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Foley avoids jail time

FORMER Travelworld Katherine boss Tennille Foley, who pleaded guilty in court to defrauding the NT govt of more than \$40,000 (TD 14 Mar), has avoided a jail term.

Foley was today sentenced to three-months home detention & ordered to repay stolen money.

DNSW review under way

NSW Tourism Minister Stuart Ayres has confirmed the state government is looking at a new model for regional tourism organisations in the state which will be released by the end of Jun.

Speaking to members of the Skal Club of Sydney at NSW Parliament House yesterday, Ayres said in order to hit overnight visitor expenditure targets "we simply cannot rely on continued growth in Sydney, Newcastle and Wollongong."

"We must be able to drive further and further growth across the regional sector...in my mind there is strong potential for exponential growth across our regional tourism offering."

Ayres flagged a new governance model across RTOs in regional NSW, with stronger funding arrangements to make them more sustainable "so they're not chasing their tail from one grant to the next".

He said the organisations would be encouraged to undertake "good quality marketing campaigns into their regions," and also have a strong focus on

product development.

The regional tourist offices would also be required to undertake research & ensure they have a destination management plan for their region which would in turn drive targeted investment.

Ayres said he was "genuinely optimistic about where this sector is going," with other key initiatives including a strong events schedule across the state.

The Skal luncheon followed an announcement by Ayres confirming the Carole King-based Broadway musical *Beautiful* would debut at Syd's Lyric Theatre in Sep 2017 (see p6).

Today's issue of TD

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

- Voyages to Antiquity
- AA Appointments jobs
- JITO

SQ A350 AMS launch

SINGAPORE Airlines has commenced Airbus A350-900 services to Amsterdam this week, it's first long-haul route from Singapore using the aircraft.

SQ has two A350s in its fleet, which have now been pulled off select flights to CGK, HKG & KUL.

Trav Choice gm sales

TRAVELLERS Choice has announced the appointment of Nicola Strudwick to the newly-formed General Manager sales role created as part of a senior team restructure.

Strudwick, who has more than two decades of experience in the travel industry, takes up the new position on Mon.

She was previously Helloworld's regional sales manager Western Australia/Northern Territory.

In her new role, Strudwick will be responsible for developing and acting on strategies to boost sales for preferred suppliers.

She will work with the company's state-based business development managers to grow the Travellers Choice network across Australia.

The new position follows development manager Leith Poad's choice to step down to work in her family's business.

The retail group is also creating a new gm finance & admin role.

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Helloworld appoints new wholesale gm

HELLOWORLD has appointed David Green as General Manager Sales for its wholesale division, with responsibility for brands including Qantas Holidays, Viva! Holidays, The Cruise Team, Readyrooms, Territory Discoveries and Sunlover Holidays.

Green, who joined Helloworld from Optus, was formerly managing director of STA Australia, and will report to Cinzia Burnes alongside other recent additions to the team including Joe McCormack as gm Land Purchasing and Leanne Chard as gm product.

"David brings an extremely strong agent focus and comprehensive understanding of agent requirements to the company," Burnes said.

Green takes the role recently vacated by Fiona Dalton, who has taken up her new position as managing director Australia for Uniworld Boutique River Cruises.

MEANWHILE, Helloworld Wholesale has also announced Qantas and Jetstar as the official airline partners for this year's Global Achievers celebration taking place in Hawaii.

Hawaii Tourism and Starwood Hotels are also sponsoring the 2016 Global Achievers which will reward Helloworld Wholesale's 170 top selling consultants with a week-long experience of the destination culminating in a gala dinner on Sat 15 Oct.

QF/EK fulfil Tasman seats

AN INDEPENDENT practitioner's compliance report has confirmed Qantas and Emirates more than met the set minimum seat capacity requirements on four Trans-Tasman routes over the Northern Winter period.

Minimum capacity requirements across 'the ditch' were a crucial component of the Australian Competition & Consumer Comm's authorisation in Mar 2013 of the alliance between QF and EK.

According to BDO East Coast Partnership's compliance study, the carriers (including QF's low-cost offshoot Jetstar) operated a capacity of 1,294,335 seats between 01 Nov and 31 Mar, exceeding the minimum

requirement by 77,730 seats.

