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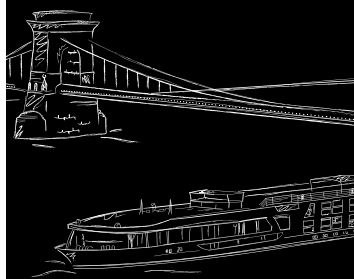
Monday 15th February 2016



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Virgin forms FIFO Alliance

VIRGIN Australia ceo John Borghetti says the carrier's new strategic partnership with Alliance Aviation Services (**TD** breaking news) will help build a "competitive, efficient and sustainable charter business".

The pact aims to allow Virgin and Alliance to "more effectively compete" in the Australian fly-in fly-out market.

The agreement will see all new charter clients of both airlines contracted under a new Charter Partnership, while Alliance and Virgin will also enter into agreements to provide and procure services for each other on a preferential basis, including aircraft procurement, ground handling, spare parts pooling and maintenance.

Both airlines will benefit from

the ability to leverage each other's strengths, particularly in terms of network, brand, product and service offerings, according to a statement issued today.

"We look forward to partnering with Virgin Australia to leverage the operational and commercial expertise of our respective businesses," said Alliance md Scott McMillan.

"With our combined services and expertise we see a great deal of logic in working together".

The new joint venture will be a stronger competitor to Qantas, which integrated FIFO operator Network Aviation into its group in 2011.

VisitBritain promotes Northern England

AUSTRALIAN travellers are being invited to "Go a little further" via a new promotion for Northern England.

A website featuring the region's countryside, coasts, cuisine and history is now live at northernengland.com.au - for details see the **cover page**.

Today's issue of TD

Travel Daily today has nine pages of news and photos, a front cover page for **Visit Britain** plus full pages: (**click**)

- Hawaiian Airlines
- AA Appointments jobs
- JITO's latest job listings

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AAS-Santos pact

FLIGHT Centre Travel Group's new charter aircraft logistics arm AVMIN (**TD** 02 Nov) has facilitated a five year agreement between Alliance Aviation Services and oil and gas producer Santos Limited, effective 01 Mar, *Australian Aviation* reported on Fri.

Bris cruise hub progress

THE Port of Brisbane has been given the go-ahead from the Qld government to further investigate the development of a dedicated cruise terminal for Brisbane at Luggage Point.

The \$100 million facility at the mouth of the Brisbane River would accommodate vessels longer than 270 metres, with ships of this length currently restricted to Fisherman's Island - a grain terminal.

The proposed location has separation from cargo-related activities, is near the airport and has the ability to expand if necessary in the future.

A new cruise facility will potentially triple the size of Brisbane's cruise industry over the next 20 years, drawing 766,260 cruise visitors the state annually.

"By 2020, mega ships will represent approximately 60% of Brisbane's vessel calls and

without a new facility Brisbane, and Queensland, may miss out on future visits," said Port of Brisbane ceo, Roy Cummins.

Both Carnival Australia and Royal Caribbean Cruises expressed their support for the move, highlighting the need for expansion to meet the long-term needs of the industry.

"Brisbane is a wonderful city that deserves a cruise facility that can cater for the growing number of larger vessels in the region," said Carnival Australia executive chairman Ann Sherry.

Only one of RCL's 25 vessels are able to access the current Brisbane Cruise Terminal due to their size.

Brisbane Airport Corporation also welcomed the step forward, with ceo & md Julieanne Alroe, saying the "project will provide real momentum in growing the State's primacy in the int'l and domestic visitor economy".

PAL eyes A350 order

PHILIPPINE Airlines is on the verge of signing an aircraft order with Airbus for about half a dozen A350-900s to service its long-haul network, *Reuters* is reporting.

A deal worth US\$1.8b (at list prices) is expected to be revealed at the Singapore Airshow soon.

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Nat Geo Journeys take off

G ADVENTURES' newly launched National Geographic Journeys will bring new challenges and an entirely new business channel the Canadian-based company can tap into, founder Bruce Poon Tip says.

In Sydney last week for the roll out of the Journeys program in Australia, Poon Tip told **TD** the pact with National Geographic took two years to bed down after the adventure travel firm was first approached in early 2014.

