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Express TTV surges 18%

THE Express Travel Group had its "best year this decade" in 2015/16, with TTV up 18% and passenger volumes up 20%, according to ceo Tom Manwaring.

Speaking at the Independent Travel Group Business Forum in San Francisco on the weekend, Manwaring said the growth had been underpinned by ETG's three brand strategy - the Asia-focused Select Travel Group alongside the Independent Travel Group and the italktravel network which this year paid its maiden cash dividend to franchisees (**TD** Fri).

"We'll soon be pushing through the billion dollar mark," he told **TD**, with the organisation growing by 38 stores during the period.

New members boosted TTV, organic growth was still "double-digit" meaning Express significantly outperformed the wider market.

Express now encompasses 662 offices across the country, making it "Australia's largest independent travel group by a country mile".

Manwaring welcomed new members to the conference, with attendees including Michael Middleton from Bicton Travel, named Australia's best retail agency at this year's NTIA and which joins ITG effective 01 Dec (**TD** 24 Oct) in a move described as a "coup" for the group.

He highlighted key aspects of the ITG offering, including its Book Safe Agent insurance product, as well as its growing stable of preferred land providers.

The top destination sold was the USA followed closely by the UK, while the top five categories over the last 12 months for ITG have comprised river cruising, coach touring, accommodation, ocean cruising and FIT arrangements.

Manwaring highlighted the ongoing growth in passenger numbers as a key opportunity.

"We are in the right spot at the right time - the future is up to us to grab," he said.

More from the ITG conference on pages **two, three** and **six**.

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Topdeck bargain fare

TOPDECK has released a \$799 return fare from Australia to Paris for customers booking a trip of 14-24 days duration, on sale until 30 Nov, complementing its \$499 return fare to Paris for tours of 25 days or more - call 1300 886 332.



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QF trialling agent rewards

QANTAS is currently piloting a travel agent rewards program, with the scheme on track for a wider rollout in Jan.

The initiative was unveiled to Independent Travel Group agents at the group's conference in San Francisco on the weekend by Qantas head of agency partnerships, Rob Harrison.

Harrison said the program would provide "rewards and recognition for Qantas Agency Partners," allowing consultants to earn points for selling Qantas, redeemable for flights of more than 5,000 other products.

He said the initiative was "our way of saying thank you to your staff for selling Qantas".

Harrison gave the ITG delegates a sneak peek at the system, adding that it would be equipped with a function to allow agency managers to disable or enable it for their consultants "to give you a choice as a business owner to turn it off so you will still have a level of control".

Other initiatives highlighted by Harrison included the evolution of the Qantas Industry Centre, with a range of policies changed to empower staff which has meant almost 80% of calls are now resolved without escalation.

That's been a major turnaround from the figures a few years ago, where four out of five enquiries had to be referred to a manager, with the change having

significantly reduced wait times.

Another success has been the new qantasgrouptavel.com website, which has been live for just over 12 months, allowing consultants to produce instant quotes and group contracts.

"We've seen a huge uptake of the site and it's been phenomenally successful," he said.

There's also the relaunched Qantas Learning Hub which has a new responsive platform meaning it can be used on any device.

Courses available range from beginner through to intermediate and advanced, with individual consultant progress able to be tracked and monitored.

Agents can book live classrooms up to six months in advance and there's an array of content available on demand.

Uptake of the platform has been strong, with Harrison saying as many as 800 consultants regularly participate in new webinars about new product launches.

"We could never reach out so fast to our agency partners without the use of this technology," Harrison enthused.

MH-CI codeshare

MALAYSIA Airlines and China Airlines look set to launch a codeshare pact, with GDS showing the CI code on Malaysia Airlines flights from Taipei to Kuala Lumpur and Kota Kinabalu as well as on to Johor Bahru and Penang.

Congo travel warning

DFAT has increased its overall travel advisory for the Democratic Republic of Congo to the 'Do not travel' level due to protests.

Aussies are being urged to leave by commercial means "before the situation deteriorates further".



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Sydney Invictus Games '18 coup

SYDNEY has been named as the host city of the Invictus Games 2018, pipping the likes of the Gold Coast which recently said it wanted to stage the sports event using its Commonwealth Games facilities (**TD** 11 Aug).

