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Wednesday 3rd February 2016



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MOT push QF/AA jv nod?

NEW Zealand's Ministry of Transport (MOT) has raised suspicion Air New Zealand or Star Alliance partner United Airlines may be considering additional trans Pacific routes.

The suggestion comes after the NZ government made public a "final advice" report to the New Zealand Minister of Transport relating to the expanded Joint Business Agreement between Qantas and American Airlines.

The 42-page document - which was filed before AA announced it was planning a new Auckland-Los Angeles service (**TD 11 Nov**) - states the QF/AA tie-up "is likely to incentivise" Air New Zealand and United Airlines to add routes from hubs such as Chicago and/or Denver or from another airport in NZ, "likely to be Christchurch".

"Without a strong competitor, Air NZ and UA are more likely to consolidate their operations at

the airports they already serve," the document states.

"Commercially sensitive" papers filed with the MOT on 06 Nov (parts of which have been blacked out) by the Transport Ministry told NZ Minister of Transport Hon Simon Bridges, "The new service is likely to be dependent upon you authorising the proposed joint business agreement."

"Qantas and American Airlines have not directly stated in their application that the soon to be announced service between Los Angeles & Auckland is dependent upon authorisation of the alliance.

"However our view is that AA is unlikely to launch the new service if the alliance does not go ahead," the NZ government commented.

The QF/AA alliance won NZ govt approval on 08 Nov.

Today's issue of TD

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

- Visit Scotland
- AA Appointments jobs
- Fiji Airways
- Oceania/Regent Seven Seas

FJ commercial role

Fiji Airways is recruiting for a Commercial Support Officer - Australia, based in the airline's Sydney office - see **page 12**.

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Cruise Team LIVE CHAT

AGENTS dealing with The Cruise Team can now chat directly to the crew via its LIVE CHAT functionality (**TD 30 Nov 15**), following a successful pilot period with a test group of cruise focused agencies.

The LIVE CHAT function can be accessed on the top right side of The Cruise Team's site dashboard, with the service actively manned Mon to Fri from 0900-1700 AEST.

Visit Cali campaign

VISIT California is promoting the sunny west coast state, with a new television advert to shine a light on its laid back demeanour.

Airing Jan-Mar, the TVC aims to encourage Aussie travellers to "dream big" on their next California trip.

Qantas will return as Visit California's key campaign partner and will promote special deals during the period, utilising the airline's marketing channel to extend the campaign's spectrum.

Cali experiences promoted include: San Diego Bay, Golden Gate Bridge and Newport Beach.

To watch the TVC, [CLICK HERE](#).

"We remain absolutely committed to driving continuous improvement in our product, packaging and operational service delivery for cruise in our business," remarked Helloworld group general manager of sales, Fiona Dalton.

On the back of the LIVE CHAT launch, Dalton also unveiled 'The Collection', the new name for the group's own brand of Select Sailings which now includes all World's Leading Cruise Lines' brands, all accessible through Cruisenet.

"Collectively all of these initiatives are having a significant and very positive impact on our trade partnerships," she added.

EK brand value up

EMIRATES has been crowned the world's most valuable airline brand, according to the latest Brand Finance Global 500 report released yesterday.

This is the fifth consecutive year the Gulf carrier has come out on top, with the airlines' brand value spiking 17% over the last year to reach US\$7.7 billion.

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Get appy with travelBulletin

THE Feb issue of *travelBulletin* is now on its way to subscribers - and for those with an Apple smartphone or tablet the publication is now also available via a free iTunes app.

The new edition looks at the evolution of the Australian travel industry over the last 18 months since the advent of ATAS and the demise of the TCF.

There are also some fabulous features and agent selling tips for the Cook Islands, adventure travel, Malaysia, the Eastern Mediterranean and the burgeoning Spiritual Journeys and wellness sector.

Our regular columnists including Jayson Westbury of AFTA, CLIA's Brett Jardine, editor-at-large Ian McMahon and industry commentator Steve Jones all make an appearance, while the Feb issue also has full analysis and insight into the latest developments in the industry.



Subscriptions to *travelBulletin* cost just \$50 per year for 11 print issues delivered to your letterbox - see travelbulletin.com.au/shop.

To download the new app simply search 'Travel Bulletin' on the iTunes or the App Store.



New QF regional gm for New Zealand

QANTAS this morning confirmed the appointment of Wes Nobelius as its new regional general manager for New Zealand, South America and the Pacific Islands.

To be based in Auckland, Nobelius has been with Qantas for 20 years, and was most recently the airline's deputy legal counsel looking after a range of corporate & commercial matters.

He replaces Igor Kwiatkowski who will return to Sydney this month to become Qantas executive manager of Loyalty Operations.

Jet Bangkok boost

JET Airways will lift frequencies between Mumbai and Bangkok from 27 Mar, reinstating a third daily frequency on the route.

