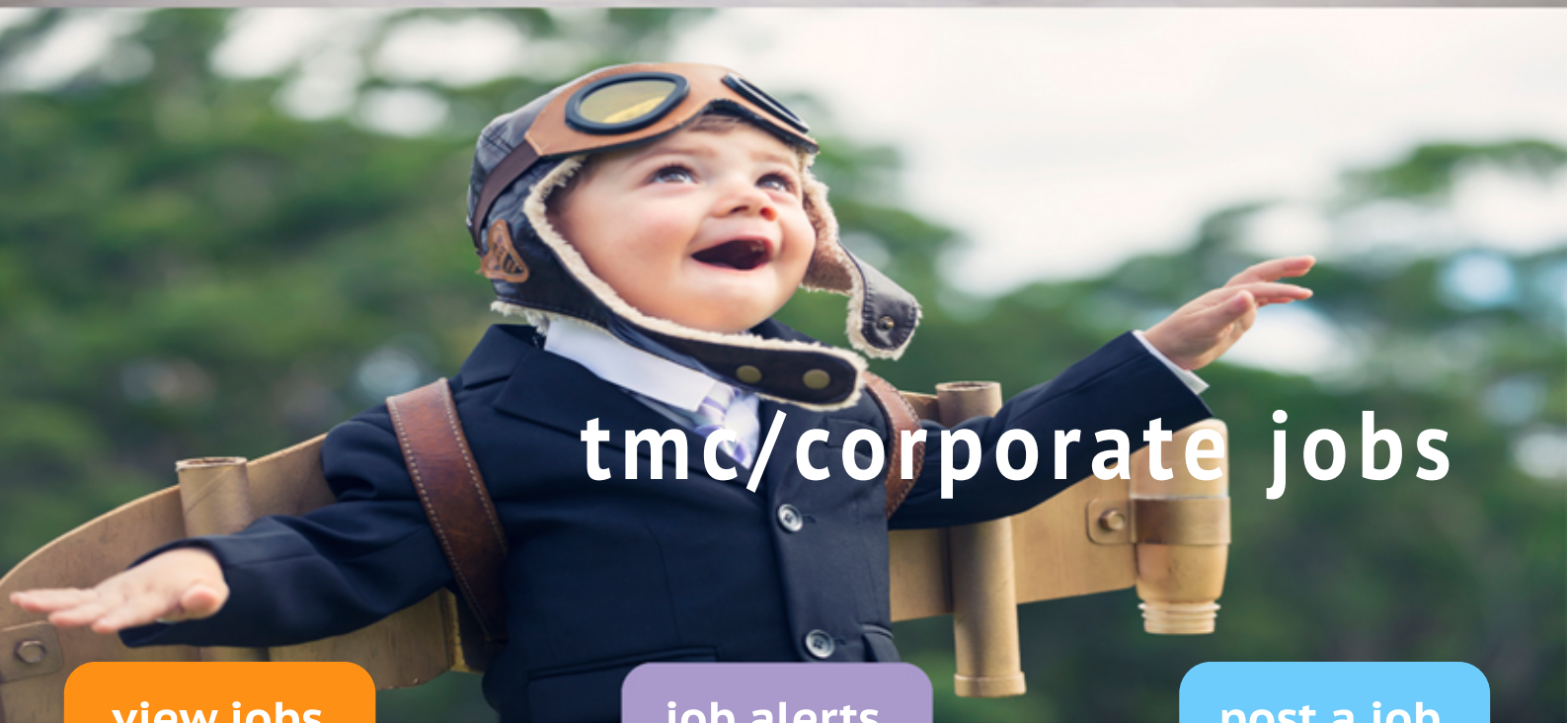


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# Travel Daily

First with the news

Thursday 10th December 2015

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## Peninsula London tick

**PLANNING** consent for the new Peninsula London hotel has been approved by Westminster City Council, slated to open in 2021.

The 190-room hotel (**TD** 23 Jul) will be located at 1-5 Grosvenor Pl, Hyde Park Corner, Belgravia.