On Sat, Prince Harry - who created the multi-sport, revealed Sydney had been chosen to host the fourth running of the Invictus Games across Greater Sydney, including the Sydney Olympic Park and on Sydney Harbour.

Event competitors have either been wounded, injured or are sick armed services personnel.

The Invictus Games will bring together 500 competitors from 17 nations to Australia from 18-29 Oct 2018.

Prince Harry said Sydney won based on three "key criteria".

"Firstly, it had to be an iconic city - somewhere known the world over. Second, it needed to be a city with a proud military heritage...and finally, we wanted to go somewhere where they are absolutely sports mad and would really get behind our competitors.

"It was an easy decision really."

Next year's Invictus Games are scheduled for Toronto, Canada, from 23-30 Sep.

Ciobo under fire

FEDERAL Tourism Minister Steven Ciobo has been grilled by ABC *Insiders*' host Barry Cassidy over the plan to reduce the backpacker tax, but instead jack up the Passenger Movement Charge to \$60, effective 01 Jul.

Yesterday, Cassidy quizzed Ciobo about previous comments he'd made relating to the PMC.

"You said in Parliament not long ago that previous increases in the departure tax 'choked the golden goose', that is Australia's tourism industry, why then won't this latest increase do exactly that," Cassidy asked the Minister.

Ciobo said the \$5 increase was "very modest", highlighting that "a lot more money" was being injected into Tourism Australia than what was offered under Labor previously, and the current govt has to be "realistic about the budget crisis and the budget situation we've had to overcome over the past few years".

Qantas utilisation up

ONE of the key initiatives under the Qantas Transformation program has been reducing the turnaround time of aircraft on domestic sectors, according to QF head of industry sales Rob Harrison.

Speaking at the Independent Travel Group conference in San Francisco on Fri, Harrison said the carrier had been able to achieve a targeted 35 minute turnaround in part by more efficient cleaning.

He said the carrier was putting cleaners on board as soon as the business class cabin was empty, with the staff undertaking so-called "fishbone" cleaning while the Economy cabin empties.

Amazingly this more efficient method has freed up a whopping seven aircraft - and in turn better communication between the domestic and international operations has meant these improvements have also allowed the addition of new overseas routes such as Melbourne-Tokyo and Sydney-Beijing, Harrison said.

Millennial marketing

THE Skai International World Congress has just wrapped up in Monte Carlo, with delegates hailing a key presentation from a team at the International University of Monaco on marketing to the millennial generation.

Key insights include this group "putting off traditional life narratives" in favour of travel and experiences - to view the intriguing document, **CLICK HERE**.



Window Seat

AFTA ceo Jayson Westbury has downplayed any impact the shock US election result may have on the booming market for Australian travel to the country.

He told delegates at the ITG conference in San Francisco that after the poll a number of consumer journalists had contacted him about stories they planned to write on the massive impact as Australians decided not to travel to America because Trump is the president.

"I asked them 'why would that be?' - the dollar is up, and the US is going to be stronger and stronger regardless of who is heading the country.

"If anything people will come here for the fun of it, just to check out what he does. How fun is that?" Westbury said.

HAVING said that, the feeling on the ground in San Francisco is definitely that of shell shock, with California having been firmly in the Clinton camp.

However, many of the voters here are also focused on another key election win - so-called "Proposition 64" which has legalised recreational cannabis in California.

Proponents say that could also boost inbound arrivals here - as well as in Nevada & Massachusetts which also voted in pro-pot measures.

Air NZ travel waiver

LAST night's earthquakes at Hanmer Springs in New Zealand's South Island and across the country has seen Air New Zealand issue a travel waiver for pax with booked flights, until 21 Nov.

Air NZ is offering passengers on all fare types travelling to & from any New Zealand destination the flexibility to change travel without penalty (excluding differential in fares & taxes), apply for a refund (if applicable) or travel as planned - for full details, **CLICK HERE**.

Qantas has also issued a waiver for travel to/from Wellington and Christchurch for passengers impacted by the quake, on flights on/before 16 Nov - **CLICK HERE**.

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Luxury Escapes Platinum event



LUXURY Escapes hosted its first Platinum Club special event in Melbourne on Thu night for 150 of the club's members, coinciding with the launch of the travel retailer's new TV travel show.