The carrier will also add a second daily Delhi-Bangkok flight from the same day.



Window Seat

BUSTING in San Francisco?

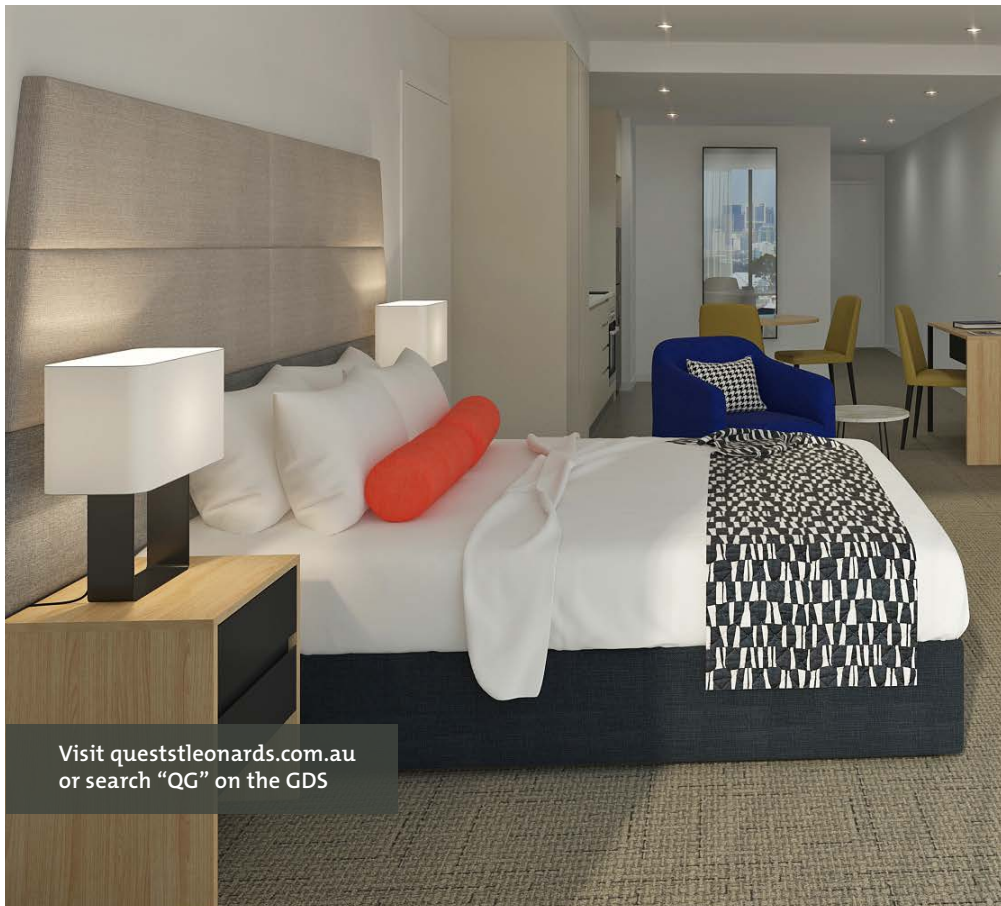
Worry no more - the city by the bay has opened its first ever open-air urinal.

Located in the iconic Dolores Park, the new facility aims to combat the "destructive scourge of public urination," according to *Associated Press*.

Until a recent renovation the park had only three toilets, which meant visitors were sometimes caught short and forced to take a leak in the bushes.

A spokesperson for the San Francisco Recreation and Parks Department said on a sunny Saturday the park can host up to 10,000 people.

"The more options we can give them to relieve themselves, the better for the park-goers," he said.



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Girls' cruising guide

SCENIC has taken the unusual step of rolling out a new guide marketed solely at females, the *Unforgettable Wonders – A Girl's Guide to River Cruising*.

Journey Design general manager Aleisha Fittler said "Over the past couple of years we have noticed an increase in the number of women travelling in groups - either with friends or family such as sisters or daughters.

"A river cruise through Europe or South East Asia is the perfect opportunity for women to travel together offering a wealth of cultural and dining experiences plus relaxation and pampering on board".

The guide covers what to expect on board, on shore and where and when to travel.

There is info on shopping, local markets, natural attractions and spa and restaurant facilities and the assurance there will be "bubbly" on board.

To view, [CLICK HERE](#).

Rail Plus expert open

RAIL Plus is opening its Global Rail Expert program to all travel agents across Australia for the first time.

Previously program spaces were limited, but now any consultant can register, with a trip to Europe on Qatar airways up for grabs for the highest-performing graduate.

Chief exec of Rail Plus James Dunne said the decision to open up the program would "benefit the entire travel industry".

"Over the past few years the program's renown has grown enormously, helped in no small part by the success enjoyed by past graduates," he said.

For more info on the program, see www.railplus.com.au.

Wesfield LAX T2

LOS Angeles International Airport's new Terminal 2 has been officially unveiled.