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## AccorHotels buys Fairmont

**ACCORHOTELS** today announced a massive expansion of its luxury portfolio with the proposed acquisition of FRHI Holdings Ltd, parent company of the Fairmont, Raffles and Swissotel brands across the globe.

The deal will expand the AccorHotels portfolio by 155 hotels and resorts, of which 40 are currently in development.

To be funded with a US\$840 million cash payment plus the issue of 46.7m new AccorHotels shares, the deal is claimed to be "accretive to earnings per share from the second year" with a hefty €65 million in "revenue and cost synergies" identified.

The move means existing FHRI owners the Qatar Investment Authority and Kingdom Holding Company of Saudi Arabia will become major AccorHotels shareholders, with 10.5% and 5.8% of the company respectively.

AccorHotels ceo Sebastian Bazin said the move was a "great step forward" for the company.

"It offers us robust and global leadership in luxury hotels, a key segment in terms of geographic reach, growth potential and

profitability, for long term value creation," he said.

As well as cost synergies through optimisation of sales, distribution and marketing, the deal is touted as significantly improving customer data with the integration of FRHI's three million loyalty members, 75% of whom are based in North America.

The deal includes "legendary properties" such as The Savoy in London, Raffles Singapore, The Plaza Hotel in New York, Fairmont Banff Springs in Canada & more.

## Air Canada ups comm

**MORE** commission is on the cards for travel agents bookings Air Canada flights from Australia, with base commission jumping from 3% to 5%.

The increase applies to Business & Economy class published fares plated on Air Canada 014 stock on or after 01 Jan.

Itineraries originating in Canada or the USA are excluded.

GM Australia & NZ Paul McLean said AC is "constantly reviewing commission levels to ensure it remains responsive to local market conditions."

McLean added support from the trade "will play a key role in our continued expansion", which includes new flights to Brisbane - revealed first by **Travel Daily**.

This week, American Airlines raised base commission for int'l flights sold in Aus to 5% (**TD** Mon).

## Oceania price rise

**OCEANIA** Cruises is urging agents to secure bookings in ANZ & the South Pacific by the end of this month to avoid fare increases which take effect on 01 Jan.

A suite of special bonus offers are also available - see **page 8**.

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## Six pages of news

**Travel Daily** today has six pages of news and photos, a front cover page for **JITO** plus full pages from: (**click**)

- AA Appointments jobs
- Oceania Cruises

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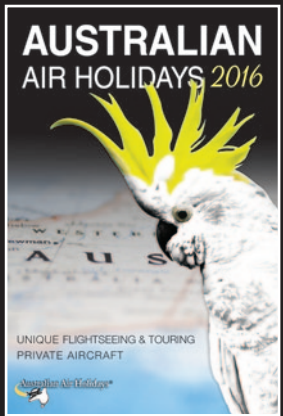


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## Star Alliance open to LCCs

**STAR** Alliance has approved of a new "Connecting Partner" model, which will expand the group's network reach by connecting routes served by low-cost or hybrid carriers.

Speaking during a Star Alliance Chief Executive Board meeting in Chicago overnight, Star Alliance ceo Mark Schwab said "with this innovative concept, we are breaking new ground, with the alliance seeing a trend of convergence between full service and low cost business models.

"At the same time, our customers are telling us they need access to markets where we do not yet provide ideal coverage.

"In many cases network carriers are not in a position to fill this gap and hence working with future Connecting Partners will allow us to provide an extended network to our travellers."

He said Connecting Partners would be assessed for their fit into the existing network, and while they will be required to adhere to high operating standards they will not become a member of the Star Alliance itself.

Under the program, customers on an itinerary which includes a transfer between a Star Alliance member airline and a Connecting Partner will receive benefits, such as passenger and baggage through check-in, while Gold Card holders will enjoy a "tailored set of privileges" based on the individual product offerings of the partner carrier.

The concept will be launched with South African carrier Mango in the third quarter of 2016.

