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# Travel Daily

First with the news

Monday 21st November 2016



## Vale Roy King

**AUSTRALIAN** travel and tourism pioneer Roy King has died at the age of 92.

King was a former national president and life member of the Australian Federation of Travel Agents, with his career seeing him establish the Kangaroo Island Tourist Office in 1948 alongside his father Len and brother Brian.

The Adelaide-based business became Kings Travel and Kings Holidays and grew rapidly to eventually encompass offices across Australia as well as in Fiji, Tokyo and Los Angeles.

Funeral arrangements are still being finalised and will be advised once confirmed.

### Today's issue of TD

**Travel Daily** today has seven pages of news and photos, a front cover wrap for **Trafalgar** plus full pages from: (click)

- AA Appointments jobs
- Tourism Fiji

## Preferred sales drive TC

**TRAVELLERS** Choice has grown sales of preferred supplier product by nine per cent in the past year, helping to drive a 15% increase in returns to members.

At the group's annual conference in Canberra on the weekend, Travellers Choice md Christian Hunter said members had received returns of 10 times their membership fees, thanks largely to a renewed focus on preferred supplier sales.

"It's like a virtuous circle - it all begins with our members making a sale with a preferred supplier, and that obviously delivers revenue to Travellers Choice that drives our profitability, and our profit goes back to our shareholders," Hunter said.

"Our difference is that our shareholders are our members, so any profit we distribute goes directly back to the travel agencies that make the sales."

Travellers Choice announced

a 13% increase in profit to \$2.1 million during 2015/16 (**TD** 06 Sep), of which 94% was returned to member shareholders.

Hunter said this represented a 15% increase in returns for the group's members.

"Despite the plethora of non-preferred product in the marketplace, our members demonstrate an enviable discipline in order to maximise our sales performance," he said.

Helping to boost preferred sales was a quarterly report to members offering data on their progress against targets.

"It allows members to be really strategic in where they place business in order to hit targets and achieve growth," Hunter added.

Next year marks the 40th anniversary of Travellers Choice, which will host its 2017 conference in Perth to reflect the group's WA origins.

See **page four** for more.

## Trafalgar \$799 flights

**TRAFALGAR** is promoting flight offers from Australia to Europe, with return fares now available priced from \$799 per person on trips of 21 days or less.

The deals are available with 109 European itineraries and are billed as the easiest way to book holidays across the continent.

To qualify for the discounted flights with Etihad Airways or Qatar Airways, bookings must be made by 15 Dec - see today's **cover wrap** for more information.

## Airline guide out

**TRAVEL Daily** and **travelBulletin** have produced a new 2017 airline guide (**TD** breaking news), which was distributed to **travelBulletin** subscribers earlier this month.

It is available online, and can be viewed at [traveldaily.com.au](http://traveldaily.com.au) or via the link below.

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First with the news

Monday 21st November 2016



## Time mentor callout

**THE** Travel Industry Mentor Experience (TIME) is calling for expressions of interest for the next intake of mentees, with the intake commencing 22 Feb.

It will be TIME's 25th intake of Mentees - **CLICK HERE** for more.

## QF/AA to challenge DOT

**QANTAS** has confirmed it has begun nutting out a response with American Airlines to address concerns by the US Department of Transportation which moved to block the proposed bolstering of their Trans Pacific alliance.

As revealed first by **Travel Daily** (**TD** breaking news Sat), the US Govt ruled it had concerns the expanded joint business would "harm competition", primarily on the United States-Australia route.

The **oneworld** partners' revised Joint Business Agreement flagged 17 months ago sought to enable QF & AA to jointly plan and price services, as well as share revenue & costs of flights between the US and Australia & New Zealand.

Qantas and American Airlines had sought antitrust immunity to work together for a 10 year term and wanted to significantly ramp up their current commercial tie-up with a metal-neutral revenue-sharing joint venture.

Earlier this year, the ACCC said it had no major qualms with the QF/AA alliance which it renewed for a further five years (**TD** 25 Feb), which was reciprocated by the NZ Ministry of Transport.

The DOT's 'Order to Show Cause' document filed on Fri detailed why it was reluctant to allow QF & AA to tighten their pact, saying it was worried the proposed alliance "would not generate the public benefits identified" and may deter new entrants.