Westfield invested US\$78.3m into transforming 7,061m² into dining, retail and seating space.

Romance of Fiji luring more

TOURISM Fiji has vowed to not rest on its laurels having achieved a record tally of overseas arrivals in 2015, with the South Pacific destination looking to build on the growth momentum.

Regional director Australia Carlah Walton says Tourism Fiji's strategy for 2016 involves greater engagement with industry, while maintaining relevance in traditional channels.

Last year Fiji welcomed a massive 754,835 international arrivals, up 9% on the previous record in 2014, with Aussies the bulk of entries - representing nearly 49% of incoming visitors.

Speaking with *Travel Daily*, Walton said key areas of focus for Tourism Fiji will be markets including romance (couples and weddings), families, youth and adventure, inter-generational travel and the MICE sector.

Golf tourism in Fiji is a rapidly

growing source, experiencing a 20% uptick in bookings last year, with Walton attributing the Qantas Golf Club's Pro-Am at the Natadola Bay Golf Course as a catalyst for increased interest.

Walton said the weddings sector "is going berserk", with Aussie couples resorting to a destination wedding instead of a local venue, saving thousands of dollars in the process.

Growth was also strong out of the school-leavers market.

"It's safe and operators like Unleashed have the product down pat," Walton said.

From a trade perspective, the annual Fijian Tourism Expo in May is "right on track".

Anaheim record year

AN ESTIMATED 47.3 million people visited Anaheim and Orange County in 2015, a new visitor volume record for the Southern California destination.

According to preliminary visitor data, tourists contributed \$7.3b to the Orange County economy, up 8% year-on-year.

Visit Anaheim ceo Jay Burress said growth from international markets was leading the way, accounting for 2.7m of all visitors to Anaheim (12% of all visitors) and 4.3m in Orange County - rising 6.6% and 5.5% respectively.

Last year marks the third consecutive year of growth for Anaheim and second year in a row for Orange County.

Aus Star Alliance chair

SOUTH African Airways' country manager Australasia Tim Clyde-Smith has been assigned the role of chair of the Star Alliance Country Steering Committee.

The role will see Clyde-Smith lead the group locally, including promotional and educational initiatives that showcase Star Alliance's global reach, recognition and seamless service.

Air China regional sales manager Australia, Jum Mu has been appointed as vice chair.


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New VX Hawaii routes

VIRGIN America will commence a new daily nonstop service from Los Angeles to Honolulu and Maui, complementing the airline's recently launched San Francisco-Honolulu route.

The LAX/HNL service is set to debut on 05 May, with the new LAX/OGG starting 14 Jun.

"The guest response to our new routes has been extremely positive, which is why we are so pleased to announce that we are expanding our nonstop service to the Los Angeles market," Virgin America president and ceo David Cush commented.

Both routes are operated using Airbus A320 aircraft.

Harvie exits Village

VILLAGE Roadshow Limited has announced the retirement of company director Peter Harvie.

Harvie has been a member of the board of the listed Australian company for over 15 years, with Village Roadshow expressing "immense gratitude" for his long-running service.

Qantas epiQure range

QANTAS has expanded Qantas epiQure with the launch of a range of food products from producers in Australia's leading wine regions.

The food range includes oils and vinegars, wild honey and truffles and has been designed to pair with Qantas epiQure's wines.

Head of Qantas epiQure Lisa Hudson said food and wine are second only to travel for frequent flyers so it made sense to introduce a food range.

"We are passionate about championing the fantastic food & wine products that come out of our own backyard," Hudson said.

The range is available to Qantas Frequent Flyers, who can spend their points or earn points through purchases.

Qantas epiQure will soon launch a new mobile app.

Bathurst BMX drive

MORE than 2,000 domestic and international visitors are expected to converge in Bathurst, NSW early next month for the 2016 BMX National Championships.

Visitors are expected to inject \$1.2 million to the local region over the six day championships, which gets underway on 01 Mar.

The BMX event is supported by Destination NSW.

Guy Young and a young guy?



GUY Young, the Los Angeles-based president of Uniworld Boutique River Cruise Collection, is in Australia this week, highlighting the importance of the local market for the firm.

Speaking to **Travel Daily** yesterday, Young said Australia was Uniworld's second biggest source of passengers after the USA, and said Aussie guests "add a wonderful flavour" to Uniworld's river trips.

Uniworld was purchased by The Travel Corporation in 2004 and since then has seen massive growth - including the news of a newbuild on the Seine for 2016 which he unveiled yesterday.

Young differentiated Uniworld from some of its competitors, saying "we are not about growth at any expense."

"Our goal is to be the best," he said, with the company funding newbuilds from internal resources rather than debt, with an aim of 1-2 new ships per year.

He said Uniworld spares no expense fitting out its vessels, citing the product's unique design and decor such as the SS *Catherine* which boasts more than \$2 million in onboard artwork.

