

**Sabre**

WE ARE TAKING OFF  
WITH SABRE

www.sabre.com/australia

# Travel Daily

First with the news

Monday 14th December 2015

**French**  
TRAVEL CONNECTION



WIN A 7-NIGHT SELF-DRIVE  
BOAT EXPERIENCE IN FRANCE

www.frenchtravel.com.au **CLICK HERE**

**Travelport**  
Redefining travel commerce



We're  
**redefining**  
your selling experience

Travelport Smartpoint

With the same content as the leading travel providers' websites plus branded fares and ancillaries from 100+ airlines including Air New Zealand and Virgin Australia.

**Discover more** ▶

## ANA plotting Perth, Melb

**JAPANESE** Star Alliance member All Nippon Airways kicked off its new non-stop flights between Tokyo Haneda and Sydney on Sat, with the carrier's regional chief, Kenya Inada, telling **TD** that loads on the service are already very strong for the first few months.

While the NSW capital was the logical choice for ANA's return to Australia for the first time in 16 years, the airline is also considering services to Melbourne and Perth, Inada confirmed, although he declined to give a time frame for the expansion.

Speaking through an interpreter at a *Star Wars*-themed welcome ceremony at Sydney Airport, which also included the ceremonial smashing of a barrel of sake, Inada said ANA was very pleased at the performance of the route which reflects strong pent-up demand.

"It is fully booked both ways and future prospects are excellent," he said, adding that ANA was hoping to implement a codeshare agreement with Virgin Australia for VA domestic routes.

Inada said the schedule of the

Sydney-Haneda flights provided an early morning arrival into Tokyo which offered good onward same-day connections to Europe.

Sydney Airport ceo Kerrie Mather said the arrival of the special RD-D2 ANA 787 was perfectly timed for this week's premiere of the new *Star Wars* film, with the new service strongly supported by Tourism Australia and Destination NSW.

She said Japan had been SYD's fastest growing international destination for Australian pax over the last three years.

More from the launch on **page 3**.

## 50 cruises on sale

**OCEANIA** Cruises is offering up to US\$1,250 shipboard credit per stateroom on select new bookings departing between Jan and Oct 2016 - more info on **pg 8**.

## Today's issue of TD

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

- AA Appointments jobs
- Oceania Cruises

## Europe rail purge

**QANTAS** Holidays is advising agents in order to secure current year pricing on European Rail bookings, it is necessary for all existing reservations to be fully paid and ticketed by 21 Dec.

On Fri, QHols said the urgent move comes as the international reservation system used by its European rail provider initiates an annual end of year booking purge, "which results in all unpaid/unticketed bookings being cancelled, regardless of whether they are confirmed or not."

The 21 Dec deadline provides sufficient time for QH to ticket & distribute docs before 31 Dec.

New European Rail bookings made between 22-31 Dec must be paid at time of reservation.

## Rolling border strikes

**PROTECTED** industrial action by employees of the Department of Immigration & Border Protection will continue this week.

The Community & Public Sector Union warns the stop work plan will result in a higher number of inspections and screenings by members in all States & Territories, from today through until Fri.

SMALL GROUP TOURING

**EUROPE 2016  
EARLYBIRD  
SALE**

**(SAVE  
\$250\*  
PER PERSON)**

**FINAL WEEK  
TO SAVE!**

\*Book, pay the deposit and applicable  
airfare payment by 18 Dec 2015 and save  
\$250pp. Terms & conditions apply.



SMALL GROUP TOURING  
**EUROPE**

**BunnikTours**

NEW BROCHURE  
OUT NOW

**BRINGING CHINA AND AUSTRALIA  
EVEN CLOSER TOGETHER**



Hamilton Island, Whitsunday Islands, QLD  
Image courtesy of Tourism Australia  
Photographer: Adrian Brown

**VIA OUR NEW SHANGHAI  
TO BRISBANE ROUTE**

AA.CEAIR.COM

**中國東方航空**  
CHINA EASTERN

Want to know more about working  
from home with truly uncapped  
earnings, then let's have a chat...