It said the venture was "unlikely to grow capacity over the next five years than what the Department would expect based upon the historical growth rate."

"Additionally, many public benefits from customer service coordination could be obtained through traditional arm-length cooperation such as codesharing", the DOT said.

QF and AA have two weeks to argue the DOT's tentative plan to block the expanded venture.

In a statement provided to **TD**, QF/AA said "for customers, the enhanced partnership provides a greater choice of destinations, a more coordinated network & schedule and world-class travel experiences when travelling across the Pacific."

"Qantas and American Airlines will closely review the Order over the coming days."

It's not the first time the US Government has issued a draft decision opposing a joint venture between a US & Australian carrier.

In Sep 2010, Delta Air Lines and Virgin Australia (then Virgin Blue Grp) faced a similar predicament when the DOT initially proposed to block their US-Australia joint venture, however reversed its decision eight months later after they successfully defended the reasoning for an alliance.

QF/AA and other parties have until 02 Dec to respond to the Show Cause decision.

## UA retiring jumbos

**UNITED** Airlines expects to end Boeing 747 commercial services by next Oct, in favour of newer 787 *Dreamliner* and 777 aircraft on its long-haul routes.

UA has a fleet of twenty 747-400s which seat 374 passengers.

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Monday 21st November 2016

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## Int'l traffic spread more widely

**QANTAS** Airways has seen its share of international passenger traffic dwindle by 11.6% over the past 10 years as more and more airlines start flying down under.

New government data released this morning shows that Qantas' share of passenger uplift has slowly been chipped away, from representing 27.5% in 2005/06 to account for 15.9% in 2015/16.

According to the *International Airline Activity 2015/16* report by the Department of Infrastructure & Regional Development, the number of pax carried annually rose from 21m a decade ago, to now number more than 36m.

Qantas Group - encompassing Jetstar & Jetstar Asia - has seen its share of overseas passenger volumes fall 5.1%, however the figure was offset by JQ's 8.6% increase in pax.

In 2005/06, Singapore Airlines held an 11% share of overseas traffic, but that figure has been trimmed to 8.4% (in 2015/16), likewise Air New Zealand's share has fallen from 8.9% to 7.1%.

Cathay Pacific's cut of traffic has been consistent, stable at 5.1% in

2015/16 compared to 4.6%.

Emirates has expanded its lift, from 6.5% in (05/06) to 9.1%.

The number of "other airlines" outside the top 10 now also represent 28.8% of pax traffic, up from 24.6% in 2005/06.

Over the last 12 months, six new or returning carriers started flying to/from Australian shores, including ANA, American Airlines, Hong Kong Airlines, Xiamen Airlines, Malindo Air and Tigerair Australia's flights to Bali.

## THAI adjust schedules

**THAI** Airways International has modified its winter schedule through to 25 Mar to meet passenger demand and to create greater regional connectivity.

Direct flights from Bangkok-Phuket-Frankfurt and v.v. have commenced three times weekly and from 15 Dec, four weekly Bangkok-Moscow direct services will begin operation, both on Boeing 777-300ER aircraft.

A number of flight frequencies have also been increased, for the full details, [CLICK HERE](#).

## Amadeus IT head

**AMADEUS** has named Ingrid Pichard as head of corporate IT solutions for Australia, New Zealand and the Pacific Islands.

Pichard has jumped over from Sabre, where she was account and business development director Asia Pacific and has previously worked for Concur and BCD Travel.

## italk & AusBT tie up

**ITALKTRAVEL** will offer readers of business traveller review website, *Australian Business Traveller* with specialist airfare product following a pact between the pair.

Siddharth Raja, publisher of AusBT said the partnership with italktravel will provide their audience with "the service, support, and expertise from an established travel agent group".

AusBT has an audience of 500,000 visitors monthly.

## Capella Ubud camp

**CAPELLA** Hotel Group is continuing its Asian expansion, with the opening of the luxury retreat, Capella Ubud, in Bali.

The resort, slated to open in Autumn 2017, will feature 22 luxurious tents with private plunge pools dotted along the sacred Wos River while amenities will include a speciality dining restaurant and a day spa.

