

BA strikes, again

BRITISH Airways is facing yet another two-week strike from its mixed fleet cabin crew, with members of the Unite union set to walk off the job on 19 Jul.

The latest industrial action over pay will come three days after the same staff return to work after their current strikes.

Unite also claims BA's use of nine Qatar Airways' fleet & crew under a wet-lease agreement (**TD** 26 Jun) breaches European rules.

More free EK wi-fi

EMIRATES is now offering free unlimited in-flight data usage for Skywards Platinum and Gold members, regardless of their class of travel, and Skywards members travelling in First & Business class.

Skywards Silver & Blue members travelling in Economy will receive a 50% discount on wi-fi charges, while non-Skywards members now receive 20MB free wi-fi use, double the previous offering.

FLT shaping global DMC

FLIGHT Centre Travel Group is progressing plans to establish a global destination management company (DMC) with the purchase of Olympus Tours in Mexico (**TD** breaking news), seen as a key pathway into the Caribbean and South & Central America.

Olympus Tours operates in Mexico, the Dominican Republic & Costa Rica, offering wholesale, in-destination sales, as well as retail and online sales revenue streams of around US\$25m.

It complements Flight Centre's Asia-based DMC, Buffalo Tours and its joint venture with Vietnam's Thien Minh Grp, which has a presence in 10 markets, incl China, Japan and Hong Kong.

"Olympus will deliver immediate benefits and, in the longer term, we will be able to draw on the team's proven expertise in the sector as we expand our DMC offering globally & particularly in key markets within the Americas,"

md Graham Turner said.

Flight Centre also announced its first hotel management deal with Thai regional operator Bespoke Hospitality Management Asia (BHMA), which has 14 properties in the region & another 19 under development across three brands - X2 (luxury), X2 Vibe (mid-scale) and Away Resorts & Villas (casual resorts and retreats).

"This is a logical first step into hotel management & will deliver numerous benefits," Turner said of BHMA, adding the hotel operating platform was "scalable globally" and a business "aligned with our strategic aim".

Today's issue of TD

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

- Air France job ad
- Travel Trade Recruitment
- Travellanda product profile

MONA's Homo plan

DAVID Walsh, the founder of Hobart's Museum of Old & New Art (MONA) is planning a colossal new \$300 million hotel at his attraction, *The Guardian* reports.

Walsh yesterday revealed he wants to construct a 172-room, five-star hotel at Berriedale, which has been dubbed Homo (an acronym of HOtel MONa).

The Homo proposal also includes a 1,075-seat theatre.

Exhibition 2-for-1

TRAVEL Daily readers can take advantage of an exclusive 2-for-1 admission offer for the Travel Industry Exhibition & Conference, being held in Sydney (20 & 21 Jul) and Melbourne (25 & 26 Jul).

Themed 'Agents of Change', the events will feature 20+ leading local and international speakers.

To access the special offer, register your details online at travelindustryexpo.com.au and use the promo code of TD2FOR1.

WIN A FAMIL TO NEW ZEALAND

You're on the path to becoming a
100% Pure New Zealand Specialist

ENTER NOW

100% PURE
NEW ZEALAND
SPECIALIST

To celebrate the launch of the upgraded 100% Pure New Zealand Specialist Programme, we're giving you the chance to win one of eight places on a group famil to New Zealand. All you have to do is become a Bronze Specialist by 31 July and you're in the draw to win.

AIR NEW ZEALAND

100% PURE NEW ZEALAND
SPECIALIST



Travel Daily on location in Hong Kong

Today's issue of *TD* is coming to you courtesy of Virgin Australia and the Hong Kong Tourism Board, who are hosting the launch of VA's MEL-HKG route.

HONG Kong's iconic Peninsula Hotel is hosting guests on the inaugural Virgin Australia flight, with participants undertaking a series of in-house experiences.

Tea appreciation and dim sum making classes were highlights on Thu, prior to a walking tour of Hong Kong and experiencing its funky bars and nightlife.