The range of 70 trips and 5,000 departures with Nat Geo gives G Adventures' access to research stations, experts & scientists which have previously been off limits before, aside from the firm's tie-up with cruise operator, Lindblad.

The partnership opens up a "massive audience" of 40 million National Geographic members globally, on top of the 700 million people who access the brand in some form each month.

Nat Geo has offered tours in the

past, but its round-the-world jet trips were priced at \$200,00.

"Now the brand is so accessible with us," Poon Tip commented, with costs much more affordable.

The G Adventures boss said Nat Geo ceo Gary Knell was keen to make the brand more accessible "and we're the perfect company to tell National Geographic's story".

Poon Tip said Nat Geo had been "watching us" in the adventure space for some time, keen to start an association with an operator with the global scale and core values offered by G Adventures.

"It's going to totally change our business. In terms of the partnership, it's given us a new vertical & access to the customer and their base of customers."

"The program has been in the market for a month and it's just been rolled out in Australia - the numbers have been incredible. It's been a real success," Poon Tip proudly declared.

cievents HK growth

THE Flight Centre Travel Group (FLT) has strengthened its cievents network in Hong Kong where it has purchased the event management and production company Maya Events.

FLT Hong Kong md David Fraser said the acquisition added "scale to the company's existing cievents operation in Hong Kong & complements the services that cievents currently offered locally".

"Maya Events is a highly successful business with an established client base and strong expertise in production and creative areas," Fraser said.

Maya Events was established in 2005 by local businesswoman Mireya Garcia and specialises in conferences, exhibitions, charity functions & product launches with customers in corporate, gov't & not-for-profit sectors.

The deal boosts Flight Centre Travel Group's profile in the rapidly expanding MICE sector.



Window Seat

HERE'S a novel way to tie the knot - 40,000 feet above sea level (pictured below).

In the spirit of Valentine's Day Singaporean couple Benjamin Lee and Janessa Li Ling were wed in-flight on board a Scoot 787 Dreamliner flight to Perth.

The wedding was the culmination of Scoot's competition to transform the most unromantic man in Singapore into one capable of making grand gestures of love.

Friends and family who joined them in the sky wont be forgetting this ceremony anytime soon!



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Aerobridges for OOL

OUTGOING Deputy PM and Minister for Infrastructure and Regional Development Warren Truss has approved a major terminal upgrade of the Gold Coast Airport (**TD** 09 Jul).

The project will nearly double the size of the existing terminal and expand the airport's runway in order to accommodate five additional aircraft stands.

Four aerobridges will also be included in the work - the first of their kind for Gold Coast Airport.

"The expansion will also include a consolidated ground transport facility incorporating: a relocated taxi staging area; covered boarding for coaches, mini-buses and limousines; covered pedestrian walkways; and circulation roads for all ground transport modes," Truss said.

The bulk of redevelopment work is expected to be completed by the end of 2017 ahead of the 2018 Commonwealth Games and Stage 2 finalised by early 2021.

'Hello Neighbour' pt 2

NEW Caledonia Tourism has today launched phase two of its 'Hello Neighbour' campaign, which features an interactive social media treasure hunt on Instagram.

Participants will be presented with a number of adventures to choose from which leads to an image of New Caledonia's Heart of Voh, where they can enter the draw to make their mapped out adventure a reality.

View it out @newcaladventure on Instagram.

The launch follows a successful phase one roll out, with statistics showing a 15.8% increase in Aussies visiting New Caledonia in 2015, compared to 2014.

Amex GBT recruits

AMERICAN Express Global Business Travel has appointed Dr Carl Jones as vice president global client management, Asia Pacific based in Singapore.

G Adventures dishes out prizes



G ADVENTURES has announced the first winner of its Über Massive Incentive, surprising the lucky winner in store last week.

Laura Morrison from STA Travel in New Zealand (**pictured** above) won two places on G Adventures' Colombia Express after being chosen at random from bookings

made during Jan.

There are still three trips to win, including the major prize a trip to Antarctica for an agent and one friend, including flights with Air New Zealand.

To enter, agents must confirm a G Adventures tour booking between before 31 Mar 2016.

Colossal Europe Incentive



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TTC to agents: It's true love



IN LIGHT of Valentine's Day yesterday, The Travel Corporation (TTC) has declared its ongoing commitment to travel agents.