## C&M relocation

**C&M** Travel Recruitment has relocated to a new office at Level 16, 309 Kent Street, Sydney.

C&M has also changed its land line number to (02) 8221 8840.



## Window Seat

**HEATHROW** Airport has struck gold with its latest Christmas ad, which follows two teddy bears (pictured below) as they return home for Christmas.

Titled "Coming home for Christmas", the commercial pulls on the heart strings as it shows the cute couple ambling through baggage and customs at London Heathrow Airport.

In the arrivals hall, the pair then transform into human-versions when they are greeted by their grandchildren.

Edward Bair and his wife are pictured, [CLICK HERE](#) to watch the video.



## Air search spike

**GOOGLE** has reported a 10% spike in the number of Australians searching for air travel on their phones during Jul-Sep this year.

Hotel searches were also up 14% in the same period, Google Australia head of new business sales Jacki Wong told the Travellers Choice conference on the weekend.

She said 46% of people who planned to travel this summer had yet to finalise their plans, and that Boxing Day was the busiest day of the year for Australians searching for travel on Google.



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## Luke Nguyen to host Travellers Choice winners



**CELEBRITY** chef Luke Nguyen will host Travellers Choice Gold Award winners for a cooking class as part of an APT cruise on the Mekong in Vietnam next year.

The top place agencies were among dozens honoured at a gala dinner at the National Convention Centre in Canberra on Sat.

The group's gold winners (pictured above) were Select World Travel, Qld; Savenio, Qld & SA; Ucango Travel & Cruise Centre, Qld; Ballina Cruise &

Travel, NSW; Jamison Travel, ACT; Weston Cruise & Travel, ACT; Discover Travel & Cruise, Qld; Windsong Travel, NSW; Maria Slater Travel, ACT and Oliver Travel, SA.

Tasmania's Burnie Travelcentre won the 2016 Pateman Award for Excellence, presented to owner Kathy Granger (pictured below, centre, with Travellers Choice chairman Trish Ridsdale and md Christian Hunter).



## TC member hub

**TRAVELLERS** Choice used its annual conference to unveil an upgraded online member platform, TC Hub, with an expanded range of services.

TC Hub replaces the group's existing extranet from this week and uses the same technology platform as the Site Builder facility used by many members for consumer-facing websites.

In addition to existing content, TC Hub provides a new preferred supplier directory that allows members to easily search and compare product.

Each supplier company's details – including products, prices, commission details, incentives and preferred category level – can be displayed side-by-side to allow agents to quickly and easily compare search results.

As well as a new look and design, its other features include details on corporate news, member services and links to the TC Excell e-learning library.



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## US agent sales spike

**THE** demand for travel agents in the US is on the rise with 18% of travellers consulting an agent to plan their holiday in 2015, a whopping 50% jump on the previous year.

The numbers, released by the travel and hospitality marketing firm MMGY, were based on a survey of 14,000 households.

Surprisingly, the research showed much of the new business was coming from Millennials, with 34% of them saying they had consulted a travel agent in the 12 months preceding the survey - higher than any other age group.

USA Today reports travel agents are being seen as "saviours from a tsunami of information".

"People today want hand-picked ideas for their particular tastes and interests. So they are returning to travel agents, relying on their expertise to do the research, the comparing, the vetting, the suggesting of the right place, the right time, the right price," USA Today said.

Chairman and chief executive of Virtuoso luxury group Matthew Upchurch said the role of the travel agent had changed.

"People don't go to advisers for information anymore," he said.

"They go for clarity and curation; they need someone to distill the abundance of information available to them."

## Inspiring Journeys ups standalone brox

**AAT** Kings continues to ramp up awareness of its luxury holiday brand Inspiring Journeys with the release of a robust 36-page standalone 2017/18 brochure.

The Inspiring Journeys boutique small group product debuted five years ago amid much fanfare, but in more recent times had been consolidated into the guide book of parent company, AAT Kings.

The latest brochure features a collection of four Australian and three New Zealand itineraries, ranging from five to 22 days.

New for next season is the 13-day Inspiring Australia journey that highlights the quintessential Aussie elements inbound markets love - the reef, rainforest and outback - venturing from Cairns to the Red Centre and Sydney.

Guests on the trip learn about the relationship the Kuku Yulanji people have with the Daintree Rainforest, hike Kings Canyon and indulge in gourmet produce and wine in the Hunter Valley wine region.

