRAVELLER.COM has upgraded its advice level for India to "high degree of caution", due to heavy flooding in many parts of Chennai.

Australian travellers heading to Assam, Nagaland, Tripura & Manipur should reconsider travel plans; while travellers to State of Jammu and Kashmir are cautioned to not travel at all due to terror threats.

Metro package

METRO Hotel Marlow is offering a special deal for theatre goers looking to attend *The Sound of Music*, *Fiddler on the Roof* or any upcoming show at Sydney's Capitol Theatre.

The package includes one nights accom for two in a superior room & buffet breakfast for \$165.

QR kicks out KIX

QATAR Airways is pulling the pin on services between Doha & Osaka Kansai Int'l Airport, due to "commercial reasons".

QR launched the route in 2005 but will scale back operations to five times weekly commencing 12 Jan, before withdrawing KIX from its network after 31 Mar.

Daily flights to Tokyo Narita and Haneda remain unaffected.

Solomons growth

VISITOR arrivals to the Solomon Islands for Sep have spiked 28%, compared to the same period last year, with Aussie travellers making up 46% of all arrivals.

C&M spread Christmas cheer



C&M Travel Recruitment agents gathered at Sydney Domestic Airport yesterday to collect donations for children's charity, Ronald McDonald House.

The agents greeted passengers with their Christmas spirit as they entered the domestic terminal and cleared security.

Santa's helpers **pictured** above are C&M's Katie Roughan, Melissa Schembri, Karen Lynch and Sinead Byrne.



KPMG Games recruit

GLOBAL business advisory firm KPMG Australia has been appointed as the Official Professional Services Advisor to the Commonwealth Games Corporation, to be held on the Gold Coast in 2018.

"This is a once-in-a-generation chance to be part of something that promises a real impact for both the Gold Coast community and the state", commented KPMG Queensland chair, Rob Jones.

"It's a real privilege to be so closely involved with the games."



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STS celebrates record sales



SWITZERLAND Travel System last night announced a whopping 32% rise in total sales at the Swiss Travel Pass SuperStar gala dinner hosted in the city of Lucerne.

It was a monumental event as Switzerland Travel System, in conjunction with Rail Europe and Switzerland Tourism, were also celebrating the success of over 90 Swiss Travel Pass SuperStar program participants from Australia & New Zealand, Brazil, China, India, South East Asia and the United Arab Emirates, currently visiting the country.

Speaking to **Travel Daily** shortly after her arrival into Lucerne, Rail Europe Paris-based sales director Florence Pasquier said there has been a 38% increase in Swiss Travel Pass sales generated by general sales agents (GSAs) in Australia and New Zealand over the last 12 months.

Pasquier attributed growth to the joint marketing efforts between the Rail Europe and Switzerland Tourism Australasia offices to further increase the

awareness for Switzerland.

From 01 Jan 2016, GSA's will be equipped to book mountain excursions for customers holding a Swiss Travel Pass.

The Swiss Travel Pass is obtainable via Rail Europe GSA's including Rail Plus, Rail Tickets, CIT Holidays & Infinity Rail in Australia, and Rail Plus and Go Holidays in New Zealand.

In the coming year, Pasquier revealed The Swiss Travel Pass SuperStar program will return with improvements for the Australasian market.

Further training and new incentives will be introduced to encourage GSA's to cross-sell into other countries when booking European rail arrangements for customers.

Pictured above at Restaurant Stadkeller are Marcel Perren, Lucerne Tourism; Mark Wettstein, Switzerland Tourism Australia & NZ; Urs Eberhard, Switzerland Tourism; Florence Pasquier, Rail Europe and Ingrid Kocijan, Rail Europe Australasia.



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Jetstar NZ regional

THE first of five new regional routes in New Zealand operated by budget carrier Jetstar were launched last week.

Flying between Napier, Nelson and Auckland, the new services brought in nearly 3,500 customers in the first week, with a number of flights sold out.

Return flights will operate thrice daily between Napier, Nelson & Auckland, moving to four-times a day beginning Feb.

Murray River lasers

THE Heartbeat of the Murray Experience at Swan Hill (**TD** 23 Feb) was last night opened by the Parliamentary Secretary for Tourism, Major Events and Regional Victoria, Danielle Green.

