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Travel Daily

First with the news

Thursday 8th Oct 2015

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Wotif taps into TAAP

AUSTRALIAN travel company Wotif is destined to introduce the Expedia Travel Agent Affiliate Program (TAAP) to the trade, Wotif Group managing director Daniel Finch has revealed to **TD**.

Finch confirmed to **Travel Daily** at an event in Sydney yesterday "we will" feed into TAAP, but he didn't specify a date when Wotif would offer the program.

Expedia TAAP provides agents with 'substantial commissions'.

Travel.com.au still alive

WOTIF Group will hold onto the travel.com.au arm of its business, for now keeping the iconic domain name active on a platform that mirrors sister brands Wotif.com and owner Expedia.com.

Speaking about travel.com.au, Wotif md Daniel Finch told **Travel Daily** yesterday "we'll try to preserve and keep it alive".

Since Wotif's acquisition by the Seattle-based OTA juggernaut Expedia last year, there has been industry speculation the brand may be extinguished.

The Australian business has this week launched a new advertising brand campaign for Wotif (see **pg 5**) and is putting the finishing touches on a new campaign blitz for lastminute.com.au, expected to be activated in Nov.

Pressed by **TD** to specify what is happening with Wotif Group's third brand, travel.com.au, Finch said "at the moment, we are just using that as a travel portal".

"We haven't made any firm decisions yet on the direction and don't expect it to be killed off.

"We want to be smart with that domain and respect it. It offers great potential and we have to be mindful with what we do with it and make sure it carries on.

"We're not losing that brand. We are investing in the brand and we're still investing in the site.

"We're going to put a different spin on that, differentiating it."

Helen Demetriou, who has headed up travel.com.au since 1997, was last week appointed to a senior role at TravelEdge.

QF recognition

QANTAS has been named the "Turnaround Airline of the Year," while Alan Joyce is "CEO of the Year" at the 2015 CAPA Aviation Awards for Excellence, which took place in Helsinki overnight.

Ethiopian Airlines was named the Airline of the Year; IndiGo was Low Cost Airline of the Year; Budapest Airport was CAPA Airport of the Year and Athens Airport ceo Yiannis Paraschis was CAPA Airport Chief of the Year.

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Nine pages of news!

Travel Daily today has nine pages of new and photos, a front cover page for **Quest Apartment Hotels** plus full pages from: (**click**)

- AA Appointments jobs
- Travel Trade Recruitment
- One&Only Wolgan Valley

Choose your destiny

QUEST Apartment Hotels is today promoting the advantage of its serviced apartment concept (see today's **cover page**) which enables guests to 'Choose Your Destiny', such as cooking your own meals in-house.

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Departures commence Feb 22

Air NZ tips strong 2015/16

AIR New Zealand ceo Christopher Luxon said yesterday the airline is very pleased with its first quarter performance, with the business "on target to exceed profit of NZ\$400 million for the first half of this financial year".

Addressing the NZ annual general meeting, Luxon said the carrier was very well positioned, with the low fuel price combined with an increasingly efficient fleet and "buoyant tourism to New Zealand" continuing to drive ongoing strong performance.

He outlined a busy period ahead, with a planned 11% increase in network capacity in the coming year.

That includes an 8% lift in domestic capacity via a simplified fleet of larger aircraft and additional services on the key

trunk routes between Auckland, Christchurch and Queenstown.

Luxon also confirmed the alliance with Virgin Australia is "going from strength to strength and provides us with 51% market share on the Tasman".

On the wider, front NZ will launch its new Buenos Aires and Houston routes in Dec, while the new joint venture with Air China will "build the routes to Shanghai and Beijing," he said.

MEANWHILE, Air NZ has also confirmed the retirement of Roger Frances from the board.

Frances has been a director of Air New Zealand since 2001.

More appointments on **page 7**.

Taiwan fever alert

THE Department of Foreign Affairs and Trade has reissued its travel advice for Taiwan in response to a recent outbreak of dengue fever in the destination.

Travellers are recommended to protect themselves by taking precautions against mosquito bites, with the advice remaining at the lowest "exercise normal safety precautions" level.

Godfather for Escape

MISTER Worldwide himself - US music star Pitbull - has been named as the Godfather of Norwegian Cruise Line's new ship *Norwegian Escape*.

Pitbull will christen the vessel in Miami, Florida on 09 Nov.



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Indo AirAsia in compliance

ACTING on a directive from the Indonesian Ministry of Transportation for a minimum 10 aircraft to be locally-based, Indonesia AirAsia X has inducted eight new aircraft to meet the ownership requirement.

The carrier, which flies currently from Bali to Melbourne, with Sydney coming online next week, is required to own at least five aircraft of the minimum 10 to meet Indonesian regulations.

