

Yvonne joined
for the support team

Every agent has
a reason to join

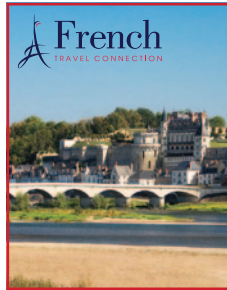
MTA mobile
travel
agents
Call 1300 682 000
Visit join.mtatravel.com.au



Travel Daily

First with the news

Thursday 19th May 2016



REGIONAL
FRANCE

BOOK ANY 3 NIGHT
PACKAGE NOW!

BOOK NOW

DISCOVER THE DIFFER ENCE



THE DIFFERENCE IS
INCLUDED ON ALL
OUR 2017 EUROPE
RIVER CRUISES

SCENIC°

Qantas rejigs USA tariffs

WEEKEND flights with Qantas between Australia and North America in Economy class are set to become more expensive next week following a tariff review.

While midweek fares remain unchanged, services on Fri, Sat and Sun will incur an increase of \$100, **TD** can exclusively reveal.

The review applies to core tariffs on North America routes (excluding Honolulu and Canada).

A Qantas spokesperson told **TD** 'Day of Week Pricing' will see two different price points displayed in agent GDSs - one for a weekday & another for weekend departures.

New fare basis codes across all fare types and cabins will be assigned on the North America routes, which QF says will "ensure improved alignment with our

partner American Airlines".

Qantas will also introduce two new Advance Purchase fares in Business class which will lead to lower Biz fares in market, while the weekend fares will replace current surcharges.

The Business class 120 day Advance Purchase 'I' class level will have a minimum stay of 10 nights but the 50 day Advance Purchase 'D' class level has no minimum stay.

Qantas said the changes will be loaded into global distribution systems (GDS) progressively over the next few days.

To secure bookings under the current international fare structure, agents must ticket existing bookings by 23 May with the new North America int'l structure taking effect on 24 May.

Luxperience update

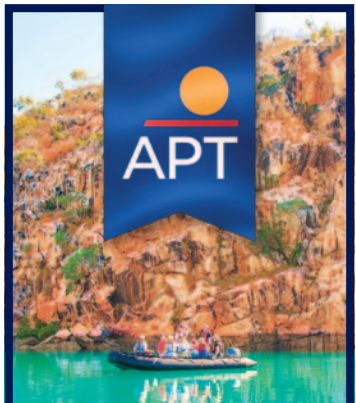
NOMINATIONS are now open for the 2016 Luxperience Awards which feature two new categories - Best Suite & Best Custom Space.

For more details on the Awards and the latest information from Luxperience, see the 'Luxury Update' on **page seven**.

Today's issue of TD

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

- Luxperience
- AA Appointments jobs
- JITO



UNFORGETTABLE

KIMBERLEY
COAST
CRUISING

2017

NEW BROCHURE
OUT NOW



NATIONAL TRAVEL
INDUSTRY AWARDS

FINALIST 2016

islands
on sale

EXCLUSIVE OFFERS,
FREE NIGHTS,
FREE CREDITS, & MORE!

Virgin australia
Virgin samoa

viva!
holidays

For more information visit www.qhv.com.au

IS THIS AUSTRALIA'S MOST REWARDING ONLINE BOOKING SYSTEM?

"Get higher commissions than any other online
booking system"



online.jcholidays.com.au



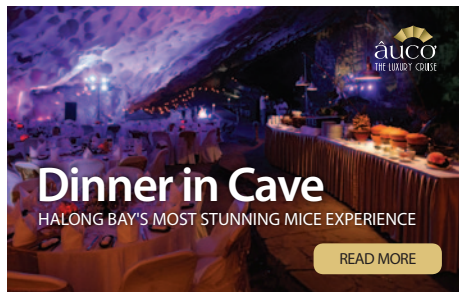
JCHolidays

NEW! East Greenland Sailing Voyage
8 Days from \$4,799

cultural experiences, local partners

1300 855 684 ONTHEGOTOURS.COM





Dinner in Cave
HALONG BAY'S MOST STUNNING MICE EXPERIENCE

READ MORE

Travel Daily

First with the news

Thursday 19th May 2016



solo connections

Specifically designed for Solo Travellers
Private rooms with NO single supplements
Escorted from Australia including flights
Maximum of 20 passengers
All inclusive touring

For more info or brochures, call 1300 044 444
or go to www.soloconnections.com.au

Dubai, Airbnb pact

DUBAI Tourism and Airbnb have penned an MoU to regulate the accommodation website in the emirate while promoting "responsible" holiday home sharing and helping to "grow and diversify" tourism offerings.