TTC ceo John Veitch said agents should use the brochure as a selling tool to inspire discerning travellers - view the guide [HERE](#).

## Peach A320 deal

**JAPAN'S** Peach Aviation has placed an order with Airbus for the purchase of 10 A320neo and three A320ceo.

The newly-ordered aircraft will join Peach's existing fleet of 18 A320ceos and is valued at a list price of about US\$1.4 billion.

MM plans to up its total aircraft fleet to 35 planes by 2020.

## PM Casa Republica visit



**AUSTRALIAN** Prime Minister Malcolm Turnbull took time out of his busy schedule during last week's APEC Summit in Lima, Peru to check out boutique hotel Casa Republica - the latest venture by Chimu Adventures founders Greg Carter and Chad Carey (**TD** 05 May).

The enterprising Aussie entrepreneurs are investing over \$5 million to transform a 1920s mansion in the Barranco District into the new hotel, which is scheduled to open in Mar.

It was a repeat meeting for the Chimu founders, who first ran into Turnbull in 2008 when he was their local member in Bondi Junction and called into their office to congratulate them on making the finals of the Telstra Business Awards.

Since then, Chimu has grown significantly to now lead the market to Latin America and Antarctica with 70 staff.

Carey said Casa Republica is an excellent business opportunity.

"The simple fact is that there's a shortage of good hotels in Lima, especially for travellers who want to stay in non-chain properties with modern facilities and a sense of place," he said.

"To our knowledge we're the first Australian company

to develop a hotel in South America," Carey added.

Peru's tourism sector is growing fast, with the country welcoming 4.22 million visitors in 2015, an increase of 9.3%.

When it opens next year, Casa Republica will feature 17 guest rooms, a restaurant & rooftop bar with views of the South Pacific.

**Pictured** above in Lima on Fri are, from left: Greg Carter, Chimu Adventures; Brazil-based Australian investor in the hotel Nick Macciocca; Prime Minister, Malcolm Turnbull and Chad Carey from Chimu.

## HX/EY boost c'share

**HONG** Kong Airlines has expanded its codeshare agreement with Etihad Airways to enhance connections between Australasia, Asia, the Middle East, Europe and North America.

Under the pact, Hong Kong Airlines' HX code will be placed on Etihad flights between Abu Dhabi and key cities in Europe and the US, including Paris, Dusseldorf, Frankfurt, Manchester, Milan, Munich, New York and Zurich.

Etihad Airways' EY code will appear on HX flights between Hong Kong and Auckland.

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Successful applicants will be notified for an interview.



## MUC expansion plan

**MUNICH** Airport plans to begin construction of a new pier and a central building complex at Terminal 1 by 2018, expanding capacity by six million pax a year.

## Driveaway incentive winner



**RISHI** Krishnan from My Adventure Store Pitt Street in Sydney has been named the winner of the DriveAway Holidays & Flight Centre Group incentive which ran for five months.

The agent won two return tickets to Los Angeles and \$1,000 spending money.

Krishnan is pictured left with Blake Wiggins; bdm at DriveAway Holidays.

## PAL and Sabre pact

**PHILIPPINE** Airlines has teamed up with Sabre Corporation to use AirVision Commercial Analytics.

The tech will allow the carrier to look at customer segments instead of just fare purchases.

"This gives the airline more insights into their customers' purchase propensities and the ability to recommend actions to best suit the business needs of the airline," said Sabre's Dasha Kuksenko, vp and regional general gm, Airline Solutions, Asia Pacific.

## Skal Perth Xmas do

**SKALLEAGUES**, guests and industry colleagues are invited to the Skal Perth Travel & Tourism Industry WA Christmas Party.

The event will be held in the Riverview Room at the Perth Convention & Exhibition Centre at midday on Thu 08 Dec.

A three-course lunch including drinks will be served, and there will be the chance to win prizes in a Christmas raffle.

If you would like to attend, **CLICK HERE** to RSVP.

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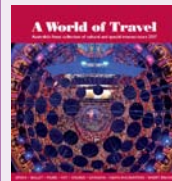


**WELCOME** to Brochures of the Week, *Travel Daily's* Monday feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to [brochures@traveldaily.com.au](mailto:brochures@traveldaily.com.au).