"We remain highly committed to further expand our network to support the Indonesian aviation and tourism industry," Indonesian

AirAsia X chief executive Dendy Kurniawan commented.

MEANWHILE, AirAsia has received its Air Operator's Certificate from the Japanese Government for a second attempt at launching in Japan.

Based out of Nagoya, the carrier will operate services to Hokkaido, Sendai and Taipei from Apr 2016.

AirAsia attempted to launch a low-cost operation in Japan three years ago in partnership with All Nippon Airways, however the JV broke down (**TD** 26 Jun 2013).

ANA later went ahead with its own LCC, dubbed Vanilla Air.

CIT brochure out now

ITALY specialist wholesaler CIT Holidays has launched its 2016 program featuring city packages, escorted touring, food & wine stays and a strong accom range.

Brochure launches are taking place around Australia, with the guide now available for agencies to order through TIFS.

Phone 1300 361 500 for details.

Bond is GREAT for VB

VISITBRITAIN is cashing in on next month's launch of the latest James Bond '007' adventure *Spectre* by launching a new campaign attached to the film.

Dubbed 'Bond is GREAT' along the lines of its existing series of 'GREAT' campaigns, the new promotion is in conjunction with Sony Pictures Entertainment and Metro-Goldwyn-Mayer Studios.

Launching in 60 countries, the 'Bond is GREAT' campaign will use print, digital and social media to promote holidays in Britain with behind-the-scenes footage.

The campaign includes James Bond actor Daniel Craig driving an Aston Martin at Blenheim Palace and checking out Whitehall.



Window Seat

THIS is a little awkward.

You'd think he might deserve special treatment, but ceo of Alaska Airlines, Brad Tilden has admitted that his own airline lost his bag this week while he was en route to an aviation summit in Washington.

Tilden was one of the presenters at the event, and told attendees about the blunder during his speech, according to a report in the *Los Angeles Times*.

The lost luggage is somewhat embarrassing given that Alaska Airlines claims to be so confident in its baggage handling that it guarantees to deliver your bag within 20 minutes of reaching the gate.

If your luggage doesn't arrive in time you get a US\$25 credit towards a future flight, or 2,500 frequent flyer miles.

Tilden received his bag the next day, but didn't say whether he opted for the flight credit or the bonus mileage.



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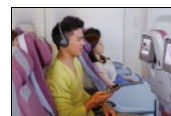
The new TrekAmerica 2016/17 brochure has arrived featuring over 60 unique journeys through the USA, Canada, Alaska and Central America. TrekAmerica offers fun and flexible small group trips that let your clients experience the real America.



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Melbourne-Christchurch	CI57	13:10	18:30	1.3.6.	
Christchurch- Melbourne	CI58	19:50	21:40	1.3..6.	



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SWISS



A GROUP of South Australian travel agents were treated to a four-day educational hosted by Venture Holidays and Singapore Airlines last month.

Agents soaked up the food scene and sights of Singapore - from Chinatown to Sentosa Island, Kampong Glam to Ann Siang Hill.

A lunch at Ding Dong restaurant in Ann Siang Hill kicked off the culinary highlights, with agents sampling modern Asian cuisine.

The group also ventured into Carousel restaurant at Royal Plaza on Scotts for dinner and

later enjoyed the Lantern Bar at the Fullerton Bay Hotel, which provided panoramic views of Singapore's skyline, including the Marina Bay Sands Hotel and Singapore Flyer.

A day was spent exploring the attractions at Sentosa Island, along with a visit to Gardens by the Bay.

The Garden Rhapsody, where the Supertrees come alive with a dazzling light and sound show at night, was a highlight of the trip.

The group are **pictured** above at the Lantern Bar, Fullerton Bay Hotel.

Sixth P&O ship on the way

PRINCESS Cruises' will transfer possession of its 2000-passenger *Dawn Princess* to P&O Cruises Australia from May 2017, marking the third new vessel to join the P&O fleet in an 18-month period.

Once transferred, the new ship will be the largest in the P&O Cruises fleet in Australia.

Prior to setting sail for its new owner, the ship will undergo a major transformation to install the P&O 'Like No Place On Earth' passenger amenities onboard.

P&O Cruises senior vp Sture Myrmell said the ship would be an excellent fit for the line.

"This ship is a great addition to P&O Cruises' fleet, with her larger size opening up opportunities for new onboard product and experiences."

Replacing the gap in capacity at

Princess Cruises left by the ship's departure will be *Golden Princess*, which has now been committed to Australian waters on a year-round basis from 2017.

Set to homeport in Melbourne from later this month, initially on a seasonal basis, *Golden Princess* will move to Australia full time, alongside *Sea & Sun Princess*.

Princess Cruises vice-president Australia and New Zealand Stuart Allison said the line was pleased to be able to offer a wider range of itineraries on *Golden Princess* on the 2,600-passenger vessel.