VIPs travelled from all corners of the country to spend an evening with company executives, including Luxury Escapes founder Adam Schwab and general manager Blake Hutchison.

Host of *Luxury Escapes: The World's Best Holidays*, Shane Jolley, was also in attendance to meet with guests and share some of his experiences on the nine-part TV series, which airs on Sat.

NZSki season pass

SEASON pass pricing for NZSki will remain at 2016 prices for the 2017 season.

Passes lead in at the \$299 Mt Hutt super earlybird and \$599 earlybird 3 Peak Pass.

The 2017 3 Peak Pass includes unlimited access to Coronet Peak and The Remarkables in Queenstown, and Mt Hutt in Methven between mid-Jun and early Oct, 2017.

NZSki chief executive officer Paul Anderson said the season pass pricing encouraged visitors to Queenstown to purchase season passes and give skiing or boarding a go.

Pictured at the event are the Luxury Escapes team - back row from left are: Shane Jolley, Edwina Jarman, Troy Rosee, Paul Gorman, Ben McKeon, Tom McMenemy, Sonia Pilovska, Peter Taylor and Hazel Ocsko.

In front are Chelsea Healey, Adam Schwab, Blake Hutchison and Mark Ehlers.

Staywell Vietnam and Thailand expansion

AUSSIE hotel management company StayWell Hospitality Group has partnered with Asian-based Hospitality Management Solutions to aid expansion within Vietnam and Thailand.

The Master Licensing Agreement aims to grow the Park Regis and Leisure Inn brands in the regions.

SWHG ceo Simon Wan said the company had "had our eye on the UK and the ASEAN region, in particular Vietnam and Thailand as a key part of reaching our global target of 100 hotels in the next three years".

Wan tipped the partnership as "pivotal in bringing our int'l expansion plan to life".

Both Thailand and Vietnam have experienced more than 20% growth in international visitors in the first half of 2016.

QF AA class changes

QANTAS has advised of changes to its cabin codes and booking classes ahead of American Airlines' launch of a Premium Economy product.

Adjustments will only impact First class reservations on 50 domestic flights within the United States, operated with two-cabin aircraft from 11 Jan.

The cabin code to represent First class will switch from F to C and the booking classes will align with the new cabin codes.

Ticket reissue is required and QF has asked the Other Airlines Schedule Change Policy be used to reissue (081) validated tickets.

From 12 Nov, all domestic two-cabin bookings in First for travel on or after 11 Jan will switch the booking class from F to J, A to D, P to I and the upgrade/award booking class will change from X to R and Z to U - **CLICK HERE**.

Choice, Ctrip pact

CHOICE Hotels Asia-Pac has made its first partnership with a Chinese tourism provider, Ctrip.

The pact will allow Chinese tourists to find, book and stay at any of Choice Hotels' 230 Australian properties using China's biggest OTA.

Choice Hotels Asia-Pac ceo, Trent Fraser, said "this new initiative shows that we are dedicated to welcoming Chinese tourists to our properties".

CA CTU/SYD launch

STAR Alliance carrier Air China commenced services on its new Chengdu-Sydney service on Fri.

Operating thrice weekly, the service is Sydney's first direct route to China's fourth largest international airport.

Flights are operated utilising 237-seat Airbus A330-200s.

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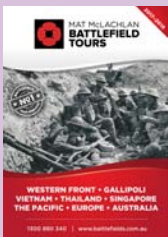
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Brochures

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



Mat McLachlan Battlefield Tours - 2017/18

The 2017/18 brochure features the full range of Mat McLachlan Battlefield group and independent tours in Europe, Asia, the Pacific and Australia. The program commemorates a number of centenaries of WW1, including the battles of Bullecourt, Passchendaele and Hamel, along with special Remembrance Day and Anzac Day on the Western Front centenary tours. In 2017, there is also the 75th Anniversary tours of battles fought in WW2 including Guadalcanal and the Bombing of Darwin. Customised battlefield tours are available.