Forget flowers and chocolates, TTC says it will be making its industry love known by showering agents with famils, exclusive deals & cash, including its biggest incentive to date - the Great \$1,000,000 Cash Giveaway.

As it approaches the half-way mark, over 5,000 agents

are participating and four lucky agents have already taken home an \$10,000 bonus monthly prize.

TTC said the way to an agents heart is not just gifts but also unwavering support and that is what is in mind through a range of new training programs, regular bdms visits and consistent representation at events & expos.

Other initiatives, training schemes and rewards are planned for coming months.

Agents still have over two months to potentially take home a share of the TTC Great \$1,000,000 Cash Giveaway.

All bookings made before 30 Apr for trips departing up until 31 Dec 2016 give agents a chance at winning - see **HERE** for full T&Cs.

Delta staff pay day

DELTA Air Lines has made the largest payout in the history of corporate profit sharing programs with employees receiving a slice of US\$1.5 billion earned in 2015.

Travel Daily

First with the news

Monday 15th Feb 2016

JUCY adds luxury

JUCY Rentals is adding the first 'Casa Plus' luxury motor home to its Australian Fleet.

The introduction comes after the brand successfully expanded into the luxury motor home market in New Zealand last Oct.

The 2015 Italian-built Fiat Ducato, dubbed an 'apartment on wheels', is now available for booking for travel from Sep.

It will initially be available from three of six JUCY depots in Sydney, Cairns and Brisbane.

S Africa visitor drop

SOUTH African visitor arrival stats are down 6.8% for 2015 overall compared to the year prior, according to SA verification service Grant Thornton.

The drop has been attributed to South Africa's implementation of controversial visa regulations (**TD** 25 Jul 14).

The most significant losses were recorded during the first nine months of 2015 with improved stats achieved from Oct-Dec.

TTF: investment pays

THE Tourism and Transport Forum (TTF) is celebrating the latest ABS results (**TD** Fri), which revealed 7.4 million visitors made their way onto Aussie shores - an 8.2% increase year-on-year.

"There are very few industry sectors in Australia at the moment that can claim to be seeing consecutive years of strong growth as we can say about tourism," commented TTF ceo, Margy Osmond.

"This is what happens when you invest in the tourism sector - you see a strong uptick in visitor numbers and that means more Australian jobs and more economic activity," she added.

The largest visitor numbers came from: New Zealand at 1,309,900 (up 5.5%), China 1,023,600 (up 21.9%) and the UK 688,400 (up 5.6%).

FIFA Zurich museum

FIFA World Football Museum will open in Zurich on 28 Feb.

The museum will include a lab, library, a gaming area, giant football pinball, sonic pods and a 180° cinema screen.

Visitors can purchase their tickets online or at the door.

A 20% discount applies to those holding the ZurichCARD.

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The Northern Territory's annual roadshow is back! Meet the people behind our awesome product and get amongst the bustling market scene!

Sydney - 22 February
Melbourne - 23 February

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Monday 15th Feb 2016

Excite Nevada focus

EXCITE Holidays is giving agents the chance to win a trip to Nevada as part of their 'Live Like a Local' campaign.

For the next two weeks, agents who book accom in Nevada with Excite will earn 1,000 bonus points for each night and will go in the running to win three nights in Las Vegas, one night in Tonopah and three nights in Reno.

Every fortnight for eight weeks Excite Holidays will announce a new location, with Nevada the second destination in the series, preceded by LA.

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

Kangaroo Is brochure

SEALINK has released a new 64-page Kangaroo Island and South Australia Holidays and Tours 2016/17 brochure.

The guide features day and overnight Kangaroo Island Coach tours, one-, two- and three-day 4x4 Kangaroo Island Odysseys tours and the Kangaroo Island Wilderness Explorer Tour.

New additions include Shirley Tamm's four-day/three-night fully escorted holidays to Kangaroo Island and two coach day tours from Adelaide; the Kangaroo Island One Day Experience and the Seal Bay Discovery Tour.

Also covered is the Fleurieu Peninsula, McLaren Vale, Adelaide Hills and the Barossa.

Sell your way to USA

AGENTS attending the Visit USA expos this week have the opportunity to 'Sell your way to the USA' and secure a spot on one of two famils in Oct.