Insight watch contest

AGENTS have the chance to win either an 18-carat Apple Watch or \$10,000 in cash from Insight Vacations in a new promotion.

The booking window for the major prizes is open until 31 May.

A choice of the top prizes will go to the highest-selling agent of Insight's Luxury Gold Journeys for 2016 with eight runners-up also winning a place on a Luxury Gold France tour for themselves.

An additional bonus of \$100 in extra commission will go for each Luxury Gold tour sold by 31 Oct.

Insight Vacations offers 30 Luxury Gold Journeys in Europe, Bhutan, India, Nepal & Americas.

Qantas Cook capacity

PAPERS have been filed by Qantas with the International Air Services Commission seeking an allocation of 540 seats per week from Australia to the Cook Islands.

As reported in **TD** yesterday, the capacity will be utilised by Jetstar on its new thrice weekly services to Rarotonga from Mar 2016.

Other applications for the seat capacity are open until 14 Oct.

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Wotif 'holiday' tagline

Wotif is ramping up its investment in the Wotif brand and has launched a new logo and tagline (pictured below).



Wotif said the tagline 'home of holidays' aims to highlight the brand's focus on "delivering great value family travel".

A new brand-marketing campaign will run in Australia and New Zealand and will roll out on TV, radio, digital, and outdoor.

Since its launch in 2000, one in two Australians and one in four Kiwis have booked a trip on Wotif.

The company said the "creative challenge was to find a way to respect and build upon this heritage, while also expanding the brand to new audiences, and integrating all of the new ways Wotif helps people create and take great value holidays today."

Never on a Sunday...

THE Cook Islands Tourism Corporation is urging a quick decision on whether flights to Aitutaki Island can continue to operate on Sundays.

Earlier this year, the devout residents voted against the services in a referendum, saying the flights should not operate on the sacred day.

A final decision is yet to be made, with the CITC in favour of the flights continuing, according to a *Radio New Zealand* report which urged the government to work with locals to come up with a satisfactory solution.

VIVID wins for DNSW

DESTINATION New South Wales is celebrating after its Vivid Sydney festival took out seven Pinnacle Awards presented by the International Festivals & Events Association (IFEA).

The accolades included gold for Best Social Media Site, Best Newspaper Insert/Supplement and Best Event Promotional Photograph.

DNSW ceo Sandra Chipchase said Vivid Sydney attracted over 1.7 million attendees this year, with the awards a testament to the hard work of her team in creating, curating and promoting the event.

Vic tourism friends gather



LAST night travel industry heavyweights mingled with politicians at Parliament House in Melbourne, to celebrate the inaugural meeting of the Victorian Friends of Tourism.

Pictured at the gathering are, from left: Magellan Travel Group directors Trevor Jones and Kevin Dale with Virgin Australia flight attendant Brooke and her big boss John Borghetti.

JAL boosts AA pact

JAPAN Airlines will expand its codeshare partnership with American Airlines from 30 Nov, adding 16 new routes ex DFW on the same day that JAL resumes Tokyo Narita-Dallas flights.

NZ United departure

JOHN Wilson, general manager of the United Travel network in New Zealand, has left the Helloworld offshoot effective immediately, after 17 years with the company.

Wilson is also a director of the Travel Agents Association of New Zealand, with his departure following last week's resignation of 36 members from the United Travel group (**TD** Fri) who don't wish for their stores to become part of the *helloworld* brand.

Helloworld ceo Elizabeth Gaines has confirmed the unification of the NZ retail network under the *helloworld* brand will proceed in 2016.

Do you know your Social Capital Seekers?

From inspiring to arriving, 'Future Traveller Tribes 2030' reveals the next-gen of travellers—six tribes defined by motivation with actionable insights for tailored travel.

Ubiquitous connectivity drives **Social Capital Seekers** who expect their network to deliver enriching experiences.

Talk to Amadeus today to find out more!

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Which Traveller Tribe are you? Read our trend report and take the quiz at amadeus.com/tribes2030

Savenio agent to take flight



ELIZABETH Clarke from Savenio has her sights set on Paris after winning an Etihad incentive for the Travellers Choice network.

Clarke won two return tickets for travel anywhere on Etihad Airways' network and \$3,000 in spending money.

Agents across the Travellers Choice network competing in the incentive received one entry each time they sold an EY Economy Class ticket during Jun and two entries for each Business and First class ticket.

Pictured: EY account manager Fiona Lawless and Travellers Choice bdm, Qld & Northern NSW, Kim Tomlinson present Clarke with her prize.

NT tourism grants

A SPACE observatory and private pods for stargazing will be built at Earth Sanctuary in Alice Springs with the help of a \$50,000 NT Government tourism infrastructure grant.