**MEANWHILE**, the Star Alliance board also highlighted some of the achievements of the last year, including an IT Hub which has modernised the way frequent flyer program accrual data is exchanged between members, "all but eliminating the need for retroactive mileage crediting".

Systems also now ensure a "near instant update" of the 20,000 daily frequent flyer status changes across all 28 member airlines, meaning as soon as a cardholder achieves Star Alliance Gold or Silver status the change is updated across the board so pax immediately get status benefits.

## Malaysia WA move

**TOURISM** Malaysia has relocated its Perth office to new premises at Level 5, 150 St Georges Terrace.

The phone number is 08 9581 0400, and for more information on Malaysia see [tourism.gov.my](http://tourism.gov.my).

## BA Shanghai boost

**BRITISH** Airways will lift frequencies on its London Heathrow-Shanghai route from the current daily service to ten per week from 20 Feb.

The additional flights, with code BA161/160, will utilise a triple-class Boeing 777-200ER aircraft.

GDS screens also indicate that from 01 Aug, BA will operate 787-9 Dreamliner aircraft on the daily BA169/168 flight, replacing the existing 777-300ER service.

## Celestyal refurb

**CELESTYAL** Cruises has completed the installation of 43 new balcony cabins on its *Celestyal Crystal*, as part of an ongoing refurbishment program to "continually elevate the quality of our brand" - more details in today's issue of *Cruise Weekly*.

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# Travel Daily

## First with the news

Thursday 10th December 2015

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and port charges  
\* Conditions Apply.

**CLICK HERE for further details**

## Expedia defers payment option

**SELECT** agents using Expedia TAAP (Travel Agent Affiliate Program) can now suppress payment until a later date under new functionality being piloted.

Billed as a "game changer" by the OTA, the Deferred Payment 'Book & Hold' functionality enables agents to book and guarantee rates up to 12 months in advance, with payment due just days before pax departure.

Since mid-Nov, Deferred Payment has been put through its paces under the testing phase around the world, involving some 100 agents in Australia.

Local head of Expedia TAAP in Australia and New Zealand, Stuart

Udy said the function provides agents "great flexibility".

"Bookings can be held months in advance, utilising Expedia's fantastic buying power and payment is due a week before travel," Udy said.

"Anyone holding forward bookings for next year should look at this new functionality now, we only have a few spots for the extended pilot".

Udy said agents involved in the pilot will benefit by being able to lock and hold any future booking, until the client is able to pay.

Other agents wishing to discuss eligibility to be included in the pilot should call 1800 726 618.

## Pacificus go ahead

**QUEENSLAND'S** eco-tourism sector is set to receive a billion dollar boost, following the Federal Government's approval of the Pacificus Tourism Project.

Situated on the Southern Great Barrier Reef, about 30kms south of Gladstone, the Pacificus project will comprise resort facilities such as 5-star luxury hotels, villas, motels, caravan parks and camping grounds.

Queensland Tourism Industry Council chief Daniel Gschwind has estimated the project will inject more than \$95 million per annum in tourism expenditure to the region, once complete.

## Spirit of Tas strategy

**THE** Tasmania Government has created a sub-committee of cabinet to plot the replacement process required for TT-Line's *Spirit of Tasmania* twin ferries.

Members of the committee include the Premier, Minister for Tourism, Infrastructure Minister and Tasmania's Treasurer.

The Spirit of Tasmania ships are due to be phased out of service between Tasmania and the mainland by 2022-2023.

## Venture milestone

**ADELAIDE-BASED** wholesaler Venture Holidays is celebrating 12 months since the transition to Calypsonet, with md Robert Mackay saying product volume on the platform has been ramped up continually since Dec last year.

"Our objective was to offer an online booking option to support retail travel consultants, allowing them access to our complete product range 24/7, which has been advantageous since launching," Mackay commented.

## Luxperience appoints

**TRAVEL** exhibition Luxperience has named Shellia McEachern as business development manager - buyer relations.

McEachern has 12 years of experience in the industry and will work with hotel brands such as Hilton & IHG in her new role.