✓ FIND OUT MORE

DISCOVER KAZAKHSTAN

air astana
HOLIDAYS

SIA no-frills holding unit

SINGAPORE Airlines yesterday announced the creation of a holding company for Scoot and Tiger Airways which SIA says is set to drive deep integration between the two budget carriers.

The new structure comes after SIA took full ownership of Tiger Airways in Mar (**TD** 17 Mar) following TR's de-listing from the Singapore stock exchange.

Registered as Budget Aviation Holdings Pte Ltd, the entity will be headed up by Lee Lik Hsin, who has led Tiger Airways Singapore for the past two years.

The new business sees Scoot's ceo since its inception in 2012, Campbell Wilson, return to the overarching company in a senior position, while SIA's ceo Goh Choon Phong will be chairman of Budget Aviation Holdings.

The new firm's management

team will be a mix of senior staff from Scoot, Tigerair and SIA.

Goh said developing Budget Aviation Holdings allowed SIA to "fully realise" the commercial and operational synergies between Scoot and Tiger Airways.

The organisation's structure allows full integration of TZ and TR's sales and marketing, IT, planning and operations.

"The holding company structure will drive a deep integration of our low-cost subsidiaries, which are important parts of our portfolio strategy in which we have investments in both the full-service and budget aspects of the airline business," Goh said.

In welcoming the news, Goh also made mention of Scoot's ceo Campbell Wilson and his success in developing the carrier's "corporate culture, brand, route network and fleet, and bringing it to profitability in a short time".

"We look forward to his return to SIA," Goh commented.

AFTA appoints

THE Australian Federation of Travel Agents has appointed Naomi Menon as its new National Manager - Compliance and Membership.

Her responsibilities see her step into the role vacated by David Tooze (**TD** 10 Mar), with Menon's background including positions with the Mortgage and Finance Association of Australia and Toyota Motor Corporation.

More appointments on **page five** of today's **Travel Daily**.

Sri Lankan flooding

THE death toll in Sri Lanka has risen to 37 with more than 150 people missing following flooding and landslides.

Ground transportation has been disrupted, with the Department of Foreign Affairs & Trade issuing warnings for travellers in the regions of Kurunegala, Monaragala, Badulla, Ratnapura, Kandy, Kegalle, and Nuwara Eliya.

Mantra Richmond

THE 110-key Mantra Richmond Hotel has officially opened this week in Brisbane's Spring Hill.

The new-build property offers quick access to the airport and is only minutes from the CBD & Fortitude Valley.



Your great service and our great rates

UNBEATABLE

JOIN TODAY AT
www.expedia.com.au/taap
telephone
1800 726 618
email
expedia-au@discovertheworld.com.au

Upgrade from travel agent to personal travel manager



Be individual, earn more and inspire your clients.

Contact us now to find out more
E join.us@travelmanagers.com.au
W join.travelmanagers.com.au
P 1800 019 599

 Travel Managers
As individual as you are

Excellence in Flight
KOREAN AIR

Sydney (02) 9262 6000
Brisbane (07) 3226 6000

THE ALL NEW PRESTIGE CLASS
PRESTIGE SUITES



www.koreanair.com

Luxe travel demand rising

A REPORT released by Amadeus has determined consumers are increasingly spending disposable income on experiences instead of material goods, kick-starting an upward trend in luxe travel.

The report, 'Shaping the Future of Luxury Travel', found growth in luxury travel exceeded that for overall travel between 2011-2015.

Australia has already witnessed strong tourism growth out of

China and India, with nearly 50% of Chinese and over 40% of Indian consumers considering travelling to Australia in the next 4 years, due to proximity, the world class tourism offering & amenities.

It also predicted Asia Pacific's high-end market will see faster overall growth than Europe's between 2011-2025, with growth due to slow from 2015-2025.

Read the full report **HERE**.