The project aims to capitalise on the emerging niche market of space discovery tourism, Tourism Minister Adam Giles said.

MEANWHILE, Giles has also revealed a grant for \$21,301 has been allocated to a solar powered campsite project to be developed by Remote Education Tours.

The solar lighting will be used at the Lilla Educational Campground near Kings Canyon.

Marriott Int'l growth

MARRIOTT Int'l has revealed it will increase its distribution in the Caribbean and Latin American market between 2015-2018, with more than 60 hotels under development in the region.

The company will triple its presence in Brazil with the addition of 11 new hotels across six cities, seven of which are already under construction.

Marriott plans to invest approximately \$400 million Brazilian Reals (AU\$143 million) in Brazil to launch four of its brands: Courtyard by Marriott, Residence Inn by Marriott and Fairfield Inn by Marriott and AC by Marriott.

Splendour Tours start

SPLENDOUR Tailored Tours has launched, offering high-end tailor-made luxury experiences & itineraries for visitors to Sydney.

Splendour aims to build unique experiences, itineraries and tours for its guests.

For more info, **CLICK HERE**.

Eurostar incentive

THE agency who books the most Eurostar fares with Rail Plus during the earlybird booking period of 22 Sep-03 Nov will win a \$500 restaurant voucher.

Discounted fares are available for travel until 25 May 2016.

Thursday 8th Oct 2015

APT free Asia flights

APT is giving away return flights to Asia, including air taxes of up to \$600pp, for bookings 13 days or longer.

Bookings must be made before 31 Mar 2016, for more info, see www.aptouring.com.au.

Getaway to CH9

HIMEJI Castle, fire ramen and a visit to a ninja village are some of the highlights of *Getaway's* recent visit to Japan, supported by Japan National Tourism Organisation's Sydney Office.

The first of the stories will air 10 Oct and 21 Nov at 5:30pm AEDT.

AccorHotels Saigon

ACCORHOTELS has opened Hotel de Arts Saigon, a member of the MGallery collection.

The newly built hotel offers 196 rooms and suites, all with 50-inch LED TVs.

The hotel has four restaurants and bars and two function rooms that can accommodate up to 200 people.

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Thursday 8th Oct 2015

Mesa E175 eJet order

MESA Airlines will add 15 Embraer 175 aircraft to its United Express fleet, following an agreement with United Airlines.

The addition will create a number of new positions, including 75 new captain upgrade positions, 150 newly hired first officers and 150 new flight attendant roles.

Hilton LON Bankside

HILTON Hotels & Resorts has opened the 292-room Hilton London Bankside, offering a restaurant and bar, eight meeting rooms, a ballroom which can hold up to 700 guests, an Executive Lounge, fitness facilities and pool.

Meanwhile, London's Regency Hotel will be converted to DoubleTree by Hilton London - Kensington, following the acquisition of the hotel by Crimson Hotels.

UAE rail 2020 launch

UAE'S national rail network may not welcome its first passengers until at least 2020 - two years after the project is slated for completion, the country's regulators said.

"We will try to make it ready [for passengers] by Expo 2020," Federal Transport Authority Director General Salem Ali Al Zaabi said, according to ETN.

The 1,200km rail network when completed, will connect all seven emirates and the country with Saudi Arabia and Oman.

Wu Maldives freebie

WENDY Wu Tours is running an agent incentive with the prize of five nights accom at the Centara Ras Fushi Resort & Spa.

To enter, agents need to book one of Wendy Wu Tours 2016 Classic, Discovery or Deluxe tours before 31 Oct and answer in 25 words or less: *Outside of the Maldives, what is your favourite NEW Wendy Wu tour/product and why?*

To email your response, along with the booking number and passenger's name, [CLICK HERE](#).



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.

Grant Fenn has joined the board of **Sydney Airport Limited** as a Non-Executive Director. Fenn brings over 20 years' experience in operational management, strategic development and financial management.

Abercrombie & Kent has named **Wendy D'Arcy** as Country Manager New Zealand, based in Auckland. D'Arcy has previously been the General Manager at The Travel Brokers and Regional Manager for Thomas Cook Travel & Foreign Exchange Bureaus both in NZ and Fiji.

The new role of Head of Qantas epiQure at **Qantas Loyalty** will be filled by **Lisa Hudson**. Hudson is a former Co-Editor of The Good Food Guide in NSW for several years and was a founding committee member of Good Food Month.

The **Melbourne Convention and Exhibition Centre** has appointed **Katie Tinetti** in the newly-created role of South Wharf Meetings and Events (SWME) Manager.

In NSW's Byron Bay, **Elements of Byron** has lured hotelier **David Jones** to the role of Sales and Marketing Manager. Jones has served at the Executive Committee level at IHG, Hyatt and Andre Balazs Properties.