The report released at the end of Apr centred on trunk routes: Sydney-Auckland, Melbourne-Auckland, Brisbane-Auckland and Sydney-Christchurch.

BDO found that Qantas' capacity across three of the four routes was lower than the base year by 26,894 seats, however was up 2,674 on the SYD/CHC route.

The QF capacity dip was picked up by JQ, which jacked up its seat offering on its three measured services between Australia and NZ, including a massive 38,657 seats on the MEL-AKL route.

Emirates' seat capacity was flat over the Northern Winter season on SYD/AKL and SYD/CHC routes but was boosted by 42,000 seats above the base year measure on the Brisbane/Auckland service.

2016 NTIA a sellout

TICKETS for the 2016 National Travel Industry Awards gala dinner have completely sold out, just over a week after AFTA invited expressions of interest from prospective attendees.

AFTA marketing manager Jo Tralaggan told **Travel Daily** the industry had been inquiring about tickets for some months in order to ensure a spot at the event, but they were not put on sale until 28 Apr to ensure finalists wanting to attend would have the opportunity to secure a ticket.

She said 1,272 guests were now confirmed for the gala dinner taking place at Sydney's Pavilion at Darling Harbour.

Mt Buller opening

VICTORIAN ski resort Mt Buller has announced its 2016 snow season will officially commence on Sat 11 Jun, with a range of festivities and events planned.

More at www.mtbuller.com.au.

TUI Specialist sale

EUROPEAN travel giant TUI has announced the proposed sale of its Specialist division, which includes about fifty travel brands.

TUI's Specialist Holidays Group, consisting of brands such as Austravel, Hayes & Jarvis, Le Boat, Citalia and MyPlanet, has been run independently since TUI UK merged with its German sister company TUI AG in 2014.

CEO Fritz Jousen said there was little integration between the division and TUI's core businesses, "therefore we believe that a disposal of Specialist Group in one transaction is the best way to maximise value".

Some of the brands in the group, including Crystal Ski and Thomson Lakes & Mountains, are not included in the deal because they have "strong synergies and vertical integration with the core Tourism business," TUI said, with both utilising the firm's UK aircraft fleet in the winter months.

According to the Specialist Holidays Group website the niche collection sells about 750,000 trips a year and has almost 4,000 staff in the UK, US, Denmark, France and the USA.

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Economy From **\$215* pp**
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CLICK HERE for further details

APT adds small group touring

APT today released its 2017 European program which for the first time includes a series of small group departures with a maximum of 20 passengers.

APT executive general manager of global sales and marketing, Debra Fox, told *Travel Daily* the company believes the intimate trips fill a void in the market, sitting alongside APT's extensive range of river cruise product.

There are seven itineraries on offer in the new range, with tours of the UK, France, Spain, Italy, Sicily, the Adriatic and of the Greek islands.

Fox confirmed the small group trips would still utilise full sized coaches and offer boutique accommodation and exclusive experiences, with a pre-release of the Greek Islands itinerary selling out in just three days.

The launch of the full APT

Europe river cruising program has seen the brochure re-designed to make it easier for agents and their clients to navigate the product range which also features rail journeys and land touring.

APT has expanded its product in France with new 'Royal Signature Experiences' in Bordeaux and on the Seine River including private tours & dinners in stately homes.

There's also a new series of Cycling Cruises which offer the option of daily bike excursions in conjunction with the Magnificent Europe and Bordeaux cruises

Fox said APT had simplified its deals offering through a "Fly for \$995" add-on valid right across the season regardless of cabin category, while the \$4,995 business class add-on has also proven very successful.

Agents will receive the new APT brochure in the next few days.

MGallery expansion

ACCORHOTELS continues to extend the reach of its MGallery by Sofitel brand into new foreign markets, with David Tower Hotel Netanya MGallery by Sofitel opening this month in Israel.

The property features 75 rooms and suites, overlooking the golden coast on the Israeli Riviera.

Also new to the brand is the Hotel Santa Teresa Rio de Janeiro MGallery by Sofitel debuting a few weeks ago in Brazil.