Grand Pacific Tours - New Zealand 2017/18

Grand Pacific Tours has teamed up with Celebrity Cruises to release a 16-page cruise and coach brochure. Six itineraries ranging from 19- to 27-days are detailed, with guaranteed departures between Nov and Feb. The shortest trip, the 19-day Cruise & South Island Explorer is priced from \$5,694ppts and combines a 14-night cruise with a four-night coach tour of the South Island. The more lengthy 17-day NZ & Australia by Coach & Cruise is priced from \$8,209ppts and includes a 10-night coach tour followed by a 16-night cruise finishing in Fremantle.



Evergreen Tours - European Waterways Revisited '17

This 66-pager is less than half the size of Evergreen's primary cruise program and targets second-time cruisers looking for itineraries beyond the core of Amsterdam to Budapest. Newer options on the Douro, Saône and Rhône are detailed. Highlights of the program include the 15-day Amsterdam to Nice Rhine and Rhône River Cruise, 22-day Spanish Conquest & Lisbon and Secrets of the Duoro River Cruise and 15/21-day Christmas Markets of Europe Prague to Paris.

Badgerys airport plan

THE proposed Western Sydney Airport at Badgerys Creek will be subject to more than 40 environmental conditions before being allowed to proceed.

On Fri, Federal Environment Minister Josh Frydenberg has announced regulations covering biodiversity, noise and heritage, saying he was confident the limits would allow for the first stage of the new airport to proceed.

Among the rules are measures in airspace design to minimise noise affecting residents of the Greater Blue Mountains area, as well as a package of \$180 million in biodiversity offsets.

The regulations include a review of fuel supply options, with social and environmental impacts to be considered against road transport and pipeline alternatives.

The airport will also need to make a \$10 million contribution to a native seed program.

New head for VTIC

THE Victoria Tourism industry Council (VTIC) has announced the appointment of Brad Ostermeyer as its new chief executive, replacing Dianne Smith who served in the role for five years.

Ostermeyer has a background in senior public sector roles, most recently as executive director of infrastructure with Regional Development Victoria.

VTIC chair Charles Davidson said Ostermeyer had an impressive background and would lead the organisation into growth.

"With the tourism sector growing at a fast rate, accounting for more than 209,000 jobs now and estimated to reach 325,000 by 2020, it is imperative VTIC stands as a collective voice to represent the industry," he said.

"I have no doubt Brad will make an excellent contribution to the organisation, providing innovative leadership in a time of growth."



NINE Australian agents took a whirlwind trip to Los Angeles recently, exploring Tinseltown highlights including the Warner Bros Studios and a Starline tour of movie stars' homes.

Hosted by the Los Angeles Tourism & Convention Board, American Airlines and Qantas, the group checked out the latest features of the recently revamped Tom Bradley International Terminal at LAX before heading to Downtown LA.

To get a sample of the city's museum network, the agents visited new contemporary art gallery The Broad for a look at

works by the likes of Andy Warhol and Jeff Koons.

They also spent an afternoon cycling through Venice Beach and Santa Monica.

The group is **pictured** on their Warner Bros Studio Tour.

Island air agreement

THE Solomon Islands and Republic of Kiribati have forged an Air Service Agreement, paving the way for new flights.

Solomon Airlines and Air Kiribati plan services between Honiara and Tarawa, to commence once visa-on-arrival processes have been established.

Wholesale Reservations Consultant – after hours team

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Holidays



viva! holidays



Monday 14th Nov 2016

MEMBERS of the Independent Travel Group have just enjoyed a fabulous weekend in San Francisco, with the group's annual Business Forum providing a perfect blend of learning, networking and experiences.

The Forum took place at the W Hotel, with ceo Tom Manwaring providing an update on the latest developments for the group (see p1) while key suppliers showcased their wares in a series of presentations, seminars and a product market.

A highlight was the dinner on the first night, which was hosted by The Travel Corporation at the nearby AT&T Stadium, home of the San Francisco Giants baseball team where delegates enjoyed a behind-the-scenes tour.

Independent Travel Group celebrates



The group also enjoyed a presentation from New York-based Aussie Karen Jacobsen, aka 'The GPS Girl' who is famous as the voice of Apple's Siri.

The Forum wrapped up on Sat evening courtesy of Qantas which hosted a gala dinner at which top achievers were recognised and there were prizes galore from the generous suppliers.

Lots more pics online now at facebook.com/traveldaily.



ENJOYING the baseball experience are Derek Morris, Quynh Giang, Tom Manwaring and Ari Magoutis from Independent Travel Group with AFTA ceo Jayson Westbury.