Norwegian Cruise Line Holdings has opened its first office in the Pacific Region, with a new sales and marketing centre based in Sydney. **Steve Odell** is leading the office as Senior Vice President and Managing Director Australia & New Zealand and is joined by a leadership team of **Lisa Pile**, Vice President of Sales Australia/New Zealand for Oceania Cruises and Regent Seven Seas Cruises; **Nicole Costantin**, Vice President of Sales Australia/New Zealand for Norwegian Cruise Line; **Ben Angell**, Vice President Marketing Norwegian Cruise Line Holdings Australia and **Elizabeth Krstevski**, Operations/Contact Centre Manager Norwegian Cruise Line Holdings Australia.

Mark J. Servodidio has been promoted to the role of President, International, for **Avis Budget Group**, as part of a senior management succession plan. Servodidio will lead the international region, which includes Europe, the Middle East, Africa (EMEA), Asia, Australia and New Zealand. He was previously Managing Director, Europe, for Avis Budget Group and has held a number of positions within the region since being named Executive Vice President (EVP) for Franchise and Corporate Services in EMEA in 2013.

The **Kuala Lumpur Convention Centre** has promoted **Alice Lem Chu Hong** to Deputy Director of Sales, while **Tiffany Chung Suk Wei** has taken over Lem Chu Hong's previous role of Sales Manager - Exhibitions.

Ashlee Galea has revealed she will be leaving **Hawai'i Tourism Oceania** to live and work in the Hawaiian Islands. **Janaya Birse** will take on the role of Acting Country Manager Australia.



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Trade Development Manager – Australia Permanent Full Time Sydney Location

We have a fantastic opportunity for a Trade Development Manager to join our team supporting the Australian market. Reporting to the General Manager for Australia, this position is an integral part of the Sydney Team and is primarily responsible for leading and managing the delivery of industry engagement, trade and consumer events, key account management and product development. Other responsibilities include developing and implementing Tourism New Zealand's trade marketing strategy, initiating local partnerships, analysing TNZ research and effectively sharing this information with the travel industry in Australia.

To be considered for the role you will have a minimum of 8 years' experience operating at a similar level in the Australian travel trade industry with a clear understanding of all its distribution channels, including online. Your outstanding Account Management skills will be evidenced by your existing industry relationships and ability to influence stakeholders at all levels of an organisation. As an effective leader you will be results driven, motivated, and have excellent communication, project management and presentation skills. You will be travelling regularly throughout Australia and New Zealand in this role so a current passport and clean full drivers' license is a must.

If you are ready to join a team that is passionate about the work they do, want to make every day in your career count for more and you have an unwavering belief in New Zealand then this could be the opportunity you've been waiting for.

A full job description can be downloaded from www.tourismnewzealand.com

To apply: Please send your CV, cover letter and application form to tnzhr@tnz.govt.nz

Closing date: 5pm Friday 16 October 2015



Business Manager NSW

A vacancy exists for a full time **Business Manager NSW – helloworld Branded Network Retail, based in North Sydney**.

This position will play a key role in maximising both individual member and helloworld profitability and provide direction to the helloworld network. To be successful in this role you will be a results driven individual who is passionate, energetic, and able to communicate effectively at all levels and be able to deliver value to the branded retail network by driving company initiatives.

If you are interested in applying for this role, please send your resume to Lynda.wallace@helloworld.com.au



This week Travel Daily and Pillow Roll are giving readers the chance to win a Pillow Roll each day.

Pillow Roll is your own convenient personal pillow carrier, whether travelling or just off camping for a weekend. Take the comfort of your own pillow with you no matter where you go. Protect it from germs and grime and roll your pillow up with ease for handling and portability. Visit pillowroll.com.au

To win be the first to send the correct answer to pillow@traveldaily.com.au

Is a pillow included?

Aus Aerial theme park

ADELAIDE will become the home of Australia's first aerial adventure theme park when the MegaAdventure Aerial Park opens for the first time next month in the Adelaide Shores Precinct.

Labelled the "ultimate public playground for all ages", the park will feature as its headline a 26-metre high structure with 50 crossings such as scramble nets, rope bridges, log steps and more, which has been dubbed SkyMate.

Other attractions will include a bungee trampoline, with a cafe and event facilities also on site.

Flip brochure training

AGENT training website Travel Industry Network (TIN) has grown its trade education offerings with the launch of an online flip-book style brochure platform.

The new feature allows agents to access supplier brochures in a consistent format depending on their preference - whether flip-book style or as a PDF download.

"We wanted to make it easy for agents to share brochures electronically with their clients with no logins to third party websites, no competitor advertising or other distractions to take them away from the content of the brochure," TIN founder Sabina Ziolkowski said.