CALL US  
**today**  
to arrange a time for  
a confidential chat  
**03 9034 7071**

travel counsellors ➡

With us...it's personal



FOR THE HOTTEST EXECUTIVE ROLES  
CONTACT OUR DEDICATED  
EXECUTIVES DIVISION ON  
**02 9231 2825**  
OR VISIT US AT  
[www.aaappointments.com.au](http://www.aaappointments.com.au)

# Travel Daily

First with the news

Monday 14th December 2015

## EUROPE IN A BRAND NEW RENAULT

- ✓ Best Self-Drive Option - 21 Days - 6 Months
- ✓ 100% All-Inclusive Insurance, Nil Excess
- ✓ 2016 Sale Now On! ✓ GPS included All Models
- ✓ Book and Pay by 31 Dec '15 ✓ Drivers 18 Years +

Discover more at

**RENAULT EURODRIVE**  
[www.renaulteurodrive.com.au](http://www.renaulteurodrive.com.au)



## AA Prem Econ cabin

**AMERICAN** Airlines has confirmed it will become the first US carrier to introduce Premium Economy class on int'l routes.

Premium Economy will be available on int'l flights from late next year when AA takes delivery of new Boeing 787-9 *Dreamliner*.

AA said it will phase in Premium Economy on all 777, 787 and Airbus A330 and A350s over the next few years.

Features of the new class include more legroom, wider and adjustable leather seats with extendable foot, leg & head rests.

There will be an enhanced dining experience for passengers together with personal on-demand entertainment, noise-reducing headphones, AC power outlets, USB ports at all seats, amenity kits & priority boarding.

AA said Premium Economy won't replace its current Main 'Cabin Extra' increased legroom Economy zone.

## Oton Wu to retire

**DESTINATION** NSW's longstanding country manager for China Oton Wu has announced he will step down in Feb from the role he's held for almost 18 years.

DNSW ceo Sandra Chipchase said Wu had been the face of New South Wales in China since the office was established there, and wished him all the best for the future after his "remarkable contribution to driving inbound tourism from China to NSW".

## Helloworld NZ 2016 rollout

**HELLOWORLD'S** new NZ chief, Simon McKearney (**TD** 26 Nov), has wasted no time since taking the reins of the business, outlining plans for the rollout of the Helloworld brand across the Tasman next year.

Head office operations have already been rebranded from Stella to Helloworld, with 61 fully branded stores - most currently trading as Harvey World Travel along with a remnant of the former United Travel group - to be updated with the Helloworld brand early next year.

McKearney has also written to the group's independent and "broker" network members, which will become part of Helloworld's affiliate model.

He said this means Helloworld will present as a "family" of over 265 businesses across NZ with "access to significant resources and support".

"Our industry is no longer a cookie cutter offering, but

the trick is in connecting the complete spectrum together within one brand," he wrote.

"There are some very powerful agencies within this group and there is an old saying that suggests 'there is safety in numbers'."

McKearney added that Helloworld NZ is "quickly re-engineering our business" to recognise the needs of its members and the part they play in a value chain for their clients.

"Our fabulous broker business is one part of this and recognition that they need specific products and tools to meet customer needs whilst maintaining their flexibility," he said.

## AHA draft approval

**THE** Australian Competition & Consumer Commission has issued a draft determination in favour of the Australian Hotels Association to re-authorise collective bargaining on behalf of current & future members with suppliers.

AHA has sought to collectively bargain on the price of products, terms of supply, settlement discounts, product development, joint advertising and marketing & distribution for a 10 year term.

Last Thu, the competition watchdog said it was "satisfied" the conduct requested "is likely to result in public benefit that would outweigh any likely detriment to the public."

## Aus German visits up

**THE** Australian travel market for Germany has shown a 2.6% year-on-year rise according to the German National Tourist Board.

The board recorded 591,188 Australian overnight stays between Jan-Sep this year.

A total of 62b international overnight stays were recorded in the same quarter, 5.3% more than in the same period last year.

## 'The Force' is with EK

**EMIRATES** is set to debut a dedicated *Star Wars* section to its in-flight entertainment system.

All six films will be available from Jan, with the latest *Star Wars: The Force Awakens*, to also be added to the stable in 2016.