One point will be earned for Delta Air Lines or Virgin Australia North American return airfares, every PNR that includes Las Vegas, Portland or Salt Lake City and land packages with room nights in Oregon, Utah or Nevada.

The selling period begins today and runs until 15 Jun.

To confirm participation, email your name and email address to karen@canuckiwi.com by 01 Mar.

QF CNS-SYD boost

QANTAS has scheduled two additional return services between Sydney and Cairns from 16 Jun to cater for strong customer demand over the peak travel period.

The flights will be operated by Boeing 737 aircraft and depart Sydney on Thu and Fri and return from Cairns on Fri and Sat.

SA's Mad March push

A NEW digital campaign has been launched to attract more interstate visitors to South Australia during "Mad March".

"This new digital campaign - including the tag line 'Sleep when you get home' - will focus on targeting visitors in Sydney and Melbourne," said Tourism Minister Leon Bignell.

Feb and Mar are the busiest months of the year for events in Adelaide, with the Adelaide Fringe Festival & Adelaide Festival of Arts & more in full swing.

SFO Travel Assoc soaring high



THE San Francisco Travel Association is riding high, literally, with the organisation and a contingent of suppliers from Frisco in Sydney on Fri inviting a group of VIP industry partners to scale the heights of the Sydney Harbour Bridge.

The delegation are in Australia for what is going to be a busy few weeks, attending a series of USA seminars held around the country as part of the annual Visit USA Organisation roadshow.

San Francisco is capitalising on momentum and the hype generated in the West Coast USA city following the NFL Super Bowl last week held at Levi's Stadium.

Super Bowl 50 was the most watched TV program ever,

reaching an audience of 167m global viewers and creating a streaming event record, drawing nearly 4 million unique views.

The Jarryd Hayne phenomenon has also created much interest in San Francisco and the city's 49ers.

The grid-iron interest from Australia is coupled with a refreshed drive for San Francisco through the resumption of Qantas' non-stop services from Sydney which launched in Dec.

Pictured at BridgeClimb from left are Teresa Ou-Young, Holiday Inn Civic Center, San Francisco; Antonette Eckert, San Francisco Travel Association; Melanie Mayer, San Francisco account manager/Gate 7 and Deleyse Langdale from Sonoma County.



Luxury Leisure Travel Consultant

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Silversea Cruises own and operate a fleet of eight "Boutique" cruise ships and is recognised as the market leader in the ultra-luxury sector. Their Expedition fleet of 4 purpose-built, luxury expedition ships carry guests to the furthestmost boundaries of the planet from the Arctic to the Antarctic, and this year, in partnership with long term partner The Royal Geographic society, will celebrate the centenary of Shackleton's Endurance Expedition on their Antarctic & South Georgia programme.

NATIONAL EXPEDITION SALES MANAGER

We are seeking a results driven, National Expedition Sales Manager to take ownership of the expedition segment, driving revenue performance through the sales development and management of a national portfolio of accounts across both AU and NZ. Reporting to the GM Australasia and working closely with the local field sales team and global expedition team, this newly created role is accountable for delivering revenue targets through both strategic and tactical efforts and responsible for contract negotiation, budget management, marketing planning, regular sales calls and developing agency point of sale and incentive programs.

To be considered for this role you must have significant sales experience within the expedition travel sector, preferably with a luxury brand and be able to demonstrate exceptional public speaking, relationship, negotiation and communication skills and be flexible to travel nationwide on a regular basis.

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No agencies please.

Pan Pac Perth unveils new look



WESTERN Australia Deputy Premier and Minister for Tourism Kim Hames officially unveiled the newly refurbished guest rooms and lobby experience at Pan Pacific Perth last week.

General manager John Kockan shared details of the hotel's enhancement work including the introduction of Premier rooms and suites with industry partners, tourism officials and other guests.

The revamped lobby offers guests a more engaging and modern space to begin and end their day, Kockan commented.

Kockan is pictured (left) with WA Deputy Premier Kim Hames at the ribbon-cutting ceremony held on Tue.

Zika business impact

MANY major companies around the world are reporting "very little impact" on business travel throughout countries infected with Zika virus (in the Pacific, the Caribbean and Central and South America), a survey by the Association of Corporate Travel Executives has revealed.

Out of the 113 respondents, 79% said their travellers had "no reluctance" about travel to affected regions while only 4% said they were "considerably concerned" about the outbreak.