LATAM Latin Adventure



IN CELEBRATION of LATAM Airlines new brand identity, the carrier is this week hosting nine travel staff from Consolidated Travel, Expedia, APT, STA Travel, Flight Centre, Adventure World and Bunnik Tours on a tour of Peru, Brazil and Chile.

The troupe experiences LATAM's Business class offering aboard its Boeing 787-9 Dreamliner aircraft and were escorted by LATAM's md Asia Pacific Patricio Aylwin &

commercial director South Pacific Francisco Portilla.

Pictured aboard the aircraft from left are Melvyn Almeida, Consolidated Travel; Demi Kavaratzis, Expedia; Alexandra Pisker, APT; Jerome King, STA Travel; Leanne Woolstonecroft, Flight Centre; Roann Roberts, Flight Centre NZ; Carolina Oriani, Adventure World; Dennis Bunnik; Bunnik Tours & Francisco Portilla, LA crew and Kirk Wong, Expedia.

Solomons A320 refit

SOLOMON Airlines flagship Airbus A320 will return to full service this Sat after undergoing routine maintenance and a cabin refresh in Singapore.

The A320's revamp included new seat upholstery and carpets, upgraded in-flight entertainment system and a fresh coat of paint.

Cube lounges grow

TRAVELCUBE has expanded its network of airport lounges that travel agents can secure passes to more than 70 locations in 65 cities around the globe.

This month, new facilities have been added in Brisbane, Cebu, Phnom Penh, Siem Reap & Taipei.

TravelCube Pacific vp sales and marketing John Stucci says airport lounges are the top non-hotel product out of this market.

All lounges are operated by independent companies such as Servisair and Premier Plaza Lounges, with prices ranging from \$17 to \$113 which tend to include food, alcoholic beverages, wi-fi and shower facilities.

VA early bird fares

VIRGIN Australia is promoting "early bird fares" on select routes online when booking travel 60 days in advance.

Routes include Melbourne to Adelaide and Sydney to Brisbane, both priced from \$89 one way.

Window Seat

JETSTAR flight JQ252 from Wellington to Auckland today was delayed 40mins by a cute little fish in a tupperware container named "Lil' b".

The pet's owner James Ayr said he had planned to surprise his girlfriend in Auckland with the black moor goldfish.

Despite getting approval and showing the two-month old fish to Jetstar staff when he checked in & on presented his boarding pass, "Lil' b" was given marching orders by a flight attendant as the flight was taxiing to take off.

The aircraft later returned back to the terminal where Ayr and Lil' b disembarked.

A Jetstar spokesman told *Stuff* that the flight was not delayed because of the goldfish, but for "other operational reasons".

GALTA website debut

A WEBSITE for gay and lesbian tourism in Australia has been launched during this week's Australian Tourism Exchange on the Gold Coast.

Created by Gay & Lesbian Tourism Australia, the website incorporates destination info, event details, product listings and an experience-based blog.

See visitgayaustralia.com.au.

University of Sydney



Campus lifestyle close to vibrant neighbourhoods
Corporate Travel Consultant

Exciting opportunity to be a part of a new frontier of academic travel servicing, with University of Sydney launching their new in house corporate travel team. Responsible for the university's employees and academics corporate travel needs. Set on campus within Sydney's vibrant inner west, with cafes, parks, pools and shopping at your doorstep.

Apply now for this unique opportunity - Sue Collins at Communico
02 9112 1638

Corporate Travel Consultant

We are looking for a vibrant, outgoing consultant with 2-3 years experience looking to join a growing boutique team located in Sydney's CBD, close to Town Hall Station.

You need to have experience in corporate travel and a passion for delivering excellent service on a day to day basis. Sabre and Tramada Next Gen are preferred but not essential. Attractive salary for the right person.

If you think outside the box when working with clients, then we would love to hear from you.

Send through your resume to Georgina Byrt at georgina@sanfordtravel.com.au or call 02 8268 2777.



Thursday 19th May 2016

Melbourne - London

RETURN ECONOMY CLASS FROM

ROYAL BRUNEI
AIRLINES

~~\$999~~
0 CLASS SOLD OUT

ALL INCLUSIVE
\$1,215*
S CLASS AVAILABLE

*Based on S class in low season. Date restrictions and conditions apply.