The Hong Kong Tourism Board hosted dinner at the highly awarded modern Cantonese restaurant Mott32, located in the Standard Chartered building, with activities today including the Peninsula Academy food adventure in Kowloon.

Velocity, HNA loyalty pact

VIRGIN Australia passengers will be able to earn Velocity points and status credits on four Chinese carriers, under a new agreement with the Fortune Wings Club - the loyalty program operated by several airline subsidiaries of VA shareholder HNA (*TD* breaking news yest).

Effective immediately, the deal applies to all Hong Kong Airlines operated flights (excluding those to and from North America), as well as all Hainan Airlines, Capital Airlines and Tianjin Airlines operated services between Australia, NZ and Greater China.

All domestic flights in Australasia and China are also covered by the agreement - and in a second phase to be finalised in the coming weeks, Velocity members with appropriate status will be provided with lounge access, priority check-in, priority boarding and additional baggage.

Once systems are finalised

Velocity members will also be able to use their points to purchase reward seats on Hong Kong Airlines, Hainan Airlines, Capital Airlines and Tianjin Airlines services.

Similar reciprocal rights will be provided on Virgin services for Fortune Wings members.

The agreement was announced in Hong Kong yesterday by Virgin Australia ceo John Borghetti and Hong Kong Airlines vice chairman Tang King Shing, who said "the alliance with Virgin Australia is one of the major steps of Hong Kong Airlines' global expansion strategy, in turning ourselves from a regional airline to an international carrier".

The frequent flyer agreement covers more than 75 weekly flights to Australia from Hong Kong and 13 destinations in mainland China, as well as all Virgin Australia trans-Tasman and domestic services.

DOH ban relaxed

QATAR Airways is the latest airline approved by the US Dept of Homeland Security to allow pax to carry personal electronic items in the cabin of flights bound for the USA, departing from Hamad International Airport, Doha.

In its statement announcing the approval, QR reiterated its plan to make an "initial investment" of 4.75% in American Airlines, despite a none-too-excited reaction from AA's ceo Doug Parker (*TD* 23 Jun).

The Gulf carrier said its proposal is a credit to AA's "fundamentals, while intending to build a passive position within the company".

Who is Travellanda?

TODAY'S issue of *Travel Daily* features a Product Page from B2B accom wholesaler, Travellanda.

The company has access to over 200,000 hotels in 20,000 cities globally, offering a solution for travel businesses requiring large inventory at low fares - see **pg 8**.

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

Collins class cruise plan

NAVY captain and former NSW Opposition Leader Peter Collins has been enlisted to find solutions to Sydney Harbour's cruise berth shortage in a process tipped to include greater use of the Garden Island naval base.

The former Liberal politician will lead a new cruise industry reference group that includes members of government and the cruise sector and is due to table solutions in Sep.

The *Daily Telegraph* reports today the government is expected to act on the group's recommendations by the end of this year, and that Collins favours greater access to Garden Island over a new cruise terminal.

Lifting the current cap of three cruise ships per season at the naval base was the most cost effective solution, Collins said, but he did not rule out the construction of a new terminal.

"The reference group has the latitude to look at alternatives like that and all options are on the table," Collins told the *Telegraph*.

Cruise operators including Royal Caribbean and Carnival Cruise Line have directed ships elsewhere, with Sydney's existing Overseas Passenger Terminal running at capacity and its White Bay Cruise Terminal inaccessible to larger ships.

ANA boosts LAX

ANA will introduce an extra daily flight between Tokyo Narita and Los Angeles, starting 29 Oct.

The carrier currently offers one LAX flight per day from Tokyo Haneda and one from Narita.

The new service will be aboard Boeing 777-300ER aircraft in three class configuration.

2018 River Webinar Wednesday 12th July!

Join former Tauck Cruise Director and River Cruise Specialist, Nick Coward to discover why your clients should travel with TAUCK in 2018...



TAUCK

REGISTER HERE!

*conditions apply

Globus brochures

GLOBUS and Cosmos have released five new brochures, including their key North America touring programs for 2018.