Just two of the polled firms surveyed have instituted travel restrictions as a result of Zika.

US drive campaign

"AUSTRALIA'S Best Drives" are being promoted to the North American market as part of a \$40,000 campaign.

Reps from The Legendary Pacific Coast, Sydney Melbourne Touring and the Great Southern Touring Route kicked off a series of 21 consumer events on Fri, which will run until 20 Feb at RV Parks in California and Arizona.

CX rugby 7s special

CATHAY Pacific is offering Rugby Sevens packages with return flights from Australia to Hong Kong and match passes for the three-day event from \$1,490 pp.

Available for departures from Sydney, Brisbane, Melbourne, Perth, Adelaide or Cairns to Hong Kong, see cathaypacific.com.au.

Spade, Kors to SYD T1

SYDNEY Airport has announced luxury brands Kate Spade New York, Michael Kors and TUMI, will join the new T1 International terminal luxury precinct.

Due to be completed in the first half of this year, the luxury precinct line-up will include 13 global designer brands.

Sydney Airport gm retail Glyn Williams said such brands would "create an enviable luxury shopping opportunity".

Monday 15th Feb 2016

New ministry lauded

THE elevation of Steven Ciobo to the position of Minister for Trade and Investment as part of the new Turnbull Ministry has been welcomed by The Australian Tourism Export Council.

"Steve Ciobo has been a long time supporter of the tourism industry and we are excited to see him taking on role where he can really champion the cause of tourism as a leading trade export for Australia's economy," ATEC md, Peter Shelley said.

Schoolies.com sales

SCHOOLIES.COM has seen 10% more accommodation bookings than the same time last year, which the site has attributed to its Jeep giveaway.

Students go into the draw for a Jeep Compass and a Fiji Holiday for their parents simply by booking Schoolies 2016 through schoolies.com.

"Traditionally the back-to-school period is a busy booking time, however this is the strongest we have seen," said Matt Lloyd, ceo for schoolies.com.

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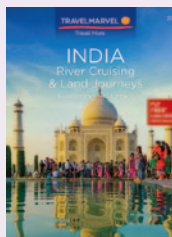
WELCOME to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



National Geo Journeys with G Adventures - 2016

This new brochure covers 70 travel experiences with hands-on exploration, insider access to National Geographic projects, upgraded accommodation and more inclusions than other G Adventures tours. Itineraries span Africa, Asia, Central America, Europe, the Middle East, North America, Australia, New Zealand and South America. Each tour is led by a local guide from G Adventures and most groups are limited

to 16 guests or fewer.



Travel Marvel - India 2017

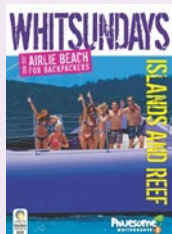
The new river cruise and touring program has been expanded to offer a choice of seven departures in 2017. Highlights include the 20-day Colours of India; comprising a seven day land tour of Delhi, Agra and Jaipur and a 13-day lower Ganges river cruise aboard the custom-built 22-suite *RV Rajmahal*. The river cruise sails from Patna to Kolkata, stopping at several villages along the way and includes the chance to explore the Nawab's Hazarduari Palace in Murshidabad.



Scenic - Pre-release Europe River Cruising 2017

Scenic has launched its 2017 pre-release on luxury Europe river cruising with the addition of two new itineraries. The 27-day European Sojourn combines two popular river cruise itineraries and travels from Budapest to Amsterdam before flying to Lyon to cruise the Saône and the Rhône down to Tarascon. The other new tour, the 11-day Bordeaux Affair with Paris includes a seven-day cruise through Bordeaux

with three nights in Paris.



Awesome Whitsundays - 2016/17

Four packages ranging from one- to five-nights are featured in the new brochure, including an overnight Reefsleeper experience, sleeping on 'Reefworld' pontoon at the Great Barrier Reef. Other packages include Camira Day Sailing Adventure to Whitehaven Beach, Great Barrier Reef Adventures and Island Hopper Passes. Whitsunday Vista Resort and Blue Horizon Resort have been added to accommodation, along with a choice of two backpacker resorts.