Scout "Social-Lite"

SCOOT has introduced a new "Social-Lite" wi-fi plan that's been optimised for messaging and chat services as well as light surfing.

Priced at US\$5 for 20MB of data at 64kbps speed, complementing Scoot's other wi-fi plans.

The budget airline said it added the Social-Lite product to give pax wanting to send off a quick text to friends and family while in the sky an affordable option to select.

MSC second pax for \$1

OVER 90 MSC Cruises departing between now and May next year are offering a bargain \$1 cruise fare for the second person.

Destinations where the promo is offered include the Med, Northern Europe, Caribbean, Cuba and Arabian Peninsula.

A 14-night Caribbean cruise on *MSC Divina* from Miami is \$2,248 for the first pax and \$1 (plus port charges) for the second pax.

The offer is available for bookings before 24 Jun.



Window Seat

YESTERDAY'S Sydney Skal luncheon (see p1, p4) included an opportunity for some of the members to speak about their industry experience.

One of the presenters was none other than industry legend Alan Collingwood, who has had an illustrious career which among other ventures included the founding, growth and eventual sale of the Travcour business.

In the early days this included the issuing of passports, and Collingwood described one incident he swears is true, about a family with the unusual surname of Fuckar - apparently a common Italian family name.

At the time children didn't need their own passports, being able to travel on their parents' documentation as long as the forms were correctly completed.

In the event of a fault with the documentation paperwork was returned from the Passport Office with a rejection slip.

Unfortunately when the travel agent submitted the applications from the Fuckar family one of the parents had failed to endorse the document in the right place.

Collingwood said the rejection slip, which was never shown to the client or the agent, simply stated "The mother Fuckar has to sign the form".



The WALSHE GROUP.

The Walshe Group has recently been appointed as GSA for Delta Air Lines in Australia. As a result we have a number of new positions available, including the following;

- Marketing & Sponsorships Manager – Sydney
- Pricing Manager - Sydney
- National Account Manager – Sydney
- Business Development Manager (one each in Brisbane and Melbourne – both part-time)
- Groups/Ticket Office Agent – Sydney
- Sales Coordinator – Sydney

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Applications close Friday 20 May 16.



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Taveuni set to reopen

PARADISE Taveuni will boost its room inventory by three to 19 Paradise rooms when the hotel reopens in Fiji on 28 May.

The property closed in late Feb after sustaining damage by Cyclone Winston.

Other improvements at Paradise Taveuni undertaken during the forced closure include four new Dining Bures (Oceanfront Kana Bure, Poolside Bure, Sunset Bure and Marina Bure) and an air-conditioned library.

Jacuzzis have been removed from all Paradise accom and Oceanfront Bures now feature a deluxe Bath Tub in the private tropical garden area.

More at paradiseinfiji.com.

GoldLeaf revamping

CANADIAN rail operator Rocky Mountaineer is partnering with German train builder Stadler to engineer 10 brand new cars.

Rocky Mountaineer president Steve Sammut said the company was constantly looking to improve the guest experience "which is the core of our business".

"Stadler is a leader in railcar engineering and working with them allows us to re-invent our most luxurious class of service from the ground up," he said.

Rocky is currently in the process of revitalising its entire fleet of GoldLeaf and SilverLeaf carriages. (TD 21 Jan 15).

The new Stadler GoldLeaf cars should enter service in 2018.

TWC 3 Capes contract

TASMANIA Minister for Parks & Heritage Matthew Groom has announced Tasmanian Walking Company (TWC) as the successful contractor to develop and operate eco lodges on the Three Capes Track in the state's south.

TWC is owned by Virgin Blue (now Virgin Australia) co-founders Brett Godfrey and Rob Sherrard.

The contract for the Three Capes Track is the duo's seventh material investment in Tassie's burgeoning tourism sector in the past five years.

Spanning 46kms, Three Capes Track is spread over three nights and four days.

The planned lodges will be fully sustainable and employ the latest environmental technology.

The Tasmanian Walking Co. expects to begin operation on the track from Oct next year.

Pacific Games 2023

SOLOMON Islands has trumped Tahiti to have been chosen to host the 2023 Pacific Games.