## AUSTRALIAN Air Holidays

# 2016

**BROCHURE HAS LANDED!**



**CLICK HERE for DETAILS**

**EARLY BIRD SAVINGS  
VALID UNTIL JAN 15, 2016**

Ph 03 9875 1422  
or 1800 815 906

WEBINAR  
register  
online  
now

Learn about Sud de France,  
the **Languedoc-Roussillon** region  
and WIN a 7 day trip to France!

15th DECEMBER

## NEW Queensland Islands & Whitsundays Brochure

Order now through TIFS  
or click here to view online

**sunlover**  
HOLIDAYS



**jito** for the price of a cup of coffee a day!

view jito

employers you can reach a targeted audience  
jobs in travel, hospitality & tourism jito.co

# Travel Daily

First with the news

Monday 14th December 2015

**EvergreenTours**  
A World of Discovery

18 Day Rockies & Alaskan Cruise from  
**\$6,095pp\***  
2 for 1 Airfares\*

\*Conditions apply

## ANA storms into Sydney



**TRAVELLERS** through Sydney Airport on Sat could be forgiven for thinking there had been some sort of upgrade to security screening procedures, with a number of *Star Wars*-style Storm Troopers seen around the terminal.

The occasion was the arrival of All Nippon Airways' special R2-D2 787 Dreamliner, which operated the carrier's inaugural flight from Tokyo Haneda much to the delight of *Star Wars* fans.

The daily flights are already heavily booked (**see page 1**), with the new route estimated to bring an additional 36,000 Japanese visitors to Sydney annually, contributing \$74m in visitor spending.

The service operates overnight in both directions, arriving in Sydney at 9.35am and departing almost 12 hours later at 9.30pm.

That means it arrives into Haneda early in the morning, providing easy connections onward to more than 40 airports in Japan or through to Europe the same day.

Tourism Australia md John O'Sullivan said "significant marketing support" in Japan had been allocated for the new Sydney service, with ANA targeting "the same higher yielding Japanese holidaymaker as we are".

**Pictured** above from left with a cardboard cutout Storm Trooper at the arrival ceremony are Ryo Sadayuki, general manager ANA Oceania; Jacqui Walshe from The Walshe Group which represents ANA locally; Kenya Inada, ANA gm Asia and Oceania; Simonne Shepherd from Destination NSW.

Lots more pics on our website and at [facebook.com/traveldaily](https://facebook.com/traveldaily).

## NT agent's demise

A **DARWIN** travel agency is blaming a policy-change by the Northern Territory government for the collapse of her business.

Travelworld owner Sandra Lew Fatt says since the Northern Territory Govt shifted its travel bookings interstate this year, her business has not been able to survive on private sales alone.

"Every locally owned & operated agent in town has been affected by it," she told the *ABC*.

"There are others that have already closed down."

NT Chief Minister Adam Giles says the new policy provides greater value for money, heightened accountability and prevents any rorting of bookings.

## Air NZ traffic jumps

**AIR** New Zealand passenger numbers for Nov hit 1,185,000, an additional 95,000 pax when compared with Nov last year.

Short-haul passengers increased 7.6% for the month, while long-haul passenger numbers jumped 18.2% to reach 135,000 pax.

Significant gains were achieved in Asia/Japan/Singapore markets, where demand rocketed 42.5% as capacity rose 28.8%.

Tasman/Pacific demand rose 5.2%, while capacity climbed 3.3% and load factors saw a 1.6 percentage point boost to 87.1%.

Group-wide yields for the financial year to date were down 1.2% on the same period last year, with short-haul yields down 0.2% & long-haul yields up 1.1%.



## Window Seat

**THE** arrival ceremony on Sat morning for the first ANA 787 Dreamliner really had it all.

The *Star Wars*-themed aircraft meant there were a few droids, light sabres and wookies in sight - but there was plenty of traditional Japanese action too.

A highlight of the event was the ceremonial smashing of a giant barrel of sake (**below**), with dignitaries including Sydney Airport ceo Kerrie Mather and NSW Parliamentary Secretary for Tourism John O'Dea donning special Happi coats as they wielded large wooden mallets in a coordinated assault on the barrel.

That wasn't all - there was naturally a giant novelty boarding pass on display, along with a gift exchange involving an Aboriginal painting and a large scale model of the R2-D2 plane.