Topdeck Aus discount

AUSSIERS keen to explore their own country can take advantage of a new sale from Topdeck of 20% off itineraries in Australia.

Valid for booking all month, the headline itinerary is the 22-day 'Spirit of Pacific' which traverses the east coast and also visits NZ - see www.topdeck.travel to book.

Expansion for Manor

SCREEBE House in Connemara has become the newest member of the Manor House Hotels Group, taking the total number to 28.

The ten-bedroom Victorian Country House is located 40-mins from Galway City, with each room furnished with antique interiors.

MEANWHILE, Bellingham Castle has advised it has left the Manor House Hotels property stable.

Wyndham in Malaysia

A THIRD property under the Ramada brand will open in Johor Bahru, Malaysia in the form of the 322-room Ramada Encore, Wyndham Hotel Group has said.

Finnair takes its first A350 XWB



AIRBUS has delivered the first A350 XWB aircraft to a European airline, with Finnair now set to embark on a significant growth mission for long-haul operations.

In a special ceremony at the Airbus delivery centre in Toulouse, France, Finnair chief executive Pekka Vauramo said the moment was a new and exciting milestone in the 92-year history of the Helsinki carrier.

"This is also a proud moment for all Finnair employees who have worked relentlessly on the Finnair A350 programme.

"With the A350, we get the fleet that our strategy requires, and we can start building our growth,"

Vauramo added proudly.

Nineteen units of the A350 XWB make up the total Finnair order, with three more due this year & another seven by the end of 2017.

After an initial shakedown on the Amsterdam and Oslo routes, the new aircraft will fly long-haul to Shanghai from 21 Nov.

The AY A350XWB Business class cabin is pictured above.

MEANWHILE, Finnair has added new destinations to its growing Asian network, with Fukuoka and Guangzhou coming online from the 2016 northern summer.

Finnair says it intends to double its Asian traffic over a ten-year period, culminating in 2020.

UNITED AIRLINES

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Based in Sydney Australia our Sales team are eager to welcome a new **Corporate Account Manager** to **United Airlines**.

This dynamic, challenging full time AM role will be responsible for managing a portfolio of assigned TMCs and their corporate accounts, with a strong focus on revenue generation and goal achievement.

The corporate account manager will develop existing relationships as well as seek out new revenue opportunities, whilst actively promoting United Airlines value proposition, brand and company messaging. Flexibility is a must due to regular travel as is the ability to network outside of office hours. A minimum of 2 years' experience in a similar sales role is required. Airline experience is advantageous however not essential.

Should you be successful in gaining an interview locally you must be able to display your negotiation, communication, technical and presentation skills as well as share examples of your proven ability to win new business. The successful candidate must be fluent in English and be legally authorized to work full time in Australia for any employer without sponsorship.

Please apply to Human Resources: alena.stewart@united.com
This position will strictly close 20 Oct 15.



Hello Tomorrow

Customer Sales & Service Agents Melbourne

Emirates is seeking dynamic, dedicated and motivated professionals to provide the highest level of service in our Customer Service and Sales Centre.

The successful candidates must:

- Ensure the highest standard of customer service is provided to Emirates customers.
- Identify customer needs through rapport building, provide customers with details on Emirates fares, and issue tickets.
- Actively enhance Emirates revenue earnings by offering auxiliary products such as Skywards, Dubai Stopovers and hotel bookings.

To be considered, applicants must have:

- Prior experience in selling international travel.
- Sound experience in the use of major GDS/CRS reservations systems.
- Completed IATA Fares and Ticketing I and II.

For further details, and on-line application process, please visit emiratesgroupcareers.com job ref-1500026T. Applications close on Monday 12 October, 2015. Postal and email applications will not be considered.

Thursday 8th Oct 2015

Hotel Neri incentive

AGENTS can earn 15% commission on the Best Available Rate at Hotel Neri in Barcelona for bookings made before 15 Nov.

The promo commission is valid for stays from Jan-Mar next year.

For more details or bookings, email reservas@hotelneri.com.

Trump security hack

UNAUTHORISED malware has been detected in front desk computers & payment terminals at Trump Hotels, with the brand confirming the breach this week.

The high-end hotel collection is now working with authorities to track down the source, however says there was no evidence any customer information had been removed from the systems.

Impacted Trump hotels include properties in SoHo New York, Doral, Chicago, Waikiki, Las Vegas and Toronto.

Trump Hotels' official website says the matter could affect any guests who made purchases at its properties between 19 May 2014 and 02 Jun 2015.

Int'l traffic passes 3m

SCHEDULED passenger traffic through Australian airports sailed past three-million for the month of Jul, with 3.089 recorded, govt figures out this week reveal.

The result was a 4.5% increase on the same month last year, where 2.957 million were clicked through the nation's gateways.