The decision follows a vote by the 22 members of the Pacific Games Council, with the Solomon Islands pipping French Polynesia by a single vote.

It's the first time the Pacific Games will be held in the Solomon Islands.

A brand new National Stadium in Honiara has been promised by the Solomon Islands delegation, which included Prime Minister Manasseh Sogavare.

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QR adds 50th 777

QATAR Airways has inducted its 50th Boeing 777 aircraft into service, operating the aircraft on many routes including Houston, Buenos Aires, Los Angeles and Melbourne.

QR's fleet comprises 335-seat 777-ERs and 259-seat 777-LRs.

QHols TGV incentive

QANTAS Holidays is offering agents a chance to win \$1,000 Trip Dollar\$ when booking the high-speed TGV France.

The bonus will be rewarded to the highest selling consultant of a minimum 10 fully paid TGV sectors between 09 May-03 Jun.

THIS month's meeting of industry networking group Skäl International in Sydney took place yesterday in the curiously named Stranger's Dining Room at NSW Parliament House.

Guests were hosted by NSW Tourism Minister Stuart Ayres (see p1) and parliamentary secretary Jonathan O'Dea, with a number of Skäl members also taking the opportunity after the lunch to take in a fiery question time in the NSW lower house.

Pictured above are, from left: Jonathan O'Dea, MP; Skäl Sydney president Sue Francis, Travel Industry Club; Stuart Ayres MP; and club vice-president Walter Nand from the Globus Family.



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ETHAD Airways recently hosted a number of Helloworld groups on inspections of their A380 aircraft and their Sydney Airport passenger lounge.

The travel agents were treated to behind-the-scenes airport access, a delicious three-course meal in the Etihad Airways lounge and a detailed inspection of Etihad's double decker aircraft.

Helloworld members were impressed by the innovation Etihad has implemented in the Economy class cabin as well as the spaciousness of the Business

class cabins, First class suites and the uber luxury Residence.

Pictured from left enjoying their three-course meal during the exclusive Etihad lounge visit are: Louise Lyon, Etihad Airways; Nicola Nanninga, helloworld; Vivien Davies, Sylvania Travel and Cruise; Karen Magee, Diploma Travel; Steve Brady, helloworld; Michael Byrne, Australian Holiday Centre Sydney; Helder Coelho, Internet Travel Wollongong and Zaia Bazi, Jetaround Holidays.

Top winter travel

TRIPADVISOR has released its Winter Vacation Value Report listing the 10 most popular and affordable international and domestic destinations for Australian travellers.

Each destination was ranked based on booking interest, average one-week holiday costs for hotels, airfare, meals & tours.

Bali was number one for overseas travel with the average cost of a seven-day winter trip there \$2,468 followed by Hawaii and London.

Inside Australia, Melbourne was rated as the top city to visit starting at \$2,498 for a week-long winter getaway, followed by Port Douglas and Sydney.

The study revealed Aug was the least expensive time of the winter period to book an overseas trip.

Ruapehu warning

AUTHORITIES in New Zealand are warning hikers to stay away from Mount Ruapehu with alert levels raised for the volcano.

Quake and volcano monitoring service GNS Science has lifted the alert level from moderate to heightened unrest.



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.

Pan Pacific Hotels Group has announced **Kurt Otto Wehinger** as both Area General Manager Oceania and General Manager of PARKROYAL Darling Harbour, Sydney. The hospitality veteran has more than 30 years experience and most recently served as General Manager of Marina Mandarin Singapore.

Two new faces are joining **Tourism New Zealand**. Next month **Haydn Fitzpatrick** will join the Los Angeles office as Premium Trade Manager, North America while **Vanessa Farquharson** will also join the TNZ team as Regional Marketing Communications Manager, Americas.

Anders Lund has been appointed as General Manager of **Maison Aurelia Sanur** in Bali. The Swedish national has been in the industry for a decade and comes from running Regional Operations for Swiss-Belhotel International Indonesia.

Chief Executive Officer of Mantra Group **Bob East** has been appointed as a director of **Tourism Australia** while current TA board member **Andrew Fairley** will step in as Tourism Australia Deputy Chair for 12 months from 01 Jul. Also joining the national tourism organisation's board is former Qantas executive **Andrea Staines**.