More appointments on **pg 6**.

## EY private jet partner

**ETIHAD** Airways has partnered with private charter jet company Victor, enabling VIP travellers the convenience of chartering a private aircraft to connect with its A380 superjumbo services.

## Sunshine Ardeer sold

**THE** 44-room Sunshine Motor Inn in Ardeer, Melbourne has been acquired by a Chinese mainland investor.

The 3.5 star motel is located near Western Ring Road.



## Window Seat

**GRUMPY** Cat, described as "one of the internet's most beloved celebrities," has been immortalised in wax via a new animatronic display at Madame Tussaud's in San Francisco.

Merlin Entertainments says the famous feline is the first cat to ever appear in Madame Tussaud's - and the attraction's first mechanical figure - with the new display (**below**) officially opened by the real live Grumpy Cat and her human Tabatha Bundesen.

Grumpy Cat is also set to go on the road, heading off to five other Madame Tussauds locations across the US sometime next year after a few months in San Francisco.



## VA/DL 13year pact

**VIRGIN** Australia has penned a 13-year contract with Delta Air Line's maintenance division, Delta techOps, to perform engine maintenance & repairs, as well as provide overhaul services on its Boeing 737 Next Gen fleet.

VA currently operates a fleet of 78 Boeing 737NG aircraft.

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Thursday 10th December 2015

## Bench Int'l hosts safari famill



**AFRICAN** touring specialist, Bench International, invited a group of lucky agents on a safari famill in Botswana.

The group travelled to Victoria Falls, met a cheetah, hand-fed elephants and walked

with lions, before moving on to explore Chobe National Park, the Okavango Delta and Makgadikgadi Pans National Park where agents stayed in remote luxury accommodation.

**Pictured** at Xugana Lodge (from back left) are Ashley Nobel, Flight Centre Kalamunda; Maddison Kirk, helloworld Armadale; Vivien Browning, Flight Centre Murray Bridge; Jessica Law, Flight Centre Maylands and Amanda Sansom, Flight Centre Applecross.

Middle: TH, guide from Xugana; Emily Cotton, RAC Travel; Odelle Bullock, Flight Centre Warwick; Jacqueline Stutt, Flight Centre Mundaring; Nat Braude, Flight Centre Bentleigh; Philippa Enright, Escape Travel Lindfield and Jessica Lander, helloworld Wairn Ponds.

Front: Nicky Oosthuizen, Bench International; Ken, guide from Xugana and Deryk Lee, Escape Travel, Bondi Junction.

## QR global campaign

**QATAR** Airways has developed a new emotive customer-centred global brand campaign, rolled out for the first time yesterday.

The 'Going Places Together' campaign is based on QR's "core values as a contemporary and innovative company".

"At the heart of the campaign is the concept of the airline connecting people both physically & emotionally" across QR's network - view the TVC **HERE**.

## WIN SONOMA COUNTY WINE



This week, Travel Daily and Sonoma County are giving travel agents the chance to win a bottle of sparkling Sonoma County wine each day.

With more than 400 friendly wineries, 40-plus spas, 88km of stunning Pacific Coast, farm-to-table restaurants, rivers to kayak or float down, redwood forests to explore, shops and galleries that entice, and hiking and biking trails that meander over oak-covered hills, Sonoma Wine Country beckons the adventurous, the curious, and the lovers of the laid-back Northern California lifestyle. Visit [www.sonomacounty.com](http://www.sonomacounty.com).

To win, be the first agent to send the correct answer to the following question to [sonoma@traveldaily.com.au](mailto:sonoma@traveldaily.com.au)

The rose garden at Korbel Champagne Cellars blooms more than 250 varieties of roses. How much does admission to the gardens & champagne tasting cost? Need a hint? **CLICK HERE**.

## FLASH SALE

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## Hotelier family fun

**STARWOOD** Hotels & Resorts Worldwide has launched a new family program to be rolled out to more than 300 Le Meridien and Westin Hotels & Resorts globally.