Western elements of the commemoration included the cutting of a celebratory cake - which by all reports went down very well in conjunction with the pre-lunch sake.



# MAY THE POINTS BE WITH YOU

PASSPORT  **REWARDS**

[Click Here to Join](#)

**GLOBUS**

**COSMOS**

**MONOGRAMS**

**AVALON**  
WATERWAYS

**GLOBUS**  
family of brands

Monday 14th December 2015

## Dec/Jan travelBulletin out now

THE latest edition of *travelBulletin* will be winging its way to subscribers across Australia later this week, with industry leaders providing prognostications on what the future holds as part of a cover story on 2016 trends.

The Dec/Jan *travelBulletin* also includes wrap-ups from conference season, with all the action from Travellers Choice, Independent Travel Group and Helloworld.

Destinations and products featured include the Philippines, New Zealand, domestic tourism, food & wine and apartments, and there are also all the usual features including technology, careers, cruise, business events and much more.

Columnists this month include AFTA ceo Jayson Westbury, CLIA commercial director Brett Jardine, Kate Carnell from the Australian Chamber of Commerce



& Industry, Business Events Sydney's Lyn Lewis-Smith and of course industry experts Steve Jones and Ian McMahon.

The issue can be viewed online now at [travelbulletin.com.au](http://travelbulletin.com.au), and to subscribe for just \$30 a year use the code AGENT when signing up at [travelbulletin.com.au/shop](http://travelbulletin.com.au/shop).

## FLASH SALE

L O N D O N  
RETURN FROM AUD1,310

ASIAN DESTINATIONS\*  
RETURN FROM AUD550

\*Based on Kota Kinabalu  
All fares are inclusive of taxes. Conditions apply.

WWW.FLYROYALBRUNEI.COM

ROYAL BRUNEI  
AIRLINES

Click Here

## Syd host polo c'ships

THE NSW Government in partnership with the Sydney Polo Club has won the bid to host the 2017 World Polo Championship.

Held in Sydney's Hawkesbury region, the event is expected to attract more than 5,000 domestic and international visitors, estimated to inject \$3.3million into the city's economy.

The sporting event was secured for the state by tourism group Destination NSW, Minister for Tourism Stuart Ayres said.

## Air Astana EU tick

KAZAKH carrier Air Astana has been cleared by safety officials to operate flights to the European Union for the first since 2009.

The European Commission said it has worked in partnership with Air Astana for six years to achieve the result, but was forced to maintain a black list on other Kazakh carriers, as well as adding Iraqi Airways to its restricted list.

## Sydney hotels fuller

OCCUPANCY at Sydney hotels in Nov jumped 0.8% year-on-year to 91%, the highest level since 1995, STR Global reported today.

Average daily rates increased 7.6% to \$234.86.

Accommodation demand was up 2.9% with supply surging 2.1%.

## QF halts hounds

QANTAS has confirmed it will cease the transportation of greyhounds as freight, following an ABC investigation by Animals Australia into the export of dogs in Hong Kong & Macau that were being held in squalid conditions.

## Nairobi travel delays

SMARTTRAVELLER is advising Australians travelling to Nairobi, Kenya between 15-16 Dec to expect longer travel times and delayed airport processing due to the World Trade Organization Ministerial Conference.



# Holidays



## 'Experienced Reservation Sales Consultants wanted'

As one of Australia's leading wholesale travel businesses. Qantas Holidays are currently seeking consultants to join our reservations team in Mascot, Perth and Melbourne.

Qantas Holidays is also complemented by our other leading wholesale brands, Viva! Holidays, ReadyRooms for Agents, The Cruise Team and Rail Tickets.

The role will involve reservations sales to our valued travel partners. Key to this role is extensive calypso knowledge. You will be skilled in building solid relationships, creating and designing holiday experiences. You will need to have a proven reservations sales track record with an uncompromising commitment to service excellence. Your ability to understand, identify and provide total travel solutions is imperative to your success in this role.

In addition to this you will need to have an ability to exceed sales targets. You will have strong verbal and written communication skills, a passion for travel.

If you feel you have what it takes to become part of Australia's leading wholesaler, apply now!