JONATHAN Nelson, ITG gm of sales with the precious World Series trophies won by the San Francisco Giants.



NARELLE and Doug Melhuish from Holiday World Travel with Total Holiday Options ceo Amaan Khan.



SCENIC'S Rob Kalembe channelling the new president-elect.



ITG'S Vito Romeo (second from left) with some of the TTC contingent: Nathaly Naughton, Contiki; David Gendle, AAT Kings; Matt Cameron-Smith, Trafalgar and John Veitch, TTC ceo.

INNSTANT Travel ceo Daryl Ismail with Nishant Kothary enjoying the sunshine on the Express Hotels stand.



BELOW: Dee Jaswal from Firstclass.com.au accepted the ITG Agent of the Year 2016 award from Tom Manwaring and Derek Morris.

JULIA, Mark and Karen van Huisstede from italktravel Rutherford accepting the 2016 Touring Award from Jonathan Nelson.



MICE market takes on Fiji



SHERATON & Westin Resorts, Fiji in collaboration with Pacific Destination, ATS Pacific and Rosie Holidays invited Marriott preferred PCO partners from Brisbane and the Gold Coast on a famil to discover Fiji last month.

On arrival at Sheraton & Westin Resorts Fiji, the group received a very big bula welcome by Fijian warriors jumping out of the bushes and pulling the coach to the lobby using vines.

Highlights of the trip included a visit to see the children from Sabeto District School & Loloma Home, indulging in the Sabeto hot water springs & mud pools, lunch at Vuda Marina, Boatshed Restaurant & Sunset Bar and an afternoon on Bounty Island.

Guests also tried their hand at the Sleeping Giant Zip Line Fiji tour in the Sabeto Valley, flying over waterfalls and streams.

All activities held on site

EK A380 & 777 fleet

EMIRATES has become the first airline in the world to operate an all Airbus A380 and Boeing 777 fleet after retiring its last Airbus A330 and A340 aircraft last week.

Mammoth Mtn open

CALIFORNIA'S Mammoth Mountain has opened, becoming the first major ski spot in the west to welcome guests.

It follows a series of early season storms which left a base of nearly a metre at the summit.

The snow depth is currently at 91cm with three lifts, nine runs and six terrain features open.

Corsair to Cuba

FRENCH carrier Corsair is planning to start services to Cuba in summer 2017.

The airline's A330 aircraft is scheduled to serve Havana twice and Varadero once weekly both from Paris Orly Airport.

Space conference win

SYDNEY'S new International Convention Centre has been chosen as the location for world's largest space conference in 2020.

Up to 3,000 space experts will descend on the city for the Scientific Assembly of the Committee on Space Research, injecting more than \$10 million in direct expenditure into the local economy.

Airbnb SFO injunction

A US District judge has rejected home-sharing company, Airbnb's request to stop a new San Francisco law forbidding the company from taking bookings from hosts who have not registered their rental property with the city.

In his ruling made last week, the judge said the company can simply post a notice that all rental owners must register with the city before posting on Airbnb.

Both sides will, however, meet next week to discuss the fact San Francisco has no way for Airbnb & other sites to determine if a property is legally registered.

Margaret Rvr by heli

SCENIC Helicopters will be debuting three tours in Western Australia's Margaret River region this summer.

Heli Fishing Down South combines a coastal flight with rock fishing and is priced from \$475pp, Pick a Lighthouse takes guests to stunning lighthouse locations and also leads in at \$475pp while The Wine Tour by Air allows pax to arrive at the wine region in style from \$350pp.

and off site during the famil were tailored to showcase the adaptability of the hotels' venues and demonstrate that there's "no limits" to how the destination can cater for the MICE market.

Marriotts' preferred PCO partners from Queensland are **pictured** above during their adventure in Fiji.

DoubleTree Hilo

THE Grand Naniloa Hotel Hilo - a DoubleTree by Hilton, has opened on Hilo Bay in Hawaii following a US\$30m renovation.

Located on a 70 acre oceanfront property the hotel features 230 refurbished guest rooms and suites, a nine-hole golf course, outdoor swimming pool, fitness centre and convention space.