Introduced to meet increasing demand for family-friendly holidays, both programs celebrate the concept of "the Universal Language of Play".

The Westin Family Kids Club will dedicate a space for kids to explore and learn.

Drawing inspiration from each individual hotel destination, the Le Meridien kids club will offer unique hubs for children to create art and play games.

## Air NZ bio bag drop

**AIR** New Zealand has introduced a world-first biometric bag drop at Auckland International Airport.

The self-service bag drop asks customers to scan their passports & boarding passes to have their identities verified by a biometric camera before placing their bags on the scale to be sent through to the baggage handling system.

Air NZ gm airports John Whittaker said it "streamlined the check-in process" for customers, helping to create "a more seamless airport journey".

Five of the new machines are now available for use.



**Destination NSW**

## Domestic Partnerships Coordinator

- Ongoing, Full Time
- Sydney CBD – The Rocks
- Total Remuneration Package (\$96,376- \$106,681)

### 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 Partnership Manager, the Domestic Partnerships Coordinator will work closely with the Domestic Partnership Specialist to coordinate and implement Partnership Programs to drive overnight visitation to Sydney and New South Wales for the domestic market. This role works closely with a number of internal partners, within Destination NSW and with external traditional and non-traditional partners, to implement and report on domestic marketing and promotional activities.

### Applying for the Role:

Applicants should respond to the following two targeted questions in a covering letter [maximum two pages] as well as supplying an updated copy of their resume [maximum five pages] with relevant skills and experience and identifying how these relate to the capabilities of the role.

1. Outline your experience in working on cooperative marketing campaigns detailing your specific responsibilities.
2. Provide an example of a successful cooperative marketing campaign that you have implemented including an overview of the partner, budget, media and results.

**Closing date:** Tuesday 15 December 2015 at 11:59pm

**Enquiries:** Alessandra Higgins on (02) 9931 1178 or [alessandra.higgins@dnsw.com.au](mailto:alessandra.higgins@dnsw.com.au)

Applications must be lodged electronically via Jobs NSW website. Applications submitted via email will not be accepted.

Thursday 10th December 2015

## Brisvegas hot in 2016

**BRISBANE** has been named the top destination on the rise in the South Pacific in terms of booking interest for 2016 by TripAdvisor, with a 27% year-on-year increase.

Australia and New Zealand have equal share of the South Pacific top ten, with Queenstown after Brisbane on the list, followed by Auckland, Wellington and Hobart. Christchurch, Taupo, the Margaret River, Broome & Surfers Paradise bring up the rear.

On the global scale, Tulum in Mexico has been named the world's top destination on the rise, achieving a 74% year-on-year booking interest growth.

Cartagena, Columbia took out second place, with 49% growth, followed by Porto, Portugal (39%), Gatlinburg, Tennessee (67%) and Moscow, Russia (27%).

The cities are selected by measuring the year-over-year increase in positive TripAdvisor traveller feedback and interest in accom, restaurants & attractions. For the full list, [CLICK HERE](#).

## Rex WA response

**REGIONAL** Express said it i"honoured" to be selected by the WA govt to operate Perth-Esperance and Perth-Albany regulated routes (*TD 08 Dec*).

GM network strategy & sales Warrick Lodge said Rex was delighted to provide "essential air services" to regional areas.

"However, we need to highlight airport charges at Albany & Esperance are significantly higher than in Rex's eastern network.

Lodge said the carrier would work hard with councils to reduce this cost, adding if talks are not successful, ticket prices will have to reflect this.

## Cullum St. Regis pact

**ST. REGIS** Hotels & Resorts has taken on jazz pop singer-songwriter Jamie Cullum as its new brand ambassador.

The celebrated artist has lent his ear to curate jazz music for the public spaces of all St. Regis hotels and resorts globally.



### JOB DESCRIPTION:

Our ideal candidate will be available for a full time travel consulting role for groups & direct travellers to ski resorts around the world. A part time position would be considered for the ideal candidate.