The brochures include more than a dozen new itineraries including a 17-day Globus Western Canada Explorer that takes in the Canadian Rockies.

Globus family of brands national marketing manager Chris Fundell said the North America launch followed a solid preview release.

"Sales for our Americas tours are performing particularly well, in fact we're seeing triple digit growth for that region," he said.

New 2018 brochures include Globus North America, Cosmos North America, Globus & Cosmos South America, Globus & Cosmos Europe Preview and Globus & Cosmos Religious touring.

A 10% early booking discount is available before 12 Sep.

Etihad transfers

ETIHAD Airways has launched its paid airport transfer service via global provider connxe, following the axing of its chauffeur services (**TD** 23 Jun).

Swiss Six Senses

SIX Senses Hotels Resorts Spas has announced its first resort in Switzerland, the 47-room Six Senses Crans-Montana.

Due to open in 2020, the resort will feature two restaurants, an alpine spa, a pool and gym, located two hours from Geneva.

Window Seat



SELFIE-CRAZY tourists visiting the Taj Mahal's museum will have to keep their selfie-sticks and mobile phones in their bags after The Archaeological Survey of India (ASI) announced a ban on activity.

The ASI has put a selfie ban in place at 46 museums curated by the department after it updated its photography/filming policy to prohibit the practice.

A representative of ASI speaking to *India Today* did not make it clear if those caught taking a happy snap of themselves would receive a punishment from staff such as a fine or be outlawed from any of their museums.

However selfies have not been ousted at the main Taj Mahal monument, yet.

Tripaway branded

QUEENSLAND'S Tripaway Cruise & Travel will upgrade its five retail stores from associate members to fully branded members of Helloworld Travel.

The company has also announced it will re-sign its corporate store to the Helloworld Business Travel network.

Tripaway has stores in Elanora, Coolangatta, Tweed Heads, Tweed Heads South and Murwillumbah, with a corporate division at its Palm Beach HQ.

COOK ISLANDS ON SALE

Sydney to Rarotonga direct
from **\$269***
seat pp one way including taxes

COOK ISLANDS
(LOVE A LITTLE PARADISE)

AIR NEW ZEALAND

* Travel periods & conditions apply.

CreativeCruising

1300 362 599

\$50,000* worth of **Gift Cards** to giveaway!

Click here >



Int'l traffic up 12%

NEW airline traffic figures released by the Australian Govt showed total passenger numbers flying internationally increased by 11.8% year-on-year in Apr, to 3.307 million.

Total seat numbers rose 7.0% to 4.226 million, while overall seat utilisation was up 3.7 percentage points on the year prior.

Qantas had the largest market share with 16.5% of traffic, followed by Jetstar with 8.9% and Emirates with 8.3%.

QF increased its share by 0.3% compared to Apr last year, while Jetstar and Emirates dropped 1.1% and 0.8% respectively.

Low-cost carriers AirAsia X, Cebu Pacific Air, Indonesia AirAsia, Jetstar, Jetstar Asia and Scoot accounted for 17.1% of int'l pax traffic, which was down from 18.6% 12 months earlier.

Qantas' Sydney-Johannesburg route had the highest inbound seat utilisation at 94.9%, the report showed, while Air Mauritius had the highest outbound loads at 95.1%.

Triple QF Points

QANTAS Business Rewards is offering Triple Qantas Points for business on eligible Qantas flights booked by clients using an American Express Qantas Corporate Card - for full details on the bonus, [CLICK HERE](#).

Crillon reopens

THE luxurious Hotel de Crillon in Paris has reopened this week following a four-year multi-million-dollar makeover.

The property is positioned at the foot of the Champs Elysees.

Norfolk self-famil

NORFOLK Island Tourism and Air New Zealand are encouraging agents to take advantage of self-famil options available to enjoy a short-haul holiday.

Fares with the New Zealand carrier are available priced from \$179 (plus taxes) for a 'Works' industry fare & \$319 (plus taxes) for a friend, ex Sydney, for travel between 21 Jul and 01 Sep, or ex Brisbane from 05 Aug to 22 Aug.