The \$3.85m project on the banks of the Little Murray, uses water & laser lighting to recreate stories of the Murray River region.

Upgrades to the ParagonCafé and Lower Murray Inn have also been completed.

Air China to Cuba

AIR China will extend its Beijing-Montreal service with a tag-on service to Havana on 27 Dec.

The Beijing-Montreal flights will be operated three times weekly on Tue, Fri and Sun and will be operated with Boeing 777-300ER.

Europcar TDU renew

CAR rental firm Europcar Australia has been named as the major partner of the annual Santos Tour Down Under pro-cycling event in South Australia.

The partnership will see Europcar Australia sponsor the race's Young Rider jersey.

New EY JFK Lounge

FIRST, Business and elite class passengers flying with Etihad Airways can now access the Gulf carrier's newly opened lounge at New York John F Kennedy airport.

The 7,000ft² facility is located in Terminal 4 and features showers, floor-to-ceiling windows and a private sitting area.

Art Series free nights

THE Art Series Hotel Group has resurrected its 'Overstay Checkout', where guests can stay on for free until their room is needed for a paying guest.

Guests must request an Overstay Checkout the morning they are due to leave and the hotel will let them know how long they can stay.

If they do stay another night, guests can try their luck again the following morning.

Art Series Hotel Group ceo Will Deague said "we are constantly getting requests for late checkouts, so we thought this was a great way of addressing it." It's available 18 Dec-17 Jan.



Rosie's
Corner

brought to you by Rosie Holidays

Bula and welcome to this month's edition of Rosie's Corner!

As we're sure you've already heard, The Fijian Government has recently announced an increase to its tourism tax. This 5% increase will be applicable to all travel services from 01 January 2016.

As Fiji specialists, we at Rosie Holidays are trying to help our clients as much as possible through this unavoidable situation. Some of our hotel partners have advised us that they are providing an amnesty on this increase. We will be taking time this week to call you should any of your client's bookings fall into these categories.

Fiji still offers the same great service, the same relaxing holidays and the same family friendly resorts and we've got plenty of last minute getaways on offer for travel before the end of the year. PLUS don't forget any booking made and deposited by tomorrow will get a bonus \$100 cash card.

For more information about tax increases or to book some last minute Fiji escapes contact Rosie Holidays on 1300 133 524.



ROSIE
HOLIDAYS
Fiji's Number One

QANTAS Airways, Qantas Holidays, Universal Studios Hollywood, and helloworld & its affiliates, partnered to give 16 top performing agents from across Australia the ultimate Halloween experience in Los Angeles, California.

The ghoulish group kicked off frivolities in the beautiful beach city of Santa Monica, with a bike tour of some of the areas delectable bakeries and sweet stops to help shake off the jetlag - aided further by the group's Business class upgrade, where they experienced QF's world-class premium cabin service.

The hair-raising fun then began as the highlight of the trip, a full day at Universal Studios Hollywood, saw the group treated to the park's premium 'VIP Experience'. Agents wandered through film sets, were thrilled by Jurassic Park – The Ride and cozied up to Vin Diesel in the Studio Tour's newest finale, Fast and Furious – Supercharged.

The mood shifted that night to true terror at Universal Studios

BELOW: Enjoying views atop Loews Hollywood - top row from left are Deanna Jones, Peter Garrigan, Tristan Freedman, Universal Studios Hollywood; Matt Foreman, Lauren Stuchbury, Qantas Hols; Sonja Bomhof and James Cooley, Universal Studios Hollywood.

Middle row: Rose Del Borrello, Hayley Cornish, Madeleine Irving, Christine Kelly, Joanne, Balasas and Jennifer Gibbons.



Front: Joanne Langdon, Cedric Fewkes, Fran Villegas, Qantas and Paula Ranalli.



ABOVE: Enjoying the thrills of Jurassic Park - The Ride at Universal Studios Hollywood.

Universal Studios Hollywood - Halloween Horror Nights famil



Gearing up for some Halloween fun at West Hollywood Ramada!

Hollywood's 'Halloween Horror Nights'. Shocked by chainsaw-wielding murderers, immersed into dark mazes of ghoulish goblins and petrified to the core, the group braved nearly six hours of true horror.