Young is **pictured** above with Uniworld general manager Australia, John Molinaro.

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GA's "Super Diamond Seats"



GARUDA Indonesia has unveiled its "Super Diamond Seat Business Class" offering on its latest Airbus A330-300.

The new aircraft is the first to be delivered out of four this year, and features a capacity of 287 seats - 24 of which are fitted with the Super Diamond Seats.

Features of the new Business class offering (pictured) include lie-flat seats, AC power, double USB outlets and a 16" LCD touch screen in-flight units.

"The arrival of the new aircraft is a part of Garuda's commitment to present a modernised fleet with the best service, in line

with our business network expansion program in Asia Pacific, Middle East and Europe," commented Garuda

chief executive and president, Muhammad Arif Wibowo.

Wibowo added "the new additions are hoped to offer more value to all of Garuda's customers".

Economy Class seats have also received an upgrade, now offering an "articulating recline" ability which allows passengers to recline their seats up to 4 inches.

An 11" LCD touch screen entertainment unit has also been fitted behind the seats, which includes USB and power outlets.

Pictured (below) is a Garuda chef preparing a meal onboard for premium passengers.



Canggu Club special

BALI-BASED leisure centre, the Canggu Club, is offering travel agents free access to experience its leisure facilities.

Located just 10 minutes from Seminyak, the Canggu Club offer includes entry into Splash Water Park and use of the modern fitness centre with lap pool, tennis centre, free wi-fi, multiple food and beverage outlets and a Body Temple Spa.

The offer is valid until 30 Jun - to take advantage of the promotion email sally@semararesorts.com with your details and dates.

Collette Gardens tour

SPOTS on Collette's popular Gardens of London Tour are nearly booked out for 2016, following a successful first run in the Aussie market last year.

"We have been overwhelmed with the interest in this tour for 2016," remarked Australian business manager, Alison Mead.

"Sales are also very promising for 2017, with clients already enquiring about and looking to reserve their spot for the May departure date," she added.

The Gardens of London Tour allows guests to experience the iconic Chelsea Flower Show, and will this year be held at the Great Pavillion.

Wednesday 3rd Feb 2016

RCL earnings up 42%

ROYAL Caribbean Cruises has reported a massive 42% increase on adjusted earnings for 2015 when compared with 2014.

The cruise line brought in an adjusted net income for the full year 2015 of \$1.07 billion, up on the \$755.7 million in 2014.

Taking into account currency exchange rates, current fuel pricing and interest rates, RCL is expecting Net Yields to increase 2.0% to 4.0% on a Constant-Currency basis for full year 2016.

OS, Sabre mobile tech

A NEW mobile solution that will provide real-time updates on potential flight hazards, weather and flightplan changes is being pioneered in the cockpit of Austrian Airlines aircraft.

Developed by Sabre, the eFlight Manager provides information to pilots through the lifecycle of OS's flights if air-to-ground comms is available in the cockpit.

The mobile eFlight Manager has been tested on a trial basis with Austrian Airlines since Nov.



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To win, be the first agent to send the correct answer to the following question to sonoma@traveldaily.com.au

In the 'Search for Real Sonoma' video what type of food is featured in the #GuernevilleGourmet post? Need a hint? [CLICK HERE](#).



MSC KKs 2 newbuilds

MSC Cruises has confirmed it will build two new vessels in the new class of Meraviglia-Plus, due for delivery in Oct 2019 and Sep 2020 respectively.

The new vessels will be 331 metres long, feature an additional 200 cabins for a total of 2,444 and a maximum of 6,300 guests.

Public spaces have been improved, offering boutiques, restaurants, shopping, and areas for relaxing and socialising.

The interior promenade will be 111m-long interior and feature a 95mx6m "digital sky" above it.

Meraviglia-Plus ships will be the first to feature a classic and contemporary fine art museum at sea and the pair will have a combined value of \$2.5 billion.

AY Lapland routes

FINNAIR has scheduled additional direct flights to Kittilä, Kuusamo and Ivalo in the northern Finland region of Lapland for the 2016-2017 European winter.

Flights will link Europe & Asia to the cities via Helsinki, with several weekly connections & almost 140,000 seats for the season.

"We see increasing demand from both Europe and Asia to the winter resorts," says Petri Vuori, vp for Network Planning, Finnair.

Canberra plunk fest

OVER 80 beers and ciders will be available for tasting at The Canberra Craft Beer & Cider Festival on 19 Mar at Mercure Canberra from 11am-6pm.

Another element to Byron Bay



Burkina Faso unease

SMARTTRAVELLER has advised against all travel north of Djibo and Dori in Burkina Faso, west Africa due to the high threat of kidnapping and terrorist attack.

Regular travel insurance policies will be void in these areas and the Australian Government is unlikely to be able to provide consular assistance.

The advice for the remainder of Burkina Faso sits at "reconsider your need to travel".