The fares are currently on sale up until 07 Aug.

Local operators are supporting the self-famils by offering free accommodation and experiences.

For an application form, email Laeticia Wong Chou at The Unique Tourism Collection at info@uniquetourism.com.

Quake shuts OMC

ORMOC Airport in the Leyte province in the central Philippines has been temporarily closed after a 6.5 magnitude earthquake hit the region yesterday.

The airport is accessed by Tigerair Philippines.

Uncover the different sides of Macao in the July issue of *travelBulletin*.

CLICK to read
travelBulletin



Solomon visits up

FOREIGN visitation to the Solomon Islands jumped by close to 12% in Apr compared to the corresponding period in 2016.

Official figures released by the Solomon Islands National Statistics Office showed a total of 2013 international visitors travelled to the country.

Australian arrivals accounted for 41% of visitation with 882 Aussies making the trip north.

Solomon Islands Visitors Bureau ceo Josefa Tuamoto said the result was good news following a slow start to the year, when overall numbers dipped 3.1% year-on-year during Jan-Mar.

Trisara Aussie reps

TRISARA has appointed Divine Destinations to manage the Thai resort's local representation with sales and marketing.

The Thai family-owned luxury resort relaunched in early 2017 after completing renovations to the property.

Trisara has 39 hotel villas and 20 large residences.

Accor grows Burma

ACCORHOTELS has inked a deal with Thai developer LP Holding to open three hotels in Myanmar.

The new properties will include the 206-room Mercure Mandalay Hill Resort, the 300-room Pullman Yangon Centrepoint and the 150-room Mandalay Hill Resort, MGallery by Sofitel.

The hotels are slated to open between later this year and 2020.

DL expands BOS

DELTA Air Lines is boosting services out of the US Northeast, with two new services announced from Boston to Pittsburgh and seasonal flights to New Orleans.

The twice-daily BOS-PIT service will commence on 01 Oct, while DL will operate the MSY service between 10 Feb and 01 Apr, "to meet strong leisure demand," the SkyTeam carrier said.

Sabre cybersecurity incident update

SABRE has completed an investigation into a data breach that impacted its Sabre Hospitality Solutions (SHS) SynXis Central Reservations system over the seven months to Mar.

The company says it has determined that "an unauthorised party" accessed certain payment card info for a limited subset of hotel reservations processed through the SHS system.

Sabre says it has stopped the unauthorised access and ensured that it is no longer possible.

It has created a consumer website with further information for affected reservations - for details, [CLICK HERE](#).



Exclusive ticket giveaway

This week Travel Daily and Helloworld Travel are giving away 20 family passes (4 tickets) to the Women's Indoor Volleyball Grand Prix at the AIS Arena, Canberra on 22-23 July, see the Helloworld Volleyroos take on the world on home soil, thanks to Helloworld Travel.

To win, be one of the first five people each day to answer the question. Email your entries to sponsorships@helloworld.com.au

What's the first thing that comes to mind when you think of volleyball?



Regional Sales Manager VIC, SA, TAS

Base Salary: \$70K - \$80K

Viking Cruises have a position available for a highly motivated, driven individual to join the Australian Viking team as Regional Sales Manager to be based in Victoria who will be responsible for Victoria, South Australia and Tasmania. This role will suit an experienced driven sales professional who really wants to make their mark. The ability to think creatively and strategically will be key. A hunger for success combined with a competitive nature will be key personal traits along with the desire to be part of a small dynamic team. The successful candidate can expect a very competitive basic salary package with a rewarding incentive program plus great industry and health benefits.

If you feel you meet the criteria above and this sounds like your ideal role please apply by sending a short covering letter and your resume to: jobsau@vikingcruises.com

Only suitable applicants need apply.



Friday 7th July 2017

CORPORATE UPDATE

Hotel over-spend report

CORPORATIONS are over-spending on hotel rooms by up to 5% when using Last Room Availability rates (LRA), according to a report by Carlson Wagonlit Travel (CWT).