The successful candidate will have strong sales experience within the travel industry along with personal ski or travel experience. This is a customer service, sales focussed role.

You will work closely with a team of Snow Specialists and report directly to the section team leader & General Manager. Snowscene is a family owned and operated business, since 1984 – join the family business today and be part of an exciting office with our very own ski store.

### EXPERIENCE REQUIRED:

- Minimum 2-3 years Travel Industry experience – wholesale or retail, groups, events management, experience in a ski resort.
- Sales driven with a history of achieving sales targets & KPIS
- Customer Service focussed with outstanding communication skills
- Strong Initiative, problem solving skills & work independently within a small business – self motivated
- GDS experience preferred, not essential

### THE PACKAGE:

Salary is depended on experience + super with the potential for progression to opportunities within the business.

Applications can be sent to General Manager – Emily Warbrick  
emily@snowscene.com.au

Applicants will be replied to within 14 days



## 2017 Arctic Expeditions - Open Now

## Eurostar Ambassador chosen



## EK Riyadh increase

**EMIRATES** is adding a third daily flight between Dubai and Riyadh from 15 Dec.

The extra flight to the Saudi capital will take the total number of weekly Emirates flights serving Riyadh to 21.

## Sheraton into Harbin

**STARWOOD** Hotels & Resorts Worldwide has opened the Sheraton Harbin Xiangfang Hotel in China's Heilongjiang Province.

The new hotel is the 72nd Sheraton branded hotel in China.

The property offers 400 guest rooms, including 52 family rooms, fitness centre, indoor heated pool, complimentary breakfast, all-day refreshments & free wi-fi.

**PERTH** travel agent Jessica Morrissey scored top place in the inaugural Rail Plus Eurostar Ambassador program.

The Mt Lawley Flight Centre agent scored 100% in just 62 seconds in a 30 question online quiz testing agent's knowledge on everything from Eurostar's network and cabin classes, to travel times and tickets.

In a clean sweep for Flight Centre, Jessica's colleague Erin Duce came in second place just nine secs back, while Yvonne McKeown from Flight Centre Mackay was third at 103secs.

Some 1,300 agents from Aus and NZ took part in the program.

**Pictured** are Erin Duce and Jessica Morrissey from Flight Centre Mt Lawley in Perth.

## Win with travelBulletin

Want to win a year's subscription to *travelBulletin*?

Just find the *travelBulletin* cover inside the pages of today's *Travel Daily* to WIN.

We don't want you to miss out - so we have increased the prizes for this last week.

The first 50 correct entries sent to [tb@traveldaily.com.au](mailto:tb@traveldaily.com.au) with the page number and your details will win.





## 8th Mercure in China

**ACCORHOTELS** has opened the 239-room Mercure Shanghai Royalton in downtown Hongqiao - the eighth hotel in its midscale portfolio in Greater China.



## 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](mailto:appointments@traveldaily.com.au).

**Amadeus** has appointed **Frederic Saunier** as Head of Corporate IT in Asia Pacific. Saunier will be based in Singapore to expand Amadeus' corporate IT segment across the Asia Pacific Region.

**Virgin Australia** has today announced that Non-Executive Director **Goh Choon Phong** will step down from his role, effective Jan 2016. **Tan Meng Hung Marvin**, will take over Phong's role as the nominated representative of **Singapore Airlines** from 01 Jan, 2016. **Tan Pee Teck** has been appointed as Tan Meng's alternate director. Teck was previously Senior Vice President Product & Services.

**Walter Nand** has taken the role of dedicated Business Development Manager at **Avalon Waterways**. Bringing to the table more than 20 years of experience, Nand was the formerly the BDM for MSC Cruises, State Manager for APT and bdm for Excite Holidays.

**Air New Zealand** announced **Nick Judd** as the new Regional General Manager of Americas, effective 31 Mar 2016. Judd will lead the consolidation of the emerging partnership with United Airlines. **Scott Carr** has also been appointed to the role of Regional General Manager Asia. Based in Asia, Carr will be responsible for diversifying the airlines revenue base on Asia routes.