ELEMENTS of Byron has opened with beach frontage on the Belongil Beach (TD Mon).

The \$100m resort features 94 villas, with another 96 to be built in stage two, an infinity lagoon which weaves throughout the resort & a communal fire pit.

A 100-seat refurbished heritage train is set to open mid-year and will run 3km between the resort and the Byron Bay township.

Pictured: Elements of Byron staff show off the new resort.

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CZ celebrates SZX-SYD inaugural



SYDNEY Airport welcomed the launch of China Southern Airlines' thrice weekly direct to Shenzhen last week, ahead of Chinese Lunar New Year.

"The new China Southern Airlines service will deliver

tourism benefits to Sydney and boost trade by providing a direct route to the major financial, technology and manufacturing centre of Shenzhen," commented SYD md and ceo, Kerrie Mather.

Pictured (above) celebrating the new routes is Sydney Airport representatives and ceo Kerrie Mather, with the China Southern congregation.

Solomon cruise boom

SOLOMON Islands will welcome eight separate cruise ship visits this year - an 100% increase on last year's cruise result.

"Tourism is fast emerging as a major driver for the country's GDP, the Government had embarked on a very vigorous process to seize on the opportunity tourism presents and we see cruise as offering huge potential," commented Josefa Tuamoto, ceo of the Solomon Islands Visitors Bureau (SIVB).

Cruise ships set to visit the islands include Princess Cruises' *Sea Princess* and *Dawn Princess*; Noble Caledonia's *Caledonian Sky*, Silverseas Cruises' *Silver Discoverer*, P&O's *Pacific Eden* and Seabourn Cruise Lines' *Seabourn Odyssey*.

Beer/ Novotel p'ship

NOVOTEL Barossa Valley Resort has partnered with chef and food educator Saskia Beer.

The pact will see the resort become a "paddock" for Beer to grow specialised vegetables for the resort.

Beer will lend her 25 years' experience in food production to the resort, assisting Novotel chefs in preparing special sauces, vegetable and salad accompaniments.

As part of the collaboration, exclusive food experiences such as farm tours, cooking demonstrations and foraging classes will also be delivered.

Private Travel launch

THE first of Insider Journey's Private Travel collection brochures has been launched.

The 76-page brochure covers Vietnam, Cambodia and Laos, and is designed to give travellers "more control and flexibility".

Tours include: 'Mekong Eyes', a two-night cruise exploring scenic waterways; the 10-day Cambodia Angkor & Beyond; and the 12-day Laos Magical Kingdom tour.

Packages range from 7-14 days.

CLICK HERE for more.

EK A380 IAD launch

EMIRATES' commenced its first flight from Dubai to Washington operating its new up-gauged Airbus A380 aircraft on Mon.

The A380 aircraft replaces the existing 777-300ER formerly used on the route.

Devarana Hainan Is.

DUSIT Fudu Hotels & Resorts has penned an agreement with Hainan Jinxiu Industrial Company to launch the luxury Dusit Devarana Resort.

Located in Haikou City, Hainan province, the 108-room property is slated to open in 2018.

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Overland track opens

TASMANIA'S Overland Track will reopen tomorrow, after raging bushfires forced its closure last month.

Tasmanian Expeditions' general manager Heidi Smith has declared the site safe, stating the closure of the track was a "precautionary measure".

"We're encouraging those walkers who were planning to undertake the 65 kilometre Overland Track before the bushfires, to still do," she said.

New India touring

TRAVELMARVEL has expanded its product offerings for its India river cruising program, launching seven new departures for 2017.

Titled 'India River Cruising and Land Journeys, Featuring Sri Lanka', itineraries include the 20-day Colours of India tour which comprises a seven-day land tour of Delhi, Agra and Jaipur.

CLICK HERE for more info.



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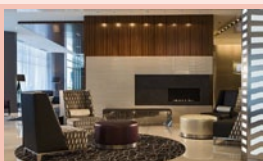
WELCOME to Accommodation Updates, *Travel Daily's* Wed feature. If your property has undergone some recent changes you would like to make the industry aware of, send a brief description with an image to accomupdates@traveldaily.com.au.



Bandara Resort & Spa Samui in Koh Samui has revealed its new look after an extensive renovation program. The villas have been repainted with new furniture, relaid floors and new tiles in the outdoor bath. At 104 square metres, the villas are equipped with a plunge pool and a private garden area.



Metro Hotel Ipswich International's signature restaurant has been revamped and renamed Harvest Restaurant & Bar with an exciting new menu designed to showcase the best regional produce of Ipswich. The menu changes with the season and is designed to appeal to all tastes. Harvest is open seven days offering breakfast and dinner daily and lunch Mon to Fri.



Hotel Chicago Downtown Autograph Collection has unveiled its multi-million dollar transformation of the hotel's lobby, bar, club lounge, meeting rooms, fitness centre and all guest accommodation. All guest rooms received new black granite vanities, wireless access points, sleeper sofas and snakeskin chairs.