The company says there is a 5% gap between the perceived and actual value of LRA rates, which would amount to an overspend of \$1 million in the case of a corporation with a \$20 million preferred hotel spend.

"Last Room Availability rates have been the gold standard for hotel agreements since the 1980s, and no one has ever really questioned that," said Carlson Wagonlit director of hotel solutions Eric Jongeling.

"But we have now looked into this in great detail and it seems like the gold has lost some of its shine," he said.

"Our research shows between 5% and 11% differences in some markets so travel managers should bear this in mind when negotiating global rates."

CWT says it analysed 7,300 hotel bookings made across 97 countries in 2016 to compare the

value of LRA rates.

It found 44% of hotels charged clients a premium for including an LRA clause in contracts.

CWT also found there was a 12% chance that a traveller would not be able to stay at their contracted rate, even with an LRA rate.

For the full report, [CLICK HERE](#).

AirAsia corp push

AIRASIA has launched a suite of new products for the business traveller under the banner MyCorporate, offering a choice of fares and extras.

The initiative involves three bundle options called Fare Only, Corporate Lite and Corporate Flex, allowing travellers to choose levels of paid and included extras.

Corporate Lite product includes a meal, standard seat assignment, a dedicated check-in counter and flight changes up to 24 hours before departure.

Corporate Full Flex adds other extras including 20kg baggage allowance, express airport services and Premium Red Lounge access.

International Operations Manager East & Manager West WANTED!

- 12 month full-time, fixed-term roles (Maternity Leave)
- Hobart-based (Manager East) and Sydney or Hobart-based (Manager West)

Tourism Tasmania is on the lookout for TWO enthusiastic self-starters to oversee our in market activity in the Asian (Hong Kong, China and Singapore) and Western (North America and Continental Europe) markets.

These dynamic roles will leverage your understanding of the needs of these regions, as you deliver cooperative marketing opportunities in the trade, media and PR space. You will need to be able to build and grow strong partner relationships, manage projects and budgets and have the ability to communicate across cultural boundaries.

Passion about Tasmania, its brand and growing this brand internationally all goes without saying along with a strong desire to think BIG and be BRAVE!

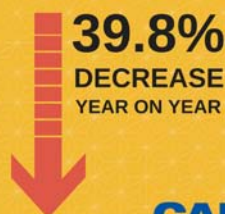
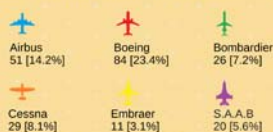
If this is you, visit the Tasmanian Government Jobs website - jobs.tas.gov.au for further information and how to apply.



CAPA Centre for Aviation today offers its latest exclusive infographic, presenting insight from its own data and external sources.

Accident & Incident Register - May 2017

359 Aircraft Incidents & Accidents



329 Incidents
13 Serious
233 passenger flights
2 serious

11 Accidents
4 Fatally Injured
no passenger flights
involved

CAPA
CENTRE FOR AVIATION



Source: Australian Transport Safety Bureau National Aviation Occurrence Database 20 May 2017

There has been a great deal of recent press around the impact birds can have on aircraft. As the above graphic shows, what is interesting is that this is not uncommon. In fact, incidents involving aircraft striking wildlife, particularly birds, are the most common aviation occurrence reported to the Australian Transport Safety Bureau (ATSB). In May 2017, 220 incidents were recorded by the ATSB. Granted, not all of these resulted in aircraft being grounded, however some form of damage occurred. Today's CAPA Centre for Aviation infographic focusses on Australia's Accident and Incident Register for May 2017, sourced from the ATSB National Aviation Occurrence Database.

UOB GDS renewal

TRAVELPORT has renewed its long-term partnership with UOB Travel Planners, one of Singapore's largest corporate travel agencies.

Under the deal UOB will continue to use Travelport Smartpoint and will also be the first corporate client in Asia to pilot the new corporate booking tool Travelport Locomote.