Please send your resume to [Joseph.Dadd@qantasholidays.com.au](mailto:Joseph.Dadd@qantasholidays.com.au)

Only short listed candidates will be contacted.



Monday 14th December 2015

## New Syd apartments

**KARIMBLA** Construction Services has put forward a Development Application (DA) to the City of Sydney for a \$72m, 30-storey mixed-use tower under the Meriton Apartments brand.

Stage one of the DA proposes up to 18 levels of the building be used as serviced apartments and remaining floors earmarked as residential apartments.

Proposed for 230-238 Sussex St, building the new complex would require the demolition of the existing 13-storey office building in its place.

The "hotel" element includes "over 200" studio, one and two bedroom apartments.

The project application is on public exhibition until 03 Jan.

## EPD deadline looming

**TRAFALGAR**, Insight Vacations and Contiki are reminding agents the 10% Early Payment Discount across 2016 Europe & Britain programs ends this week, with payment required by 17 Dec.

## Mountain tourism jv

**THE** World Tourism Organisation (UNWTO) and Mountain Tourism Cluster (MTC) have signed an agreement to work jointly on the issue of seasonality in mountain destinations.

UNWTO secretary general Taleb Rifai said given the impact of seasonality in tourism, it was "fundamental to ensure innovative programs are put in place by public and private sectors that increase visitation during off peak months and foster demand all year around."

Rifai said he was pleased to join MTC on research and actions aimed at this issue.

## La Bohème returns

**OPERA** Australia's popular production of Gale Edwards' *La Bohème* is returning to Sydney Opera House for another season.

Tickets start from \$79 with performances beginning on New Year's Eve and following through until the end of Jan.

For more info, [CLICK HERE](#).

## Multi-Skilled Travel Consultants

**QBT** A member of the Helloworld Group

- New opportunities for experienced Multi-Skilled Travel Consultants to join QBT
- Various locations (Brisbane, Collingwood, Canberra, Mascot and Perth)
- After hours positions Collingwood only

Due to business growth at QBT, we have exciting opportunities for experienced Multi-Skilled Travel Consultants looking for the next move in their travel career.

As a QBT Business Travel Consultant, you will work in a busy professional environment, contributing to a team very passionate about travel and delivering exceptional customer service.

Each day in this role, you will utilise your specialist technical travel skills to service our clients' requirements from initial enquiry through to their journey return. With each enquiry, you will draw upon your customer service talents to comfortably and confidently engage with our clients.

As a member of the Helloworld Group - working at QBT will provide you the opportunity to be part of Australia's leading integrated travel business. The group encompasses travel brands providing franchised retail services, wholesale products, specialist government and corporate business travel and ticket distribution services across eight countries.

At QBT, you will join a team that truly believes in 'Business travel made simple'.

To apply please send your CV to [careers@qbt.travel](mailto:careers@qbt.travel)

**QBT** Business travel made simple



## 2017 Arctic Expeditions - Open Now

## QBT, Expense8 back NT innovation



**QBT** and Expense8 have sponsored the prestigious Chief Minister's Award for Excellence in the Public Sector for 2015.

The annual awards held recently recognise achievements across eight award categories.

The Parks & Wildlife Commission of the Northern Territory took out the coveted award for Innovation for their "Crocwise" initiative, a

campaign aimed at reducing the risk of crocodile attacks through public education and active crocodile management.

**Pictured** at the awards from left are Ross Appleton, QBT; Michael Roseth, italk library; Edwin Edlund, Parks & Wildlife; Mark Crummy, Parks & Wildlife; Nick Gonios, Expense8; Joel Carter, Parks & Wildlife; Dr Anne Walters, Parks & Wildlife and Adam Giles, Northern Territory Chief Minister.

## NT China mission

**TOURISM** and economic development are at the core of a trade mission to China this week led by Northern Territory Chief Minister Adam Giles.

Giles said due to China's population and strong economic growth, the country is becoming a major source of tourists.

The delegation will visit China's port at Rizhao operated by the Landbridge Group, which was recently awarded the long-term lease of the Port of Darwin.

## Ascend into Guyana

**CHOICE** Hotels International has expanded the reach of the Ascend Hotel Collection in the Caribbean to include the Opus Hotel in Georgetown, Guyana.