The last two days were spent in West Hollywood where agents became the scare makers, donning wicked costumes and descending on the world's biggest Halloween party - the West Hollywood Halloween Carnival. The group were returned with all limbs intact, and only nightmares of the days gone by, courtesy of Qantas.



Exploring downtown Santa Monica on the city's Free Ride shuttle.

LEFT: A spot of shopping at the Citadel Outlets in Los Angeles



ABOVE: Lounging in style on-board in Qantas' Business class service.



RIGHT: A trip to Los Angeles isn't complete without a day's fun at the quintessential Universal Studios Hollywood!





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.

On 01 Dec, **ANDBEYOND** reshuffled its executive team. **Nicole Robinson** has been promoted to Chief Marketing Officer, with her previous role of Commercial Director to be filled by **Andrew Retallack**. **Ryan Powell** will expand his portfolio to Sales & Operations Director and **Wayne Nupen** has been promoted from Regional Manager Touring to Regional Director Touring. **Tony Adams** will step into the role of Field and Sustainability Director while **Linda Figueira-King** takes over some of Adams' previous duties in her new position as Human Resources & Training Director.

South America specialist **Eclipse Travel** has appointed **Stephen Lanfranco** to the position of Sales Team Leader. Lanfranco was previously Global Corporate Product Manager at Flight Centre.

Best Western Australasia's longest serving chief executive, **Rob Anderson** will retire after ten years in the role. Succeeding Anderson, **Steve Richards** has been appointed to the role of Head of Commercial and **Spencer Watson** as Head of Operations.

Corporate Travel Management has promoted Australia/NZ CEO and Global COO **Laura Ruffles** to the company's board.

Mantra Group has made several General Manager appointments. **Christopher Northam** is relocating to Bali to take up the newly created dual role as Area Manager Bali, Indonesia and General Manager at **Mantra Sakala Resort and Beach Club**. **Stefan Kracke** will replace Northam as Area Manager North Queensland and General Manager **Peppers Beach Club & Spa**. **Jeremy Nordkamp** has been appointed General Manager of Peppers Docklands Melbourne and **Neil McDonald** has joined Mantra as General Manager **Mantra 2 Bond Street** and Area Manager for NSW.

Crown Perth Hotels has named **Fiona Pascoe** as Director of Sales. Pascoe recently moved to Perth after spending time as Chief of ODE and Ovations at ODE Speaker Management and Ovations Speaker's Bureau.

Sabre has expanded its South Pacific team and appointed **Richard Morgan** in the newly-created role of Regional Director.

In the new year, **Avi Golan** will take on the role of Chief Digital Officer on **Air New Zealand's** Executive team. Golan comes from a role at Intuit.

Express Travel Group has appointed **Julia Lim** as a Business Development Manager Victoria.

Maurits de Graeff has departed Doma Hotels as Hotels Manager and taken up a new position with the **National Zoo & Aquarium** and the **Jamala Wildlife Lodge** as Chief Executive Officer.

Kate Griffiths has made the move to **Warwick Le Lagon Resort & Spa**, Vanuatu as Conference & Events Manager and **Vara Natuilagilagi** will become Director of Sales and Marketing.

Located on Nai Harn beach in Phuket, **The Nai Harn** has named **Kevin Jean Fawkes** as Culinary Director.

Los Angeles Tourism & Convention Board has bolstered its on-the-ground team with the appointment of **Karen Prideaux** to the role of Travel Trade Manager, Australia & New Zealand. Prideaux will be based in Sydney and was previously Travel Business Development Manager at Disney Destinations for eight years.

Cathy McConkey will take to the helm of **Sandy Beach Non Nuoc**, Vietnam in the role of General Manager.

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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Sal Salis humpbacks

SAL Salis Ningaloo Reef has become one of the first few WA operators to be granted a licence to swim with humpback whales next year from 01 Aug-31 Oct.

The experience will be run on a new 10-guest vessel, with lunch, drinks and snorkelling equipment included on board.

The camp will also increase its accommodation from nine to 16 en-suited tents.

Sunshine Coast stats

THE latest Int'l Visitor Survey (IVS) data (*TD* yest) shows a 4.5% increase in overseas visitors heading to the Sunshine Coast for the year ending Sep 2015.