### Wendy Wu Tours - Deluxe Collection 2017/18

Wendy Wu's new 2017/18 brochure features an enhanced range of upmarket touring options in China, Japan, Indochina, India and Sri Lanka. The Deluxe Collection offers smaller group sizes, luxury accommodation, more leisure time for personal exploration and unique experiences including talks from resident experts, private access to historical attractions and observing local traditions. The 18-day China & Spiritual Tibet starts in Beijing and travels to Shanghai, stopping by Xian, Lhasa, Chengdu, Chongqing, Yichang and Wuhan.



### Renaissance Tours - 2017

Cultural and special interest tour operator Renaissance Tours has announced its full collection of tours for 2017. Focusing in the areas of opera, music & ballet, art & architecture, and gardens, the 2017 season will see no fewer than 40 tours operated. A number of 'Asian Encounters' tours will run, including a foodies tour of Korea, a cultural tour of Sri Lanka, and a tour of Bhutan's monasteries. Highlights of the garden itineraries are Great Gardens of China, Autumn Colours of Japan, and Gardens of South Africa.



### Insight Vacations & Uniworld - Europe's Finest 2017

Insight Vacations, Luxury Gold, and Uniworld Boutique River Cruise Collection have teamed up again to release the Europe's Finest collection. Eight itineraries match up land tours with river cruises, including the new addition of the 23-day Danube Delights & the Dalmatian Riviera. It begins with a Danube cruise with visits to Nuremberg, the medieval town of Regensburg and the grand capitals of Prague and Vienna before joining a tour along the Dalmatian Riviera. Also new is the 19-day Elegance of England & France.

## Maria Is ferry service

**NAVIGATORS** Group will commence a year-round passenger ferry service to Maria Island National Park in Tasmania from Mar.

Ferries between Triabunna and Maria Island will operate three times a day each way during peak period and regularly off peak.

Selected as the sole operator of the ferry operation by a panel, Navigator Group's initial contract is for five years.

## Solar Eggs tours

**THE** South Australian Government has allocated \$400,000 in funding towards an upgrade of Solar Eggs Farms operation in the Barossa Valley & the establishment of farm tours.

A new farm shop and café serving local produce will be constructed under the \$2.15 million upgrade.

## Canberra street feast

**MORE** than 20 food trucks will head to Canberra for the inaugural Commons Street Feast from 09-18 Dec in Commonwealth Park.

Butlers are available for hire to reserve a table, order and deliver food and drinks & curate a menu.

## Six Flags Saudi move

**SIX** Flags Entertainment Corp is eyeing off an entry into Saudi Arabia in the form of three parks, executive chairman Jim Reid-Anderson told *Reuters*.

Likely owned by the Saudi government, the parks will cost between \$300-500m to build and the first is slated to open in 2020 or 2021 in the capital of Riyadh.

Others may follow in Jeddah and at a resort elsewhere on the western Red Sea coast.

They will be Six Flags branded.



Monday 21st Nov 2016

## SYD Oct airport data

**INTERNATIONAL** traffic at Sydney Airport grew 8.3% in Oct, from 1.176m in 2015 to 1.274m.

Domestic passenger traffic also saw a slight increase, climbing 1.4% from 2.347m the prior corresponding period to 2.379m.

SYD md and chief executive officer Kerrie Mather was pleased with the results.

"Our exceptional international traffic growth has extended into Oct, with year-to-date growth now at 9.3%," said Mather.

Top inbound visitors included Japan (+41.2%), India (+22%), China (+15.9%), America (+13.8%) and Korea (+9.8%).

## Destination NSW targets int'l agents

**DESTINATION** New South Wales, alongside Tourism Australia, has launched an all-new Aussie Specialists Program which aims to equip overseas agents with all the knowledge and skills to best sell Australia.

The program has been rolled out in all key markets across 10 languages including English, German, French, Italian, Portuguese, Mandarin, Cantonese, Korean, Japanese and Bahasa.

Australian tour operators can get amongst marketing opportunities by utilising Travel Club Deals or the program's video product update feature.