Dest Far West 'limbo'

THE recently formed Destination Far West organisation says it is in "limbo" following Inland NSW's voluntary administration (**TD 06 Apr**), according to local reps.

Destination Far West Steering Group spokesman Michael McCulkin said govt funding challenges are causing "great concern" that the group's work and momentum could be lost.

To combat concerns, the Destination Far West Steering Grp is proposing another organisation step up to "fill the leadership void left by the unfortunate cessation of Inland NSW", which is also hoping to reinforce the existing Steering Group.

"We aim to talk to the Inland NSW Administrators to transfer ownership of the Destination Far West name and entity and to talk to Destination NSW and Broken Hill City Council to urge continued support and resources," McCulkin said in a statement yesterday.

Hong Kong Travel Mission returns Down Under



QR ups IAG stake

QATAR Airways has cranked up its vested interest in International Airlines Group (IAG) - the parent firm of British Airways, Iberia, Vueling & Aer Lingus - from just under 12% to 15.01%.

CEO Akbar Al Baker said QR was considering further expanding its stake in IAG to within the limits of non-European countries which are entitled to no more than 49%.

ABOVE: Hong Kong Tourism Board and 37 Hong Kong partners hosted more than 150 travel agent and wholesalers at its first Travel Mission in over a decade in Sydney earlier this week.

The new event format enabled attendees to conduct one-on-one 15-minute contract meetings with suppliers and a walk-in networking event where guests were pampered with massages

and a scrumptious candy buffet.

Hong Kong Tourism Board regional director for Australia Andrew Clark said the event was "a great success, with plenty of business discussed and contacts made - plus everyone had a little fun as well".

A number of prizes were also handed out at the event.

The Mission continues today with an event in Melbourne.

Come share our love of Europe

2016 CHRISTMAS & NEW YEAR TOURS BROCHURE *out now!*

Featuring the largest range of dedicated European Christmas & New Year Tours on the market!

What's in it for you?

- ✈ More money in your pocket - with our prices already including all special meals, excursions and even end of tour tips, you earn heaps more commission
- ✈ Peace of mind with our guaranteed group departures

What's in it for your clients?

- ✈ Festive tours designed for Australians
- ✈ Special Christmas activities and events
- ✈ Genuinely inclusive with no extra 'on tour' costs
- ✈ Charming hotels in superb locations
- ✈ More time sightseeing
- ✈ 3-7 night stays in the one location over Christmas



Call 1300 135 015 or visit www.albatrosstours.com.au
Brochures available from TIFs

ALBATROSS
Tours



Thursday 19th May 2016

SIX Melbourne-based travel agency owners and senior travel consultants were recently treated to a Sri Lanka famil, hosted by tour operator India Unbound.

The Australian firm is a specialist in handmade trips to India & Sri Lanka and organised the famil in partnership with Sri Lanka Tourism.

During the week-long journey the group visited Sigiriya, Hatton, Madulkelle, Yala National Park, Weligama, Galle and Colombo.

India Unbound founder & tour planner Lincoln Harris said the famil aimed to equip agents with

the first-hand knowledge to help create customised itineraries for their clients.

The group are **pictured** at Tea Trails in Hatton, from left are Katharine Clarke, Ackerfeld & Goldberg Travel Associates; Judy Tanner, Aurora Travel; Katina Jones, helloworld Ascot Vale; Peter Power, industry sales manager India Unbound; Chelsea Hutchinson, Emma Whiting Travel; Anna Whatford, Lidstrom & Clyne Travel and Sue McNiece from Albert Park Travel.

Not pictured is India Unbound's marketing mgr Quynh Nguyen.

Sales Manager – Uniworld, Brisbane Sales Manager – Uniworld, NSW

2 Exciting Roles! Join The Travel Corporation – A Family of Brands
The Role

Our Sales Managers are responsible for maximizing the sales potential within their territory by cultivating strong relationships with existing trade partners, driving brand awareness, & identifying new customer prospects. Sales Managers must be able to represent the brands to the travel industry, ensuring that the company values & integrity of the brand's products are preserved to their full potential. Sales Managers strive for the successful execution of their sales & call plans ensuring business growth, profit & team & individual objectives are met to the highest standards set.