Queenstown promo

GRAND Pacific Tours is launching a competition for travel agents to celebrate its 20th anniversary touring New Zealand & its new 2016/17 brochure.

To win a five night escape for two in Queenstown including return flights with Air New Zealand & adventure activities, photograph yourself with GPT's new brochure & post it to their social media by 13 Mar using the hashtag #GPTbrochureoutnow.

WestJet record result

WESTJET has achieved record full-year earnings of \$386 million, a 16% spike on 2014.

"Today we reported the third best fourth quarter in WestJet's history to complete a record year in 2015. Notwithstanding the impact that recent economic weakness in Alberta has had on our results," the airline's ceo and president Gregg Saretsky said.

Westjet has made profit for 11 consecutive years.




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Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

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Outback Photo tour

LIMITED seats still remain on Air Adventure Australia's 10th Grand Outback Photography Tour.

Departing 26 May, the two week tour is led by award-winning photographer Ewen Bell.

Highlights include sunset at Uluru, aerial views of Kings Canyon, King George Falls, Mary River Wetlands & top end wildlife. For more info, **CLICK HERE**.

Lost items abroad

MOBILES and cameras are the most likely items Aussies will lose travelling overseas, according to new data from InsureandGo.

Commercial manager of InsureandGo Jonathan Etkind said to eliminate the need to claim, or to make claims easier, travellers could follow simple advice such as selecting the correct level of cover and leaving valuable items in the hotel safe when not in use.

Travel Daily

First with the news

Wednesday 3rd Feb 2016

Iran Air ATR order

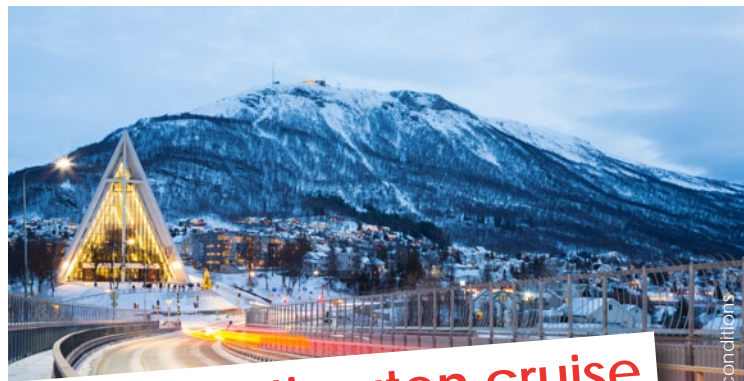
IRAN Air has signed an aircraft order for 20 new ATR 72-600s and taken options on a further 20, valued at €1 billion at list prices.

It comes as international sanctions were lifted in Iran and Airbus signed a deal with the country for 118 planes for pilot training & airport operations.

QR DOH-MPM direct

QATAR Airways will commence nonstop thrice weekly Boeing 787 flights between Doha & Maputo, Mozambique from 27 Mar.

QR currently operates a thrice weekly service to Maputo via Johannesburg.



Win a Hurtigruten cruise

This month, *Travel Daily*, BENTOURS and Hurtigruten are giving away a 12 day Hurtigruten 'Classic Coastal Voyage Return', in a private cabin for 2 people. The prize includes four onshore excursions provided per person, along with Full Board, valued at up to A\$10,000.



All you have to do to win this incredible prize is answer each daily question correctly and have the most creative answer to the final question. Send your entries to bentours@traveldaily.com.au

Q3. In the BENTOURS brochure, how many departures are available for the 'Northern Lights Astronomy Voyage'?

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TRAVEL GROUPS EXPERTS

SYDNEY CBD – SALARY PACKAGE UP TO \$60k

This leading wholesale travel company providing amazing products are one of the best in the industry. You will be working in an experienced, knowledgeable and fun team servicing Travel Agents in building incredible travel packages, specialising in unique destinations and build grand bespoke packages. You will be rewarded with an excellent salary, travel perks and great career progression.

Minimum 3 years travel industry experience, groups experience & GDS skills preferred. Apply now!

WE HAVE YOUR GOLDEN TICKET!

FARES & TICKETING TRAVEL EXPERTS

SYDNEY CBD – SALARY PACKAGE UP TO \$55K

Is your excellent fares & ticketing knowledge going to waste? Now you have a choice! Pick either a leading wholesaler or award winning consolidator, as both need dynamic fares & ticketing consultant to join their growing team. Construct detailed fare itineraries, issue, reissue and refund tickets & handle special requests. If you have 2yrs ticketing & airfares exp, solid GDS, high attention to detail & proactive attitude, then you will enjoy a top salary, ongoing training & supportive central office! This is your Ticket to Success!

CORPORATE PERKS FOR LEISURE EXPERTS!