**CLICK HERE** to learn more.

## Emerald Isle for less

**BOOK** a 14-day Ireland Connection trip with Albatross Tours and save \$600 per couple.

The fully escorted itinerary includes transport, 13 nights' accommodation, daily breakfast, nine dinners and excursions.

The deal is valid from now until 15 Jan, with departures set between May and Sep.

## Virtuoso '17 Lux study

**AUSTRALIA** is the fifth top global destination on travellers' radars for 2017, trailing behind Italy, South Africa, France and Iceland, according to Virtuoso's 2017 Luxe Report.

The Great Barrier Reef, another Australian treasure, has also made an appearance in the trend forecast as the the third top endangered destination, behind Antarctica at number two and Cuba in the top spot.

In terms of emerging destinations for 2017, Cuba has been named a front runner, followed by Iceland, Croatia, South Africa and Japan.

The results of the trend forecast were compiled following a survey of 772 advisors from Virtuoso's travel agency partners in North America, Latin America, the Caribbean, Europe, Africa, the Middle East and Asia Pacific.

## WestJet to Mesa

**WESTJET** has expanded its network, adding Mesa in Arizona to its list of routes.

The Canadian carrier will run services between Calgary and Mesa three times a week starting 19 Jan and from Edmonton and Mesa once a week from 21 Jan.

Seats will be available for purchase from 21 Nov.

## Liz Quay carousel

**PERTH'S** Elizabeth Quay is set to receive an all-new Venetian carousel, which will begin operating by mid Dec.

The new attraction features a combination of horses and carriages and is entirely hand painted featuring Venetian artworks on its internal panels.

Commenting on the new attraction, WA Planning Minister Donna Faragher said "the carousel will be a wonderful addition to Elizabeth Quay and will complement other activities including Christmas celebrations, summer markets and festivals".

The Venetian Carousel is being brought to the state by local businessman Rohan Milne.

## Spieth wins EK Australian Open



**EMIRATES** divisional vice president Barry Brown extended a warm congratulations to Jordan Spieth over the weekend, who was crowned the winner of the Emirates Australian Open.

Brown expressed the UAE carrier's gratitude as they celebrated their sixth year as the naming rights sponsor of the Emirates Australian Open.

"Our relationship with the Open is incredibly important to us and allows us to connect not only with the golfing community but also with Australians from all walks of life".

Spieth is pictured left celebrating with EK's divisional vice president Barry Brown.

## 499 days to GC2018

**ONLY** 499 days remain until the Gold Coast 2018 Commonwealth Games are set to commence.

In celebration of the countdown, the Queen's Baton was revealed over the weekend to a packed theatre at Jupiters Gold Coast, where it will depart on the first leg of its journey from London to Sierra Leone.

## 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](mailto:variety@traveldaily.com.au)



TERMS AND CONDITIONS



15. Variety's "Adriatic Odyssey" itinerary runs for how many days?

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Leading Travel Company is looking for a number of experienced account/business development managers to join their expanding team. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped comms. Prev. experience in a similar role required along with strong presentation, organisation & communication skills.

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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.

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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.

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## Director Global Marketing

Tourism Fiji is looking for a Fiji-based Director Global Marketing to lead its marketing strategy and ensure the world knows that Fiji is the place 'where happiness finds you'.

A lot of responsibility comes with the job in a role that will set the direction for how Fiji is marketed and promoted within each of its international markets.

Reporting to the CEO and working with a highly supportive team and tourism industry, the Director Global Marketing will implement new directions to ensure that the organisation will reach its 2020 targets.

A passion for tourism is essential along with excellent communication skills and the ability to work effectively and pragmatically with all level of stakeholders. A tertiary qualification and at least 8 years demonstrated experience in marketing at a senior level is mandatory.

This position is based in Fiji and regular international travel will be required.

If you have a can-do attitude and seeking a rewarding role with unforgettable experiences then apply by email to the CEO, Tourism Fiji at [vacancy@tourismfiji.com.fj](mailto:vacancy@tourismfiji.com.fj)

Applications should contain a cover letter, resume and salary expectation.

**Applications close 11 December 2016.**

Tourism Fiji, Suite 107, Challenge Plaza, Namaka, Nadi  
PO Box 9217, Nadi Airport, Fiji  
Phone (679) 672 2433

<http://www.fiji.travel>