Q3 IVS Statistics revealed a 20.9% growth in arrivals from America while the UK built upon its position as the Sunshine Coast's leading inbound market with 17.3% growth to 59,000 visitors, fractionally ahead of the New Zealand market.

Continental Europe saw a 3.9% rise in arrivals.

Thursday 3rd Dec 2015

20% off Best Western

ALL stays at Best Western Hotels booked before 20 Dec will receive a 20% discount.

The stay must be a minimum of two nights with rates starting as low as \$95 a night at Best Western Lazy Lizard Motor Inn in Port Douglas, Queensland.

Bookings must be made online - see www.bestwestern.com.

AW South America

ADVENTURE World has launched its 2016 South America program, with new destinations of Uruguay and Suriname alongside new itineraries.

The brochure includes a range of multi-country and in-depth itineraries plus mix and match product, to view, **CLICK HERE**.



Celebrate Christmas with Air Canada and win!

Air Canada is gearing up for an exhilarating 2016 with the launch of its first non-stop Dreamliner flights from Brisbane and the unveiling of an industry-leading on-board product - including its first premium economy cabin - on its daily Sydney-Vancouver route.

To celebrate Air Canada and Travel Daily are offering two round trip Air Canada economy class tickets, from either SYD or BNE. All you need to do is create a fun Christmas photo featuring Air Canada and *Travel Daily*, then send it to aircanada@traveldaily.com.au before 31 Dec!

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TRAVEL TEAM LEADER

MELBOURNE – SET SALARY PACKAGE TO \$90K (DOE)

Independently owned travel agency group is seeking a travel team leader to join one of their successful office in Melbourne's Eastern/ South Eastern suburbs. Working in a small, yet dynamic team, you will be responsible for servicing a variety of clients with leisure travel requests & special interest touring products whilst assisting the Office Manager with managerial duties. Min 5 years' experience as a Manager/Team Leader in a leisure travel environment.

DRIVE B2B SALES OF EVENT SOLUTIONS

BUSINESS DEVELOPMENT MANAGER - EVENTS

SYDNEY – SALARY PACKAGE \$100K+ (DOE)

This very reputable meetings, incentive, conference & event travel company require a strong business development manager to join their sales team! Servicing large scale programs, this company has a strong client portfolio however require a hunter to chase new business. You will focus on various sized organisations, driving B2B sales for the company's events solutions, whilst maintaining relationships and driving retention.

ARE YOU AT THE TOP OF YOUR GAME?

SENIOR CORPORATE SALES MANAGER

MELBOURNE – SALARY PACKAGE TO \$150K

If you have the determination & resilience of a successful BDM this exciting opportunity with a leading brand is available now. If you can articulate your proven ability to build new business through your initiative, relationship skills and target-driven attitude, this company has a place for you on their growing team. Your success will ensure their continued growth and you will be rewarded with a fantastic salary plus bonuses & benefits.

AWARD WINNING HOTEL GROUP

REGIONAL FINANCIAL CONTROLLER

PERTH – SALARY PKG \$145k+ BONUSSES.

Join this award winning, outstanding hotel chain where you will be responsible for ensuring the financial management and ongoing growth strategies of the key hotels in your region. Overseeing WA, SA and NT you will be a qualified CPA with a strong background in Financial Control. Previous experience within a hotels background will be highly beneficial.

FARM THOSE RELATIONSHIPS

CORPORATE CLIENT RELATIONSHIP MANAGER

SYDNEY - SALARY PACKAGE UP TO \$100K+

There are some people who are just born to be Relationship Managers, people who can foster rapport and trust with a wide range of people and who can be effective in providing real solutions to their clients' businesses. If you're a commercially savvy individual who has experience working in an account management role within corporate travel this position offers you a great salary and career opportunities.

PLAY AT THE TOP END

CORPORATE SALES MANAGER - LARGE MARKET

MELB & SYDNEY - SALARY PACKAGE circa \$125K

This position is perfect for a self-motivated, energetic sales professional in the travel industry who loves building strong relationships and selling a range of products invaluable to travel agencies. You'll be motivated by sales targets and have no trouble achieving them, as proven from your previous roles. You'll be a reliable and trustworthy individual who can manage your time effectively & report back to management.