The Candidate

We're looking for a candidate with a true passion and appreciation for luxury travel products. The successful candidate will also require self-motivation, discipline, independence, and a clear focus on results. Proven experience in managing and consistently increasing sales within a pre-defined sales territory is essential, while a strong record in communication, presentation, and stakeholder relationship management is also required. Candidates with travel industry experience will be highly regarded.

Apply

Please follow the link to view our careers website: <https://chj.tbe.taleo.net/chj05/ats/careers/searchResults.jsp?sessionId=073B5A5A42B38FECF4359188DF712323?org=THETRAVC&cws=1>

Should you be interested in **applying** to either of the above roles, please forward to resume directly to Alycia.hummel@ttc.com

UNIWORLD
BOUTIQUE RIVER CRUISE COLLECTION™



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.

World Journeys has appointed **Anna Gillan** to their team as a Groups Specialist, replacing Vanessa Hibbard. Gillan will be responsible for the planning and operation of the company's small group hosted journeys, as well as quoting and arranging group travel for agents.

AccorHotels has announced a number of new General Manager appointments across its portfolio of properties. **Jeremy Healy** is the new General Manager for **Softel Auckland Viaduct Harbour**. **Nathan Frost** will take up the position of General Manager at **Softel Viaduct Harbour**. **Jeremy Samuels** will join **Ibis Adelaide** as its new General Manager, previously holding the title of Executive Assistant Manager at Mercure Sydney.

Matthew Everson will step into the dual role of Area Manager and General Manager at **Peppers Salt Resort & Spa**, with **Scott Robertson** to commence as General Manager of **Mantra on Salt Beach**. Additionally, **Mantra Group** has welcomed **Ella Jones** to the role of MICE Sales Manager at Mantra on Salt Beach, Peppers Salt Resort & Spa and Peppers Bale Salt.

G Adventures has named **Adam Clancy** as its new Consumer Marketing Executive Australia and New Zealand, moving from his former role with the company as Trade Marketing Specialist.

Anders Lund has been appointed as General Manager of **Maison Aurelia by Préférence**, Bali, departing his former role as a Regional Operations Executive for Swiss-Belhotel International Indonesia.

Kenya Travel Expo

THE Kenya Tourism Board (KTB) will hold its annual Magical Kenya Travel Expo (MKTE) from 12-14 Oct in Nairobi.

A host of wholesalers, retailers, tour operators and hoteliers are expected to attend to conduct tourism business with key global buyers, with the goal of increasing tourist arrival numbers and revenue in line with their Vision 2030 goal.

Aussie buyers, key wholesalers and decision makers will be hosted by KTB on pre-famils running from 07-11 Oct.

Hosted buyer registrations close 15 Jun - **CLICK HERE** for more.

AS adds Cali routes

ALASKA Airlines has announced it will add two new intrastate services in California between San Diego-Sacramento and Burbank- San Jose from 17 Mar.

The routes will operate thrice-daily using three-class 76-seat Embraer E175 aircraft.

Seats for the new routes go on sale from 25 May.

Mt Hutt snow falls

FIVE cms of natural snowfall has hit the peak of Mt Hutt, heralding the start of winter for Queenstown's Coronet Peak which is slated to open 11 Jun.

TRAVEL MANAGER

North Sydney

Travelclub
Reward yourself

Are you an experienced Travel Consultant?

If you're looking to move into the corporate side of travel without losing your love for selling leisure, this is the role for you! Reclaim your weekends and gain access to an existing customer base as you become part of this exclusive "member's club" brand.

APPLY NOW

NAL70879

WIN A TRIP TO NEW CALEDONIA



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

- Two return economy class flights on Aircalin
- 5 nights at Ramada Hotel & Suites Noumea staying in a one bedroom apartment
- Daily breakfast
- One week unlimited golf for two at the Exclusiv Golf de Deva + Garden Golf de Dumbea
- 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

Q14. What is the flying time with Aircalin from Brisbane to Noumea?

[CLICK HERE for a hint](#)

[Terms and conditions](#)

CEB plot Aus growth

CEBU Pacific say the airline will be able to access new markets in Australia courtesy of its fleet renewal program.

The update will see CEB take delivery of 30 brand-new Airbus A321neo aircraft with a flying radius of more than six hours and room for 240 passengers.