## DXB Oct visits top 6m

**PASSENGER** numbers at Dubai Int'l Airport (DXB) topped 6.25m in Oct, a 4% increase compared to the 5.98m recorded over the same period last year, Dubai Airports has reported.

The majority of visitor growth came from Eastern Europe, with an increase of 55.4%, followed by North America at 19.4%, fuelled by capacity increases.

## Antarctic growth

**CHIMU** Adventures says cruise bookings to Antarctica have more than doubled since 2008.

The Antarctica specialist has since introduced special guest departures for 2017, where pax can cruise with Australian TV personalities Andrew Denton & Jennifer Byrne (in Feb) and actor Samuel Johnson (in Mar).

## HotelREZ Latin push

**LUX** accom representatives, HotelREZ have signed the 5-star Sant Pere del Bosc Hotel & Spa in Spain, following it's recent partnership with Qualis Hospitality Group.

The boutique-style Sant Pere del Bosc features 19 individually designed rooms, luxurious decor, access to tennis courts and meeting rooms.

HotelREZ will provide the hotel with GDS representation under its 'HO' chain code.

## Louvre AUH delay

The long awaited and often delayed opening of the Louvre Museum in Abu Dhabi has been postponed again, until late 2016.

Construction is in its final stages and will be handed over to the Tourism Development and Investment Co by mid next year.

## Bec's Dream-ing of a White Xmas

**WHAT'S** Christmas without a holiday-inspired snow globe?

**Pictured** here is Rebecca Hamerton from Globus family of brands' fantastic entry into the Air Canada photo competition.

In celebration of the first non-stop Dreamliner flight from Brisbane, Travel Daily and Air Canada are giving away two round trip Economy class tickets



from Sydney or Brisbane.

Submissions are open until the end of the month - see **below**.

## Element Aspen

**STARWOOD** Hotels & Resorts have announced the opening of the Element Basalt in Colorado.

The 113-room property is located between the ski and mountain towns of Aspen and Snowmass Village.

## WTM Africa regos

**REGISTRATIONS** for WTM Africa 2016 are now open.

Hosted at the Cape Town Int'l Convention Centre, the event is expected to attract buyers from Africa & beyond - more **HERE**.



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

**AIR CANADA**

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](mailto:aircanada@traveldaily.com.au) before 31 Dec!

*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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SYDNEY – EXECUTIVE SALARY PACKAGE**

This position is perfect for a talented senior marketing manager who has led a large marketing division and managed an extensive marketing budget. Focusing on B2B and B2C marketing strategies across Trade, Print, and Digital you will be responsible for designing and executing national marketing campaigns. Initially a 12 month contract, this will provide you with the unique opportunity to represent on the world's favourite travel brands.

**AWARD WINNING HOTEL GROUP**

**REGIONAL FINANCIAL CONTROLLER  
PERTH – SALARY PKG \$145k+BONUSES.**

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.

**ARE YOU A TRUE FARMER?**

**CORPORATE ACCOUNT MANAGER - LARGE MARKET  
SYDNEY - SALARY PACKAGE circa \$125K**

This position is perfect for a self-motivated, energetic account manager who loves managing strong relationships and ensuring corporate client's needs are being met. You'll be motivated by meeting client SLA's and have no trouble achieving them, as proven from your previous roles. Strong analytical skills are also a must due to the reporting involved. Great perks await working with this global TMCI

**JOIN A TOP EVENT TRAVEL MANAGEMENT CO.**

**PROGRAM MANAGER  
MELBOURNE – SALARY PACKAGE NEGOTIABLE**

Now is the time to make a difference. This very reputable meetings, incentive, conference & event travel company are expanding! Servicing large scale programs, this company has a strong client portfolio together with consistent new business coming on board. You will be responsible for the end to end management of various events & conferencing movements, building strong rapport with your dedicated portfolio of clients. Enquire now.