BUILD AND GROW

NATIONAL ACCOUNT MANAGER - HOTELS

BRISBANE – FROM \$80-\$85K ++

This growing hotel brand is looking for an experience Account Manager to join their national sales team. Handling a portfolio of corporate clients you will build & develop relationships, build strategic business plans, deliver key objectives, source for new opportunities & converting into sales. To be successful previous hotel experience is preferred, along with strong account management, presentation and negotiation skills. A great package on offer for you to enjoy!

FEELING UNINSPIRED?

BUSINESS DEVELOPMENT MANAGER

BRISBANE – SALARY PACKAGE \$75K+

Join this growing travel company as Business Development Manager. You will manage a client base building relationships & growing the brand, whilst using your existing network to identify new business leads & growth opportunities & convert into sales. To be successful you will need to have experience as a travel industry BDM, great sales & presentation skills, an existing network of contacts and a positive can do attitude. Great salary + bonus on offer.

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Working in partnership with the Australian Travel Industry

Retail Travel Consultant

Brisbane, Competitive Salary, Ref: 1985LM1

Fantastic chance for a travel professional with ideally 3 or more years experience to make the move into a service focussed agency in Brisbane. You would be joining a small team working with both domestic and international high end product. This is a role for those with a proven background in silver service as well as sales, and will attract consultants willing to go that extra mile for their clients. GDS experience is required. Interviewing now for an immediate start. Don't delay!

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

Cruise/Tour Consultant

Sydney, Up to \$60k + Super DOE, Ref: 1866PE15

Great New Company!! Are you looking for a new challenge where you can make a role your own? My Clients are seeking a highly experienced Travel agent to join this new team. To be considered for this position you will be an outgoing and enthusiastic individual with at least 5 years experience specialising in cruise. You will have a love of sales with a track record for consistently delivering outstanding results. These opportunities do not come up very often; interviews happening now!

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

Corporate Leisure Travel Manager

Melbourne, \$55-60k + Commission, Ref: 2064KF1

Love leisure travel but want to work with corporate clientele? This outstanding national company are looking for someone to join their team as a corporate leisure travel manager. Amazing perks, travel opportunities and a chance to really grow your career. An opportunity for an experienced, high end leisure travel consultant - the role requires a brand ambassador who is a lateral thinker, loves building relationships with their clients and are always looking to go above and beyond.

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

Travel Team Leader

Adelaide, \$55k, Ref: 2060DV1

Are you a Corporate or Leisure Travel team leader looking for a new role within Adelaide? Would you be interested in working for a well-established and respected name in leisure and corporate travel? These positions within this company don't come along too often due to a low level of staff turnover and this role won't be around for long! No two days are the same in this role where you will deal with your portfolio of corporate accounts offering both business and leisure travel services!

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

Business Development & Account Manager

Gold Coast, Competitive Salary + Bonus, REF: 2062SZ1

An award winning and well recognised organisation is looking for a Business Development and sales professional to be apart of this growing company. Due to expansion and working under a new Director of Business Development, you will be responsible for generating revenue and negotiating contractual agreements with new businesses and also maintain a strong relationship with old existing accounts. You will be dealing with CEOs to call centre staff so a versatile personality is a must.

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

Senior Cruise Consultant

Sydney, Up to \$55k + Super, Ref: 1992MB1

After something different in your day? Wanting a mix from just consulting? This is the perfect opportunity for an experienced Travel industry professional looking to develop your skills further. This respected client is looking for a dynamic and passionate senior consultant with fantastic attention to detail. You'll managing air bookings, hotel and Cruise groups and booking any third party arrangements required, as well as leading by example and mentoring your team to drive success.

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

Japan Wholesale Travel Specialist

Melbourne, \$40k + Incentives, Ref: 2051TS

Passionate about off the beaten track destinations in Japan? This is a fantastic opportunity for a consultant with experience in FIT, tour, ski and rail products to join a travel company specialising in Japan. This is a diverse and stimulating role working with a fantastic team in a fast paced environment. We need a consultant who can build rapport with agents, provide extraordinary customer service and create personalised itineraries. Great package and incentives are on offer!

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

Travel Consultant

Perth, \$50-55k, Ref: 1907DV9

This is a fantastic opening and a great opportunity for an experienced Travel Consultant to join a refreshingly vibrant and successful travel company in Perth. 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, a competitive salary structure and excellent working environment.

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



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