Located in Stabroek in central Georgetown, the 25-room property is the 12th hotel in Choice Hotel's portfolio in the Caribbean islands.

## LH long-haul growth

**GERMAN** airline Lufthansa has added three new long-haul destinations all in the space of one week.

The new routes departing from Frankfurt include Cancun, Mexico; Male, the Maldives and Mauritius.

The flights are operated by an Airbus A340-300 with 298 seats in total across Business Class, Premium Economy and Economy.

## BUD hits 10 million

**BUDAPEST** Airport has made history, hitting the 10 million passenger mark for the first time within a 12 month period.

Last month, BUD experienced its 12th consecutive double-digit month of passenger traffic growth, making it one of Europe's fastest growing hubs this year.



## Cebu summer sale

**CEBU** Pacific's second round of offers for Sydney-Philippines fares close tomorrow, with prices from AU\$189 for travel between 01 Mar-10 Dec - **CLICK HERE**.



**ABOVE:** Entries continue to roll in for **Travel Daily's** exclusive Air Canada Christmas photo comp running throughout the month of Dec (**below**), with Alicia Palmer from DriveAway Holidays sending in this creative submission.

## LHR new runway hold

The British Govt has delayed a decision on where to build an additional runway, saying it needs more info on the environmental impact of building it at the preferred London Heathrow site.



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!

**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**.

Postal address: PO Box 1010, Epping, NSW 1710 Australia  
Street address: 4/41 Rawson St, Epping NSW 2121 Australia  
P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

**Travel Daily** is a publication of TDaily Pty Ltd ABN 34 108 508 765. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Travel Daily** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

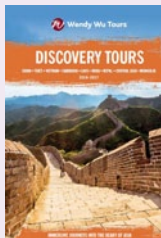


## Brochures

**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**.



**Sunlover Holidays - Old Islands & Whitsundays 16/17**  
This brochure covers the Queensland Islands, Whitsunday Coast and Mackay, Whitsunday Cruising & Sailing & the Southern Great Barrier Reef Region. It offers packages with transfers and bonus nights, along with island wedding packages. New additions include a range of Whitsunday properties and the "We Love It!" sticker, highlighting the most popular products, such as the five-night Ultimate Whitsundays and three-night Toscana Village Resort Wedding Package.



**Wendy Wu Tours - Discovery Tours 2016/17**  
The 'Discovery Tours' category offers an experiential program with cultural experiences in lesser visited locations and groups of up to 18 people. The inaugural mini Discovery Tours brochure details 17 Discovery Tours and Epic Journeys ranging from 11- to 28-days in length. In 2016 there are eight fresh itineraries, including the 17-day 'Reflections of Vietnam' tour travelling from Hanoi to Saigon on a variety of transportation including bicycle, boats, rail, air and coach.



**Qantas Holidays - Tasmania 2016/17**  
The 2016/17 Tasmania brochure highlights tours by Pennicott Wilderness Journeys, including the three-hour Wilderness Cruise of Bruny Island and Tasmania Seafood Seduction. Other new product includes the 7.5-hour Moorilla Wine Meets MONA Art Day Tour and a new way to see a city with Hollybank's Segway Tours. The program visits Hobart, Port Arthur, The East Coast, Launceston, Cradle Mountain, Western Wilderness and the North West.



**Busabout - Asia 2016**  
Busabout's new brochure offers 10 adventures across Thailand, Laos, Vietnam, Cambodia and Burma. The five-day Thailand Intro is a new addition, which explores Bangkok, Chumphon, Khao Sok National Park before linking to either a Thai Island Hopper West or Thai Island Hopper East. Each itinerary links up via direct flights or, for the shorter routes, public transport. The program ventures to destinations no other tour companies visit including Pai, Thailand's hippy centre; Kampot, a small Cambodian riverside town and Mai Chau in Vietnam.



**APT - Antarctica 2017**  
APT is offering a new cruise format for the Antarctica Peninsula in 2017 aboard *Le Boréal*, which the company has privately chartered for its 10-night luxury expedition cruises to the region. The 10-day cruise aboard *Le Boréal* features on 12 itineraries in the new brochure with the option to combine the cruises with APT's South America holidays to create an itinerary of up to 35-days. *Le Boréal* is fully equipped for exploring glacial waters and features eco-friendly technology and onboard facilities including a range of dining options, two lounges, a library, gym, theatre, hairdresser, spa and fitness room.