CORPORATE LEISURE CONSULTANT

SYDNEY – SALARY PACKAGE UP TO \$60K

This award winning TMC is looking for an experienced retail consultant to join their friendly team to manage all their corporate client's leisure needs. Bring your fantastic airfare and destination knowledge and combine this with the fast paced Corporate world. Love the retail market but want to get out of face to face? Fantastic opportunity, no more weekends, Monday to Friday only. Great career progression and staff development. If you are looking for that next step in your travel career **APPLY NOW!**

JOIN THE A TEAM

TRAVEL RECRUITMENT – ACCOUNT MANAGER

MELBOURNE – TOP SALARY PACKAGE

Love being in the travel industry, but sick of booking travel? Want to assist your peers with their career progression? Enjoy being rewarded for reaching sales targets? Can't wait to work Monday to Friday only? If you answered YES to all of the above, call us! As part of our expansion in Melbourne, we are looking to employ a talented travel consultant to join our permanent division. Full training will be provided. Minimum 2 years travel consulting experience essential.

ACADEMIC MARKET– LEISURE & CORPORATE MIX

TRAVEL CONSULTANT

PERTH – SALARY PACKAGE \$65K +

Calling for an experienced corporate travel consultant with strong fares knowledge and the ability to construct intricate and complex flight itineraries. Working in an implant environment, you will enjoy the boutique feel of the office and the social and dynamic team. Working Monday to Friday hours, you will also enjoy the work life balance on offer. Minimum 2 years international corporate or retail travel consulting experience required. Join one of the most varied roles on offer today.

HIGHLY SOUGHT AFTER EMPLOYER

RESERVATIONS & TICKETING CONSULTANT

MELBOURNE (INNER) - SALARY PKG TO \$55K + BENEFITS

This award winning New Zealand tour company is seeking a new reservations & ticketing consultant to join their fun and social team. Working behind the scenes you will be supporting the reservations teams with all airfare enquiries including fare routings, current promotions, together with ticketing flights. You will also assist with reservations, assisting retail agents and the general public with tour itineraries. If variety is what you are looking for, you cannot go past this role! Ticketing experience essential.

SNAP UP THIS GREAT ROLE!

TRAVEL CONSULTANTS

BRISBANE CBD – UP TO \$46K PKG + \$\$ BONUSES

Don't delay in snapping up this great role. This award winning Travel Company is looking for a sales guru to join their dynamic team. You will focus on planning & selling itineraries to dream destinations. Forgot about chasing up docs and admin tasks as you'll have a support team there to handle it all for you. You'll be rewarded with a strong base salary + \$\$ incentives, free cruises & a real work/life balance. All you need is a min 2 years travel consulting experience, proven sales skills and a positive attitude.

BEAUTIFUL CAPRICORN COAST!

SENIOR RETAIL TRAVEL CONSULTANT

ROCKHAMPTON – SALARY PACKAGE \$50K - \$55K OTE

Experienced Travel Consultants – If you are currently living in Rockhampton or looking at relocating then check out this once in a blue moon opportunity! This independent retail agency is currently on the hunt for a fresh face to join their team. Business has been booming and they require an experienced senior retail travel consultant to create domestic and international holiday packages for their repeat and referral clientele. Minimum 2 years experience is a must along with strong Galileo skills. Apply today.



Fiji's National Carrier has a proud and rich tradition of creating unforgettable memories for our customers. We are an airline with a proud past and a bright future. At Fiji Airways we are passionate to be the best. We are currently looking for a driven and passionate individual to join our team in the following role:

COMMERCIAL SUPPORT OFFICER - AUSTRALIA

Due to an internal promotion, we have a very exciting opportunity for an individual to join our Sales & Marketing Office in Sydney, Australia as the Commercial Support Officer- Australia. This position reports to the Commercial Manager Australia.

As the Commercial Support Officer- Australia, you will ensure accurate preparation & summarize analytical data for internal & external distribution. Monitor and measure various performance indicators on behalf of individuals, channels and the region. You will support and assist Commercial Manager & Regional General Manager on preparation of performance reports and partnership agreement. Support in the sales promotion activities through management of pre requisite licenses, entries, and competition mechanics. Facilitate enquiries and requests from trade partners with guidance from the Commercial Manager on fare initiatives, waivers, favors and customer service resolution. You will be responsible for the processing of invoices and vigilantly maintain records of sales collateral. Design & prepare promotional materials in accordance with the Company's brand guidelines. Support Channel Executives in the management of all materials for trade partner events including expos, road shows and training events. You will be responsible for the management of ALL educational famils from inception to ticketing and ensuring allocation of tickets is fulfilled as per Partner Contracts. Accompany or represent sales staff when required at Business related events and prepare any relevant information required for Sales force activity. Handle communications as delegated by RGM or the Commercial Manager including compliments and complaints and use database management skills to ensure the business has current, relevant contacts that facilitate speed to market.