Dr Ian Douglas has been chosen as as Chairperson of the **International Air Services Commission**. The appointment is on a part-time basis for a three years. Dr Douglas has been a member of the Commission since Nov 2012 and was previously Acting Chair.

Former eCruising Executive General Manager **Alastair Fernie** has taken a new role as Head of Australia for Gold Coast-based online cruise agency **Dreamlines**. Fernie's career included being gm for Helloworld's The Cruise Team and Harvey's Choice Holidays gm.

AB, Czech codeshare

AIRBERLIN and Czech Airlines (OK) have entered into a new codeshare agreement.

The AB code will appear on five routes operated by Czech Airlines between Dusseldorf, Frankfurt, Hamburg and Prague as well as from Prague to Ostrava.

Czech Airlines is adding a daily connection between Prague and Berlin, operated by AB.

The OK code will appear on all airberlin flights to Keflavik in Iceland, from Berlin, Düsseldorf and Hamburg.

Mauritius e-bikes

OUTRIGGER Mauritius Beach Resort has entered a pact with Electro-bike Discovery to provide electric bikes for its guests.

They can be used by anyone and travel at up to 25km/h.

Eco-trips in the southwest of the island are available with a guide from Electro-bike Discovery.

The two-wheelers are available for hire from the hotel for US\$16.5 per hour or from \$US49 for a half day rides with a guide.

eNett repay initiative

ENETT International has launched 'Repay the eNett Way', an initiative to put the travel industry's focus on underprivileged communities.

One destination will be selected each year with eNett staff given the chance to travel to the destination and contribute.

Beyond just donations, eNett also focuses on education and support to help communities help themselves.

Scenic Rouge launch

SCENIC has launched its Scenic Rouge performance for the 2017 France River Cruising season.

The entertainment, inspired by French cabaret traditions, will be performed under Scenic's big top by the Rhône River in Lyon.

Scenic Rouge includes the can-can, aerial acrobatics, comedians and magicians.

Guests travelling on Scenic's 13-Day South of France river cruise will enjoy Scenic Rouge as one of the two Scenic Enrich events.

See the show reel **HERE**.



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

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To win, be the first agent to send the correct answer to the following question to

sonoma@traveldaily.com.au

Which Sonoma County State Park is celebrating its Centennial in 2016?

Need a hint? [CLICK HERE](#).

Aussies flock to the South



AN INCREASING number of Aussies are making the trip to Dallas & Fort Worth since Qantas first launched its direct services from Sydney in 2012.

News of the route's success was announced during the Sydney leg of Dallas/Fort Worth's three city trade mission held at Cafe Sydney last night.

Dallas Convention & Visitors Bureau president Phillip Jones said when the QF flights kicked off five years ago they were

getting about 20,000 visitors from Australia.

"Today we're getting 75,000 and our goal is to get that to 100,000 visitors in the next two years," he said.

Jones said while many had the perception of Dallas as the 1980s television series of the same name, the city was about so much more than that these days.

Pictured are: Mitch Whitten, vp of marketing, Forth Worth CVB; Geoffrey Hutton, ceo, Kent Marketing and Phillip Jones.

DNSW King musical

SYDNEY has secured acclaimed Broadway show, *Beautiful: The Carole King Musical*, which will premiere Sep at the Lyric Theatre.

Approx 60,000 overnight visitors are expected to visit Sydney to see the show, injecting AU\$26 million into the NSW economy.

Minister for Trade, Tourism and Major Events Stuart Ayres said "*Beautiful* will be a major drawcard for visitors to NSW".

Air Niugini 767 lease

AIR Niugini's two Boeing 767 aircraft will undergo scheduled maintenance as of today.

To maintain regular services on its 767 route, PX is leasing a 767-300 jet from Euro airliner, Euroatlantic Airways of Portugal.

The plane is under a wet lease arrangement where pilots, engineers and senior cabin crew on board are from YU, whilst the rest of the cabin will be staffed by Air Niugini.

Travelport & Marriott

TRAVELPORT has penned a multi-year strategic distribution agreement with Marriott International.