**FINAL DAYS – NEWLY CREATED ROLE**

**SENIOR CORPORATE SALES MANAGER  
MELBOURNE – REMUNERATION \$120K - \$150K**

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

**RARE SENIOR LEVEL ROLE IN PERTH**

**CORPORATE SALES MANAGER  
PERTH – SALARY PACKAGE \$75K - \$95K (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.

**INTERVIEWING NOW!**

**HEAD OF COMMERCIAL  
SUNSHINE COAST – \$200K + SUPER**

This successful international company is looking for an Executive Commercial Manager to join their team. You will be responsible for the company's entire commercial function incl. the sales team, the successful culture, commercial & financial performance, identifying market opportunities & executing business strategies to maximise revenue. Extensive senior commercial management exp. in travel/hospitality essential. Executive package on offer.

**DON'T WAIT FOR THE NEW YEAR!**

**NATIONAL ACCOUNT MANAGER - HOTELS  
BRISBANE – FROM \$80-\$85K ++**

This growing hotel brand is looking for an experienced 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!

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

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This is a world where you can be yourself, the minute you step onboard.



### Outrageous Outback

SYDNEY TO AUCKLAND | 14 days

9 Apr 2017 – SIRENA

Overnight | Melbourne New Ports | Burnie & Nelson

AU\$ FARES per guest from:	INSIDE	VERANDA	PENTHOUSE
SPECIAL OFFER FARE	\$6,290	\$8,520	SOLD OUT
US\$ SHIPBOARD CREDIT per stateroom	\$450	\$450	\$650

Port taxes/fees as shown are included in the cruise fare: \$1,382

**BONUS**  
5 FREE SHORE  
EXCURSIONS

**FREE**  
UNLIMITED  
INTERNET  
&  
SHIPBOARD  
CREDIT



### Southern Cross Sojourn

SYDNEY TO SYDNEY | 34 days

6 Mar 2017 – SIRENA

Overnight | Bali New Ports | Alotau, Port Moresby, Broome, Exmouth, Perth, Esperance, Penneshaw & Portland

AU\$ FARES per guest from:	INSIDE	VERANDA	PENTHOUSE
SPECIAL OFFER FARE	\$10,480	\$12,830	SOLD OUT
US\$ SHIPBOARD CREDIT per stateroom	\$1,090	\$1,090	\$1,570

Port taxes/fees as shown are included in the cruise fare: \$2,519

**BONUS**  
5 FREE SHORE  
EXCURSIONS

**FREE**  
UNLIMITED  
INTERNET  
&  
SHIPBOARD  
CREDIT



### Divine Down Under

AUCKLAND TO BALI | 23 days

22 Feb 2017 – INSIGNIA

Overnight | Bali

AU\$ FARES per guest from:	OCEANVIEW	VERANDA	PENTHOUSE
SPECIAL OFFER FARE	\$7,390	\$9,260	SOLD OUT
US\$ SHIPBOARD CREDIT per stateroom	\$740	\$740	\$1,060

Port taxes/fees as shown are included in the cruise fare: \$1,813

**BONUS**  
5 FREE SHORE  
EXCURSIONS

**FREE**  
UNLIMITED  
INTERNET  
&  
SHIPBOARD  
CREDIT



### Colourful Coral Seas

PAPEETE TO SYDNEY | 17 days

16 Feb 2017 – SIRENA

Overnights | Papeete & Nouméa

AU\$ FARES per guest from:	INSIDE	VERANDA	PENTHOUSE
SPECIAL OFFER FARE	\$4,950	\$7,070	\$10,420
US\$ SHIPBOARD CREDIT per stateroom	\$550	\$550	\$790

Port taxes/fees as shown are included in the cruise fare: \$1,141

**BONUS**  
5 FREE SHORE  
EXCURSIONS

**FREE**  
UNLIMITED  
INTERNET  
&  
SHIPBOARD  
CREDIT

**FOR MORE INFORMATION AND TO REQUEST A BROCHURE  
CALL (02) 9959 1371 or visit [www.OceaniaCruises.com](http://www.OceaniaCruises.com)**