Sales Manager Fiji - Retail Travel, Wedding & MICE

Outrigger Resorts Fiji is seeking a results-driven and self-motivated Sales Manager to manage its two Fiji properties, reporting to the Sydney based Director of Sales and Marketing. As the Sales Manager you will ensure efficient and effective management of the Australian and New Zealand retail travel, Wedding and MICE outbound sales focus towards the attainment of the overall company objectives.

- Current hotel/travel industry knowledge and experience highly desired
- Ability to work autonomously
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- Great team spirit and career growth opportunities

If you think you have what it takes, please submit your CV with cover letter to sanna.petterson@outrigger.com

Spiceroads goodwill

SPICEROADS Cycle Tours will donate US\$250 for every Nepal tour booked from now until the end of Mar to help rebuild Nepal after the earthquake.

Turnbull selfie with AccorHotels

LAST week Prime Minister Malcolm Turnbull joined young Aboriginal and Torres Strait Islander leaders from across Australia at an event held to celebrate the achievements of young Indigenous entrepreneurs and businesses.

Kristy Stanton is AccorHotels' first female Aboriginal employee to participate in the Executive Leadership Program, a scheme



designed to accelerate the progression of high potential line managers to become hotel general managers.

On completion, Stanton will become AccorHotels first ever Indigenous hotel gm.

Stanton is pictured with Turnbull and AccorHotels coo Simon McGrath.

Darwin VR attraction

THE Royal Flying Doctor Service will invest more than \$3 million in fitting out a virtual reality and holographic experience of the Bombing of Darwin at the city's Stokes Hill Wharf.

Chief Minister and Tourism Minister Adam Giles said military tourism is a growing trend and the attraction will complement the range of other military experiences on offer in Darwin.

"This new attraction, featuring cutting-edge technology, will be the first of its kind in Australia and will showcase the Northern Territory as a leader in World War II history," Giles said.

AB most reliable

GERMAN carrier airberlin has been crowned "the most reliable airline" with 99.5% of flights flown in 2015, according to website flightstats.com.

Airberlin chief flight operations officer, Oliver Lackmann, lauded the results saying he was "delighted that airberlin won an above-average regularity score for the industry, and that this is paying off in terms of customer satisfaction".

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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

Q11. Which 16 day Antarctica expedition does BENTOURS travel to with Hurtigruten?

Darwin waterfront

WORK has begun on a new \$1.2 million shade structure which will allow cruise passengers to walk between the Cruise Ship Terminal and the Darwin Waterfront in comfort.

The shaded walk-way will cover near 350 metres of the walking path along the sea wall from the terminal to the waterfront.

Cuba to US bids begin

BIDDING for flight routes between the United States and previous off-limits Cuba will commence on Tue.

US carriers will have 15 days to submit bids to the Department of Transportation, with sources confirming to *CNN* the tender process is likely to last until the middle of Mar.

2nd A320neo for LH

LUFTHANSA received its second delivery of the Airbus A320neo aircraft over the weekend, with the group confirming five in total will be added to its fleet this year.

Club Med Kogarah pop-up



SPENCER Travel Southside celebrated the re-opening of their new office in Kogarah, Sydney with a Club Med in-store boutique on Wed last week.

The night was marked with champagne and celebrations as agency staff, suppliers and clients all mingled.

The in-store boutique is designed to inspire customers into a world of possibilities with Club Med.

Pictured above are the Spencer Travel Southside and Club

Med teams (from left): Carissa Johnson, Marilyn Heslop, Luke Skarbek, Erin Kramer, Penny Spencer, Kurt Spies, Vara Arnold, Jess Minton & Giselle Pennington.

Rottneest lands grant

THE Rottneest Foundation has secured a \$500,440 grant from Lotterywest to restore the Wadjemup Aboriginal Burial Ground on the island.

The funds will be invested into planting and conservation works at the tourist site.

Corporate Domestic Consultant

Spencer Travel Surry Hills is looking for a full time experienced Corporate Domestic Consultant.

You must have a minimum 2 years' experience as a corporate consultant, within the last 3 years.

Enjoy a varied portfolio of corporate clients and work with like-minded people that love to service their clients by going Above and Beyond.

Film/Entertainment consulting experience is an advantage.

Sabre/Tramada are preferred but not essential.