The deal continues to grant access for travel agents globally to Marriott International's 4,500 hotels in nearly 90 countries. - utilizing Travelport's travel commerce platform.

Bruce Hoffmeister, global chief information officer at Marriott said: "Travelport's travel commerce platform enables us to reach travel buyers globally and we're pleased to continue a p'ship that supports our int'l growth."

Loisaba camp opens

LOISABA Tented Camp in Kenya has officially opened (**TD** 14 Jan).

The new luxury accom is located in the Loisaba Conservancy and offers views spanning the Laikipia Plains to Mount Kenya.

EK mulls extra A380s

EMIRATES president Tim Clark said that the airline will buy more of the existing A380 model if Airbus decides to shelve the potential upgraded version, neo.

Clark told *Reuters* that the carrier could potentially increase its A380 fleet to 200 when it moves to Dubai's second airport Al Maktoum, although it is unlikely to occur before 2023.

"Whether that's enough to persuade Airbus to keep the line going is up to them, they have got to sell more and are trying very hard to do that," he said.

EK is also still considering an order of 50-70 Airbus A350s.



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This month Travel Daily, New Caledonia Tourism and Aircalin are giving agents the chance to win a trip to New Caledonia. The prize includes:

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- Return airport transfers



To win, answer every daily question correctly and have the most creative answer to the final question. Send your entries to newcalcomp@traveldaily.com.au



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Q9. How long is the domestic flight between Noumea and the Isle of Pines?

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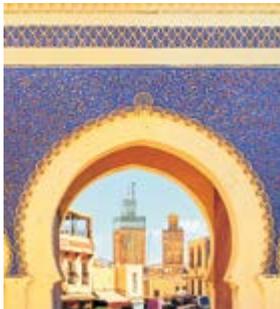


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- **2 night hotel stay in Rome**
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29 days from **\$11,650*** per person, twin share



NEW CRUISE TOUR

CELTIC SCOTLAND & IRELAND

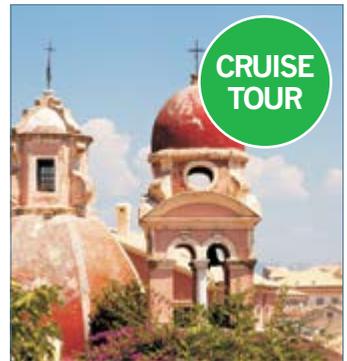
EDINBURGH TO LONDON
18 DAYS - 24 JULY 2017

Highlights: Edinburgh, Greenock, Port Ellen, Oban, Killybegs, Glengariff, Cork, Dublin, Cardiff, Isles of Scilly, Jersey, London

- **2 night hotel stay in Edinburgh**
- **13 night cruise onboard Aegean Odyssey**
- **2 night hotel stay in London**
- **Included Shore Excursions**

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18 days from **\$5,570*** per person twin share



CRUISE TOUR

DALMATIA & ANCIENT GREECE

VENICE TO ATHENS
13 DAYS - 27 SEP 2017

Highlights: Venice, Urbino, Split, Korcula, Dubrovnick, Kotor Bay, Sarande, Corfu, Katakolon, Plios, Monemvasia, Hydra, Piraeus

- **10 night cruise onboard Aegean Odyssey**
- **2 night hotel stay in Athens**
- **2 included tours in 2 countries**

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13 days from **\$4,030*** per person twin share

*TERMS & CONDITIONS: All fares in Australian dollars, per person, twin share based on lowest available category & include all promotional savings & offers, onboard gratuities, air & port taxes (correct as 06 May 2016). Cruise only voyages based on Cat L Standard Inside cabins. Fly Free Grand Voyage based on Standard Outside cabin Cat J. Valid for new bookings only. All EBD Offers, including any % discount offered at time of booking, are capacity controlled and can be withdrawn or modified at any time without notice. All fly free offers are capacity controlled and can be withdrawn or modified at any time without notice. Offers are capacity controlled & may be withdrawn at any time without notice & can't be combined with other offers. Cancellation penalties & conditions apply. FLY FREE offer is subject to availability. Airfares, cruise & accommodation prices based on specified booking classes, airlines, routings & departure dates. Valid for flights to/from Sydney, Melbourne, Brisbane, Adelaide & Perth. Solo occupancy is subject to availability and one selected cabin categories, details and fare available on request. Pre & post hotel accommodation & transfers from airport/port/hotel offered on dates specified on itinerary only, ask for details. Prices based on payment by cash or cheque only. Travel agent service fees not included. Voyages to Antiquity reserve the right to change, correct errors, withdraw from sale any or all fares, itineraries, excursions & fees. For full terms & conditions visit www.voyagestoantiquity.com.au or visit your local preferred Travel Agent.