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



**Want your career search handled confidentially? Call the experts!**

**\*ROLE OF THE WEEK\***

**SENIOR MARKETING MANAGER – PREMIUM BRAND  
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, 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.

**RARE TRAVEL TRAINING ROLE**

**EXPERIENCED CORPORATE TRAVEL TRAINER  
MELBOURNE – SALARY PKG TO \$85K (DOE)**

Join a Global Travel Company as an in-house travel trainer. You will be responsible for delivering group & individual training whilst supporting the corporate business with ongoing delivery training to corporate team members. You will support corporate travel consultants, assisting them on how to increase productivity & accuracy, & contribute to the design, documentation & maintenance of Facilitator & Participant notes for the training programs.

**HOOK THE BIG FISH!**

**STRATEGIC SALES MANAGER  
SYDNEY & MELB – SALARY PACKAGES \$100K – (OTE \$150K+)**

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have 3 prestigious new roles available now with one of the most dynamic TMCs in the business. Targeting mid to large markets, you must be driven by winning new business and achieving targets. You will be rewarded with a top salary, generous KPI bonuses plus amazing benefits & incentives. Melbourne and Sydney opportunities on offer.

**YOU REAP WHAT YOU SOW!**

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

Join this market leader as an Account Manager and never look back! Handling a portfolio of corporate clients you will build & develop relationships, build strategic business plans, deliver key objectives, source for new opportunities building a pipeline & converting into sales. To be successful previous hotel experience is preferred, along with strong account management, presentation and negotiation skills. A great package is on offer for you to enjoy!

**TAKE YOUR CRM SKILLS TO GLOBAL!  
CORPORATE ACCOUNT MANAGER – APAC  
SYDNEY – SALARY PACKAGE UP TO \$120K+**

As a large market Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Account Management experience is essential.

**END TO END EVENT TRAVELMANAGEMENT  
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.

**TROPICAL TOP END!**

**AREA SALES MANAGER  
DARWIN – UP TO \$70K PKG**

Take your career to the next level and join this industry leader in Darwin. You will manage a portfolio of clients promoting the company, maintain a regular sales call cycle developing relationship, sourcing for new opportunities, managing leads and negotiating contract. A great salary + bonus + benefits on offer. You will need travel or hospitality experience in a similar role, great presentation, communication, attention to detail & proven sales skills.

**TAKE CONTROL IN THE WEST**

**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. Do not miss your chance to join this growing hotel group. Enquire today.

**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**

**FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE [www.aaappointments.com.au](http://www.aaappointments.com.au)**



# EXPLORE *Your World*



**50 CRUISES ON SALE TODAY**

VOYAGES DEPARTING DECEMBER 2015 to OCTOBER 2016

**FROM ONLY \$2,500\*** PER GUEST  
TWIN SHARE

**SHIPBOARD CREDITS OF UP TO US\$1250\***

**PLUS! FREE UNLIMITED INTERNET & BEVERAGE PACKAGES**

PER STATEROOM ON SELECTED SAILINGS\*

## NORTHWEST WONDERS



SAN FRANCISCO TO VANCOUVER  
10 DAYS | 10 MAY 2016 | *REGATTA*

**BONUS US\$200\* SHIPBOARD CREDIT**  
PER STATEROOM

PER GUEST, TWIN SHARE

**FROM \$2,500\***



## MEDITERRANEAN PASSAGE



BARCELONA TO ISTANBUL  
10 DAYS | 25 APRIL 2016 | *RIVIERA*

**BONUS US\$100\* SHIPBOARD CREDIT**  
PER STATEROOM

PER GUEST, TWIN SHARE

**FROM \$3,600\***



For more information and to  
request a brochure call 02 9959 1371  
or visit **www.OceaniaCruises.com**

\*CONDITIONS APPLY

**AWARD-WINNING MID SIZE SHIP | DESTINATION SPECIALISTS | FINEST CUISINE AT SEA  
COUNTRY CLUB AMBIANCE | EXTRAORDINARY VALUE**