Average load factors posted a strong increase from 79.8% to 82.3%, with capacity climbing only 1.5% in response to demand.

Sydney to Singapore was the most in-demand route, with more than 137,000 pax travelling to the Lion City over the month.

Qantas as an overall group saw its market share climb slightly to 25.5% from 25.1% a year ago, however this was due to growth in its low-cost offshoot Jetstar.

Emirates and Singapore Airlines both saw moderate growth, while Virgin Australia declined in market share from 7.9% to 7.3%.

Fastjet AOC approved

AFRICAN low-cost carrier Fastjet has been awarded its Air Operator's Certificate and will commence flights from its base in Zimbabwe from 28 Oct.

The new Zimbabwean operation is the Fastjet Group's second LCC, with operations in Zambia, Uganda and South Africa coming.

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If you have up to three years experience in journalism, are a talented self-starter, have sound understanding of desktop publishing and social media then this could be your next long term role.

To apply email your confidential CV with Cover Letter to jobs@traveldaily.com.au before 15/10/15.

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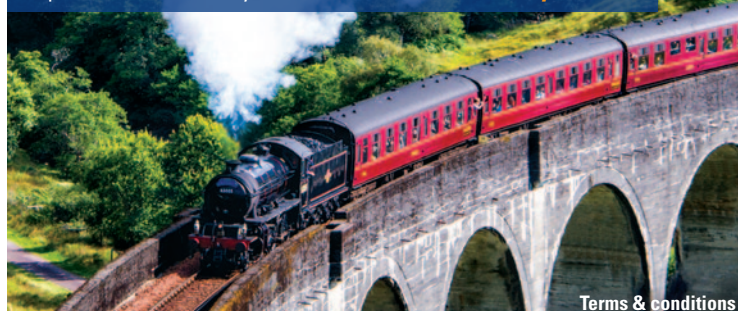
TRAVELMARVEL

Travel More

WIN WITH TRAVELMARVEL

Escorted Great Rail Journeys through Europe have arrived at Travelmarvel in 2016 and to celebrate, *Travel Daily* is offering readers the chance to discover the romance of rail. Every day we'll showcase the many highlights and destinations available on Travelmarvel's Great Rail Journeys.

The person with the most correct answers, and who wows us with the most creative answer to the final question, will win a 9 day Edinburgh, the Highland and Islands tour for two, departing June or September 2016. Send your answers to rail@traveldaily.com.au



Terms & conditions



Q5. How much money can you save per couple with Travelmarvel's Earlybird special?

Hint: see p7 of Travelmarvel's 2016 Great Rail Journeys brochure



Rent-A-Car in endzone

AMERICAN car rental giant National Car Rental has signed a naming rights deal for a new NFL stadium to be built in St Louis.

The new facility will come with an investment of US\$158 million over 20 years and be built in the riverfront downtown district.

It will be dubbed National Car Rental Stadium and is contingent on an NFL team based in St Louis.

unINDIAN Syd guide

AUSTRALIAN cricket star turned Bollywood actor Brett Lee has premiered his first picture, which was filmed in Sydney and promotes the city's attractions, supported by Destination NSW.

'unINDIAN' stars Lee as an Aussie man who goes on a romantic journey with an Indian divorcee, with the story playing out in multiple Sydney locations.

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This position is perfect for a self-motivated, energetic corporate sales professional who loves the thrill of the chase. Representing a market leader in travel management, you'll be recognised with generous bonuses and incentives and supported by a proactive team and strong mentor who will provide you with all the tools to exceed expectations. Proven track record in SME and mid-market sales, plus a dynamic personality, is the start to your success.

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Time to bring your knowledge of corporate travel and client management to this award winning organisation that has established a strong name for itself in the corporate market, and will only get stronger. You will have a background in account management, being strategic and analytical with the ability to negotiate the best outcomes for both the business and the client.

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**BUSINESS DEVELOPMENT MANAGER - HOTELS
SYDNEY – SALARY PACKAGE \$80K + INCENTIVES (DOE)**

Make your mark and join this prestigious hotel group which offers an array of product options to bring to market. Your role will involve targeting growth in all segments including MICE, corporate and consortia, with support from your regional team to drive revenue. Take your experience in sourcing and winning new business with strong negotiation skills and a fantastic personality and be rewarded. Apply now!

ARE YOU NETWORKED IN PCO'S?

**MICE BUSINESS DEVELOPMENT MANAGER
SYDNEY - SALARY PACKAGE DOE**

Are you well networked in the MICE space? Due to growth in their MICE business, this award winning TMC is keen to continue to grow their presence in this space. Here is your chance to use your established MICE network and relationship building skills and represent a company who really values their sales team. As part of their business development team, you will be rewarded with high end incentives and additional bonuses!

EXECUTE EXCITING EVENTS!