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*** NEW ROLE ***

**CORPORATE TRAVEL BUSINESS DEVELOPMENT MANAGER
MELBOURNE – SALARY GUARANTEE \$130K - \$150K**

If you consider yourself a consummate professional in Sales with experience in the Corporate TMC market, we have a prestigious new role available with one of the most dynamic TMCs in the business. Targeting the ACADEMIC market, 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. Guaranteed salary on offer plus fantastic bonuses.

SENIOR EXECUTIVE REQUIRED!

**GROUP DIRECTOR OF SALES
GOLD COAST – EXECUTIVE PKG + BONUSES**

Come & join this industry leader as their Group Director of Sales. You will lead & manage a team of sales professionals, developing & implementing sales strategies across the group, manage multiple segments & drive revenue targets to reach company goals. Exceptional leadership skills a must along with experience in a similar role with previous regional, country or global responsibilities. An executive pkg. on offer including strong base + bonuses + benefits.

THE LEADERS CONTINUE TO GROW

**CORPORATE SALES
PERTH - SALARY PACKAGE TO \$80K OTE**

Do you prefer doing business face to face? Like schmoozing with company MD's instead of pitching travel procurement managers or board of directors? Then it's time to take your strong sales and client relationship skills to this award winning TMC where you will be rewarded for your efforts with a lucrative salary package plus commission. Effective leads, supporting co-ordinators and a premium brand name will set you on the road to success.

PASSIONATE ABOUT SALES?

**SALES MANAGER
BRISBANE – SALARY PKG UP TO \$84K**

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

IS NEW ZEALAND CALLING?

**COMMERCIAL MANAGER NZ AND PACIFIC REGION
AUCKLAND – STRONG SALARY NZD + INCENTIVES**

This successful global travel company is looking for a successful Commercial Manager to join their team. You will be responsible for leading the NZ business and team with 8 direct reports, executing sales strategies to grow & maximise revenue. You will be well networked in the New Zealand travel market, have led teams with a proven track record in sales and account management, based in Auckland a high remuneration package is on offer.

CRUNCH THE NUMBERS!

**AREA REVENUE MANAGER
CHRISTCHURCH – SALARY PKG UP TO \$85K**

Take your career to the next level and join this industry leader as an Area Revenue Manager in Melbourne or the Gold Coast. Work closely with GM's, Sales & Marketing teams to implement revenue management processes, forecasting, channel management, budgeting, competitor analysis & management reporting to achieve revenue goals. Great salary + bonuses on offer. Prev. experience in a similar role overseeing multiple properties a must.

BE THE FACE OF THIS HIGH END BRAND

**NSW/ACT TRAVEL INDUSTRY BDM
SYDNEY – SALARY \$75K PLUS**

This is a brand you want to represent, well known as a leader in their field, agents will greet you with open arms. Be the face of this brand calling on the industry to promote and sell this great product. Use your strong sales skills to increase revenue whilst also looking after your existing customers. If you love to be challenged and love finding new business opportunities whilst maintaining the existing then this is for you, send your CV today.

BE THE FACE OF THIS UNIQUE, NEW CONCEPT

**LEADING HOTEL MICE BDM
SALARY PACKAGE \$105K**

Are you a talented MICE BDM looking to sell a fantastic new hotel space? This dynamic, award winning hotel has just finished a multi-million revamp of their Events and Conferencing areas. Aimed at the higher end of town, you will enjoy representing this unique facilities to your PCO and Corporate clientele. Boasting amazing waterfront views, your clients will be lining up to have their next high profile launch, function or conference in this prestigious space.

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