Locally, CEB flies to Sydney but has flagged flights to Melbourne Avalon Airport (TD 23 Apr 13).

The carrier has also ordered 16 ATR 72-600 turboprop aircraft for inter-island services.

Delivery of the new aircraft is set to be completed by 2021.

Zil Pasyon bookings

SIX Senses Zil Pasyon on the island of Félicité in the Seychelles is accepting reservations from 01 Oct onward for the new resort which features 30 villas.

Alice Springs light fest

INDIGENOUS art will illuminate Alice Springs as part of the new annual light festival Parrrtyeme.

The free event will take place at the Alice Springs Desert Park for 10-nights from 23 Sep to 02 Oct.

It will feature three separate installations of original Aboriginal art created by local artists, students and the community using light and sound.

For more information on the event [CLICK HERE](#).

SiteMinder, HiRUM

SITEMINDER and HiRUM have formed a partnership to offer a new, online distribution solution for Australian hotels.

The pact will automate online bookings for the companies' mutual hotel customers to help cut the time and costs involved in overbookings.

AI preferred seats

AIR India has introduced paid advanced seat selection across all flights, with routes from Sydney and Melbourne to Delhi charged at \$60 one way - more [HERE](#).

Travel Daily
First with the news
Thursday 19th May 2016

Malindo Air TWOV tick



THE Consul General of Malaysia announced the approval of a Transit Without Visa (TWOV) facility for all Malindo Air passengers at the carrier's recent trade event in Perth.

TWOV allows easy transit of tourists to and from countries like India, Pakistan, Bangladesh and Sri Lanka through Malaysia to their home country.

A transit stay of up to 120 hours in KL is covered free, subject to passenger ticket travel details.

Pictured at the Perth event are Roheena Gidwani and Wayne Callaghan of Airline Rep Services; Vijay Avili, Malindo Air; Nazarudin Jaafar, Consul General; Noorjamhri Jamal, Vice Consul; M. Azmi Jemain, Vice Consul and Penny Ng, Tourism Malaysia.

MAIN BEACH TRAVEL MBT CORPORATE

Bespoke Leisure Travel Consultant

Join our successful and vibrant team of travel advisors on fashionable Tedder Ave, Main Beach on Qld's Gold Coast. The agency has an enviable mix of mix of business, supported by Virtuoso, Qantas Platinum and CruiseCo memberships.

This role is primarily looking after high-end leisure clients, building complex but interesting itineraries.

MINIMUM SKILLS & EXPERIENCE

- Minimum 5 years travel consulting
- Amadeus & Tramada experience (or similar)
- Virtuoso experience highly regarded

BENEFITS

- Attractive Salary and benefits, including profit share.
- Civilized hours, mainly Mon to Fri, with very occasional out-of-hours demands

A healthy environment in a great atmosphere surrounded by a wonderful team of high achievers in a beautiful location.

Interstate applicants welcome.

Please email your application to mike@mainbeachtravel.com.au

Only candidates meeting the minimum requirements will be considered, and unsuccessful candidates will not be contacted.

Travel Daily is Australia's leading travel industry publication.

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

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park, NSW, 2113 Aust.

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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

Publisher/Managing Editor: Bruce Piper Editor: Guy Dundas Editorial email: info@traveldaily.com.au

Contributors: Jasmine O'Donoghue, Bonnie Tai, Nathalie Craig, Jenny Piper, Sarah Piper

Advertising and Marketing: Sean Harrigan and Lisa Martin - advertising@traveldaily.com.au

Business Manager: Jenny Piper - accounts@traveldaily.com.au

Part of Business Publishing Group.

Travel Daily WEEKLY

travelBulletin

business events news

Pharmacy DAILY

Travel Daily TV

TRENDS - How travel has changed the fashion industry

TRAVEL is at the forefront of a seismic shift in the way people purchase luxury goods. It has changed the concept of national boundaries and the static cycle of the seasons. Spending on luxury goods now tends to be centred within a handful of global cities and driven by a wealthy class of global citizens.

With the rapid rise of their economy, the Chinese quickly became some of the fashion world's biggest spenders. In emerging economies, luxury

goods are an outward indication of one's status and wealth. Soon after, the Chinese began to travel in huge numbers – and when they travel, they like to shop. In 2015 120 million Chinese tourists spent US\$229 billion on shopping while abroad. Fashion and accessories were the top purchases. In China, prices can be more than 60% higher than in Europe or the US, so it's no wonder travellers were keen to spend up big. It's the direct intersection of luxury brands and high end travel.