Please send your resume to career@spencertravel.com.au



RESERVATIONS/TICKETING CONSULTANT - SYDNEY

Specialist airline General Sales Agent, **Airline Marketing Australia**, seeks an experienced Reservations/Ticketing consultant to work in Sydney CBD representing leading airline brands.

Applicants must possess following:

- Amadeus/Sabre Reservation & Ticketing knowledge essential
- Excellent verbal & communication skills
- Willingness to multi-task across airlines

Please forward resume to: sydama@airlinemarketing.com.au with "SYDAMA POSITION" in subject line.
This is a full time position Monday - Friday.

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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Hawaiian Airlines announces the appointment of the Australian Commercial Team

Kim Chapman

Director of Sales Australia
(SYD)

Karen Macmillan

Partnerships & Promotions Manager
Australia and New Zealand (SYD)

Keiryn Osbourne

Distribution Manager
Australia and New Zealand (SYD)

Andrew Best

National Account Manager
(SYD)

Jennifer Edmunds

National Account Manager
(BNE)

Joyce Weir

Business Development Manager
(SYD)

Gillian Hayward

Business Development Manager
(SYD)

Janis McDonald

Business Development Manager
(BNE)



HAWAIIAN
— AIRLINES —



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MARKETING GUN REQUIRED!

MARKETING MANAGER
GOLD COAST – PKG \$75 - \$85K

We are looking for an experienced marketing executive to join this great team. Leading a small team your duties will include managing end to end marketing campaigns across all channels from strategy to implementation & measurement of results, working on strategy & branding following strict procedures. Experience in a similar role a essential plus excellent communication, presentation & leadership skills. Strong salary on offer for the right person.

CAREER PROGRESSION OPPORTUNITIES

CORPORATE SALES MANAGER
PERTH – SALARY PACKAGE \$75K - \$95K (OTE)

Your role will be managing an existing client base assisting in the ongoing growth of the brand, whilst also using your polished sales skills to achieve new business & continued growth. You will support the AM team managing an existing client base, together with working with the BDMs to achieve new business leads. You will be responsible for identifying growth opportunities & travel trends in the industry, together with devising strategies to build new business.

THE THRILL OF THE KILL

CORPORATE TRAVEL STRATEGIC SALES MANAGER
MELBOURNE – PACKAGE CIRCA \$150K+

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have a prestigious new role 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. You must be a real hunter for this role.

CORPORATE SALES MANAGEMENT

TEAM LEADER – BUSINESS TEAM
SYDNEY – SALARY PACKAGE \$120K + BONUS

This global travel industry supplier is looking for a talented corporate sales manager to lead a team, selling their direct product to the end user within the corporate space. Working alongside their consortia partners, your role will be to design and implement sales strategies and engage directly with corporates to sign preferred deals. Essentially you will have strong corporate business travel contacts and have led a sales team. Want to know more? Call us now.

TAKE THE LEAD

CORPORATE TRAVEL STATE SALES LEADER
BRISBANE – SALARY PACKAGE \$110K- \$130K OTE

We currently have the opportunity for a sales driven and motivating leader to join this dynamic travel management company. Leading and motivating a team of corporate BDM team leaders you'll utilise your industry expertise and commercial acumen to win new business whilst developing and mentoring staff members to grow a successful QLD sales team. You'll be rewarded with a top salary + generous KPI bonuses and further career development opportunities.

HAVE AN INTEREST IN MARKETING?

LEISURE TRAVEL SUPERVISOR – HEAD OF LEISURE
MELBOURNE – SALARY PACKAGE TO \$80K (DOE) + \$\$ INC.

This corporate travel company is seeking a competent leisure travel supervisor with a proven track record managing a team of senior leisure consultants. Working with this professional leisure 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 & solid management experience is essential.

SENIOR TRAINING ROLE FOR GLOBAL PLAYER

TRAVEL INDUSTRY TRAINING MANAGER
SYDNEY - SALARY PACKAGE \$\$

How would you like to work for an organization where you will be overseeing a training department? This industry leader is looking for an experienced training manager with proven managerial and people skills. Ideally you will have the ability to build strong relationships with clients, both internally and externally. You will be overseeing training along with other customer service areas ensuring the client remains a leader within the marketplace.

HIT THE ROAD WITH A LEADING BRAND

SALES EXECUTIVE - CRUISING
SYDNEY - SALARY PACKAGE \$70K ++

Our client is searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

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