**EVENT DIRECTOR
BRISBANE – OTE \$75K PKG + SUPER**

Use your experience in corporate conference & events to join this market leader as an Event Director. In this role you will execute amazing events on a day to day basis. Be accountable for the programs whilst ensuring briefs & budgets are met. Strong salary package, great career progression & benefits on offer. Min 4 years agency event management experience, offshore destinations, knowledge of how to manage group travel & travel systems required.

JOIN A GLOBAL BRAND!

**BUSINESS DEVELOPMENT MANAGER
BRISBANE/GOLD COAST – \$60K ++**

Are you an experienced sales executive ready to take that next step? With a focus on MICE you will manage sales activities through building & developing relationships, sourcing for new business opportunities, negotiating contracts to ultimately convert into sales. Some interstate travel will be required. Previous experience as a successful BDE or BDM in hospitality essential, negotiation, presentation skills and proven ability to reach sales targets.

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We have two luxury travel companies seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional team, you will be responsible for developing & driving the team to achieve results & maintain service levels, whilst remaining hands on consulting by appt only. Experience in a luxury high end leisure travel environment is essential, together with solid management skills.

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Join the leaders in online travel. As the Senior Customer Accounting Manager, you will be responsible for the day to day operations of the customer accounting functions & duties. You will have the ability to efficiently process high volumes of complex transactions and reports. To be successful for this role you must have worked in a back end reporting role & have leadership abilities. Excel and Crosscheck skills are a must, together with impeccable attention to detail.

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Working in partnership with the Australian Travel Industry

Travel Cruise Consultant

Brisbane, \$40 - 48k + Commission, Ref: 2896SZ1

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

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

Product Manager - Asia

Sydney, D.O.E + Super, Ref: 1969SJ1

Calling all travel product professionals to join this large Global Travel Company in Sydney. As a Product you contract rates, offer dynamic pricing and commercial rates and have excellent relationship building skills. Join and rewarding Travel Company today, as a Product Manager, based in their Sydney office. You will have solid travel industry experience, have dealt with key hotel supplier chains and have worked in a product or procurement position.

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

Corporate & Retail Travel Consultant

Melbourne, Attractive Package + Famils!, Ref: 1920TS2

New role has just become available with a boutique travel office in the trendy Inner Suburbs of Melbourne for a motivated travel consultant who wants the best of both worlds selling both leisure and corporate travel. You will be working with a friendly team of like minded individuals in a Monday-Friday role. We need a consultant who can build rapport with clients, provide extraordinary customer service and create personalised itineraries. Attractive salary + super and loads of famils on offer!

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

Retail Travel Consultant

Adelaide, \$40 - 45k, Ref: 9974DV5

If you have a passion for all things Travel and would like to build your career further in a successful environment then this could be the role for you! If you have previous experience working as a Travel Consultant and you are hard working we would be happy to hear from you! My clients Travel Consultants are known for there strong work ethic and superior customer service skills! If you fit the bill and your located in and around the Adelaide area then please let me know!

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

Senior Travel Consultant

Brisbane, Up to \$40k, Ref: 1933LM1

Our client is an established Travel company looking for an exceptional Travel professional to join their close knit team in their Brisbane office. You will bring your attention to detail, ability to work independently and passion for the industry. Create and quote unique travel itineraries around the world and in return our client offers supportive working environment, work/life balance and attractive salary package along with monthly incentives. Galileo experience is required.

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

VIP Reservations | Wholesale Travel

Sydney, \$53K + Super + Comms, Ref: 1967PE1

My client is looking for reservations superstars to service their VIP consultants & high performance businesses. You will have fantastic destination knowledge & be driven to convert enquiries to sales. Offering superior customer service is one of your best assets. If you have a good eye for detail with great time management skills then this exciting role could be yours. As a sales savvy consultant you will be able to cross sell & upsell. Above average salary is on offer for the right person!

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

Entertainment Travel Specialist

Melbourne, \$Competitive Salary, Ref: 1956KF1

Want to work with the bright lights of entertainment? Currently working in a similar role and looking for a change? This fantastic agency is looking for someone to join their team booking entertainment travel. From music artists to national sporting teams, they've been the travel manager behind performance-related and sporting events worldwide. This is a unique opportunity for savvy entertainment consultants who know how to think outside the box and are creative problem solvers.

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

Perth Tourism Travel Consultant

Perth, \$41 - 43k, Ref: 1975DV1

My client is looking for a travel consultant that is confident in dealing with a variety of international travellers and showcasing WA to the world! This roles requires a full-time travel consultant to join this successful and fun team in Perth! You will have the chance to make reservations for various tours, accommodation and transport options for the general public and overseas travellers! This Travel Consultant position will offer further progression and a competitive base salary.

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



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