Thredbo disc golf

KOSCIUSZKO Thredbo has lodged a major project application with the NSW Department of Planning and Environment for a summer season 18 hole disc golf courses at Friday Flat and a Winter Thredbo Disc Golf Course.

The project is on public exhibition until 28 Nov and public submissions can be made by **CLICKING HERE**.

QF737 hurt in storm

QANTAS has confirmed on of its Boeing 737 was damaged yesterday due to severe storms at Brisbane Airport where wind gusts of 157km/hr were recorded.

The "mini-tornado" also saw a stray staircase pierce the fuselage of a QantasLink aircraft and a window smashed.

Win a Variety Cruises experience

This month Travel Daily, Variety Cruises and Discover the World are giving readers a chance to win a yacht cruise experience on the Glories of Spain and Portugal cruise, sailing on board *M/S Panorama II*. The total prize value is AU\$7,710.

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

TERMS AND CONDITIONS



Variety Cruises



10. How many cabins does motor sailer *Panorama* have?

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**HEAD OF MARKETING – TRAVEL COMPANY
SYDNEY – \$140K PLUS PLUS**

Rarely do these roles present themselves so if you have been thinking about moving in the New Year now is the time to update your CV. This Travel company are looking for a senior marketing manager to lead develop and implement their new marketing strategy over a 3 year period. Leading a team of 3 across traditional and digital functions. You must have Travel Marketing experience at a management level to apply. Ring for a confidential chat today 02 9231 2825.

HIT THE ROAD JACK

**BUSINESS DEVELOPMENT EXECUTIVE
QLD BASED – UP TO \$75K - \$80K PKG**

If you're well connected within the QLD travel market and looking for a first class product to represent – don't miss out on this challenging BDE opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is a must. Top package & benefits on offer.

FIVE STAR TOURING PRODUCT

**SALES MANAGER (WA/SA)
PERTH – LUCRATIVE SALARY PACKAGE**

Looking after the WA/SA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA and/or SA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

TRAVEL TECHNOLOGY PROVIDER

**HEAD OF PRODUCT
AUST (EAST COAST) - SALARY PKG TO \$200K + 20% KPI**

Leading technology provider in Melbourne is seeking a highly experienced Senior Product Manager to head up the department. You will be accountable for the development of new products in order to meet market needs, whilst managing existing products and their enhancements. Seeing dramatic growth in the market place, this is an amazing opportunity to join a well recognised company that will offer an unbeatable salary package.

HIGH BASE PLUS UNCAPPED BONUSES

**CORPORATE TRAVEL – SALES MANAGER
SYDNEY – \$100K PLUS PLUS**

Are you working in a sales role but on a low base? Want to have security of a high base salary plus a very strong commission structure? If you consider yourself a consummate professional in Sales preferably with TMC sales, we have a prestigious new role available now with one of the most dynamic TMCs in the business. Targeting the SME space, you must be driven by winning new business and achieving targets. OTE Over \$100k in first year.

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



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

CHANNEL EXECUTIVE - SYDNEY (Fixed term - 12 months maternity leave cover)

As the Channel Executive you will promote Fiji Airways sales through effective working relationships with key trade partners in order to exceed targets. You must have a detailed understanding of the opportunities with each trade partner. You must create and implement plans in order to optimize channel performance. You will work closely with the Regional General Manager Australia to ensure effective use of agreed marketing resources. You must support the regions overall business objectives and work as a team to ensure the region's overall objectives are met and exceeded. You will monitor and provide insights in your respective channels to Marketing.

To be successful in the role you must possess a Bachelor's degree in Business or Marketing field, with strong academic performance. You must have at least five (5) years of sales and/or marketing experience in the travel and tourism industry and must have experience in an agency environment and exposure to a range of selling methodologies, especially B2B relationship management. You must have strong analytical skills and willingness to learn. You must have sound business acumen. High level of proficiency in Excel, Word, PowerPoint and other business tools. Excellent written and verbal communication skills. You must be able to embrace change with an innovative approach to problem solving. You must enjoy presenting and be able to manage your own time and tasks.

Applicants must be legally entitled to work in Australia.

Applications close on Saturday 19th November 2016

If you think you have what it takes and want to be part of our world visit our Careers Page and apply online at fijiairways.com/careers. Fiji Airways thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



fijiairways.com/careers