To be successful in the role you must have a minimum of three (3) years commercial experience in a business support role. Have had exposure to promotional campaigns will be an advantage. Have strong analytical skills and high level of proficiency in Excel, PowerPoint and other business tools. Experience in the use of design applications as well as database or ECRM systems. Excellent written and verbal communication & presentation skills. Basic experience in airline reservations systems. A change embracer with an innovative approach to problem solving.

Applications close on Saturday 13th February 2016

If you think you have what it takes and want to be part of our world send in your applications with curriculum vitae detailing qualifications, relevant experience with referee details. This should be forwarded no later than the dates mentioned. All applications should be clearly marked stating the role you are applying like for and forward to: Human Resources, Fiji Airways, Private Mail Bag, NADI AIRPORT.

Or alternatively email with the subject 'Position Apply For' to: vacancy@fijairways.com Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



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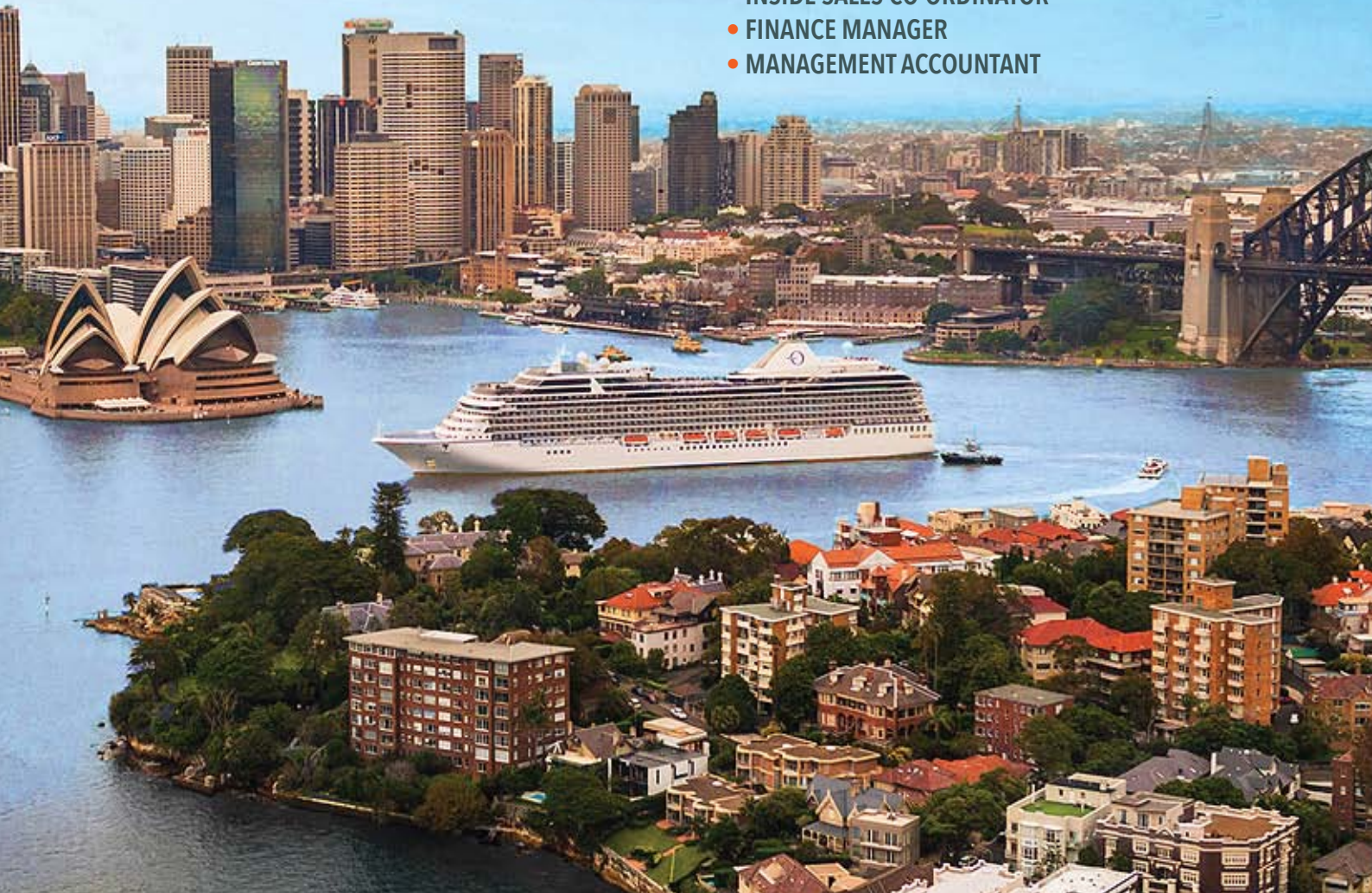
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- **INSIDE SALES CO-ORDINATOR**
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