International brands quickly began catering for the Chinese market in their global stores, stocking smaller sizes or marketing to them directly via apps like WeChat. Fashion brands began to adapt their calendars to suit the Chinese traveller. The rise of resort wear collections can be linked to changing travel patterns as travellers have a greater need for bright, summery pieces and swimwear. Traditional seasons don't apply when you're jetting off to Dubai at any moment.



EXHIBITOR NEWS

The definition of luxury

Beverly Hills Conference & Visitors Bureau has been asking the question – what is the definition of luxury? To answer it, they have partnered with 12 leading celebrity tastemakers who will share their perspectives on luxury. Australia's own Curtis Stone will be featured, along with fashion designer Rachel Zoe, interior designer Kelly Wearstler and celebrity trainer Gunnar Peterson. The celebs all agree – Beverly Hills epitomises luxury, from its classic, timeless elegance to its position at the forefront of modern trend setting. The campaign will include a limited edition book, digital content, a dedicated site lovebeverlyhills.com, video and social media.

LUXPERIENCE NEWS

Personal styling sessions at Luxperience 2016

At Luxperience, we understand that fashion and travel go hand in hand. It's one reason we've introduced a new series of business sessions for this year's event, including sessions focused on personal styling and led by Australian fashion expert Henry Weinreich Roth. We want our buyers to understand how they can use fashion to work for them and why it is so important for their personal brand. Places are strictly limited. Visit luxperience.com.au to find out more.

Luxperience Awards nominations open

We're looking for the best of the best in luxury travel once again this year. Nominations for the 2016 Luxperience Awards are now open. It's your chance to be recognised for the inspiring, meaningful, connected work that you do in the industry. There are also two new categories this year for best suite and best custom space. Buyers and exhibitors can enter now.

More first time exhibitors at #soluxperience

There are some exciting new members joining the Luxperience family in 2016! It's great to have American Airlines onboard, following the launch of the new Boeing 777 Sydney to Los Angeles service. Uniworld Cruises will showcase their uniquely designed luxury vessels; Charme & Adventure will introduce pure Italian experiences and we are pleased to announce newly opened luxury hotels from Movenpick. New boutique properties closer to home in Byron Bay will also feature including Halcyon House and Elements of Byron.





www.aaappointments.com.au



Want your career search handled confidentially? Call the experts!

MANAGE THE MARKET!

AREA 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.

DRIVE, DEVELOP & DELIVER!

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.

NEW ROLE A RARE OPENING IN THE SALES TEAM

NSW/ACT TRAVEL INDUSTRY BDM
SYDNEY – STRONG SALARY PACKAGE

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.

FLAIR FOR FIGURES

AREA REVENUE MANAGER
GOLD COAST or MELBOURNE – 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 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.

****NEW ROLE** BE THE DRIVING FORCE**

CALL CENTRE TEAM LEADER
SYDNEY - SALARY PACKAGE \$95 INCLUDING BONUS

Work for this leading Travel Company based in Sydney and lead their call centre operations. You will be responsible for leading a team of sales staff to meet and exceed, daily, weekly and monthly targets, mentoring, training and call coaching are all part of the role. You will come from a call centre background, have an understanding of telephony metrics and have lead teams to success. If this sounds like you apply today!

UTILISE YOUR TOP NOTCH SALES SKILLS

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.

HIGHLY SOUGHT AFTER HOTEL GROUP

DIRECTOR OF SALES
MELBOURNE – SALARY PKG TO \$110K (DOE)

Reporting to the General Manager, you will be responsible for the growth & success of this amazing property across all market segments. They now need an experienced DOS to drive all the sales & marketing plans across the property. Not afraid to roll up your sleeves & be hands-on, it's important you have a solid understanding of both corporate & leisure markets, combined with professional sales skills & previous experience leading & motivating a sales team.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

FOR ALL THE BEST EXECUTIVE VACANCIES VISIT OUR WEBSITE www.aaappointments.com.au

jito hundreds of new jobs on jito.co



job alerts

post a job

view jobs