Travelport will support UOB in the development of its mobile app using the Universal API system which allows app users to connect to in-house agency systems and access content.

"It has been a fulfilling partnership with Travelport these past years and we are glad to continue working together," said UOB gm Steven Ler.

SQ's new HighFlyer

SINGAPORE Airlines will target small and medium-sized enterprises (SME) with its new HighFlyer rewards program.

The scheme gives HighFlyer points to corporates while still allowing employees to earn regular KrisFlyer miles on board Singapore Airlines and SilkAir.

There is no minimum annual travel spend required and corporates earn five HighFlyer points for every S\$1 spent on tickets booked through SQ's corporate booking platform or an appointed travel agent.

Businesses can choose how to utilise points, with the option to offset future ticket purchases partially or in full.

For more details visit singaporeair.com/highflyer.

Friday 7th July 2017

IATA traffic update

WORLD revenue passenger kilometres (RPKs) rose 7.7% in May, compared to May 2016 according to the figures released by the International Air Transport Association (IATA).

In its global pax traffic results, the growth in May was slower than the 10.9% that was recorded in Apr.

Capacity climbed 6.1%, and load factor to 80.1%, which was a record high for the month.

All regions, excluding the Middle East and North America, posted record-high May load factors.

NAI mulls Asia

NORWEGIAN Air International (NAI) is considering direct flights between Dublin and Asia if the airline can secure permission for overflights across Russia.

Norwegian chief executive Tore Jenssen confirmed to the *Irish Independent* that Beijing was the most likely destination.

He added there was no timeline for when a permit would be issued by Russia, but said there was no specific plan as of now to start flying Dublin to Beijing.

"We'll focus first on the transatlantic," Jenssen.



Travel Specials

WELCOME to Travel Specials, *Travel Daily's* Friday feature. If your firm has released a travel special you'd like to make the industry aware of, send the details to specials@traveldaily.com.au.

AAT Kings is offering guests free return flights to Perth when they book the 16-day Western Wonderland guided holiday. The package includes a travel director & driver guide, accommodation, coach travel, transfers, and more. Priced from \$5,495pp. Call 1300 556 100 for more info.

Fly to Africa as a couple for the price of one with **Travelmarvel's** recently launched Africa 2018 departures. The early bird special applies to itineraries of 22 days or more. Guests will only need to pay \$750pp in taxes. The deal is available until sold out - **CLICK HERE** for more.

Manor House, part of Richard Branson's Mont Rochelle winery in South Africa, is holding a three for two deal. Guests who stay three or more nights will receive their final night free of charge. The offer is valid from 01 Sep until 31 Oct. **CLICK HERE** to book the deal.

Young travellers can book a 2018 European Summer departure with **Contiki** at 2017 prices. Travellers can save an additional 10% off when they book before 05 Sep. Visit contiki.com for more details.

Kokomo Private Island Fiji has a stay and pay offer available for guests who travel before 15 Dec. When guests stay seven nights at the Hilltop Residences they will only pay five nights. 14 nights will see guests pay only 10 nights. **CLICK HERE** for more information on the deal.

WIN A LUXURY RIVER CRUISE



Terms and conditions

INCLUDING
FLIGHTS TO
EUROPE

This month, Scenic and *Travel Daily* are giving readers the chance to win a luxurious river cruise. Experience a 15-day cruise in a balcony suite. The prize includes:

- Jewels of Europe river cruise for 2 people departing Oct 2018
- Return flights to Europe
- Complimentary beverages all day, everyday, all meals, private butler service and all tipping & gratuities

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

SCENIC
LUXURY CRUISES & TOURS

Q5. What is Scenic's casual dining option on board Scenic Space-Ships?

TUI's hotel focus

TUI Group has announced a new strategy to grow its hotel portfolio, appointing two heads to run its hotels & resorts division.

Group chief marketing officer Erik Friemuth will manage TUI's own hotel brands TUI Blue, Robinson and TUI Magic Life.

As head, he will take over the commercial management of the brands on top of his other duties.

Thomas Pietzka will look after TUI's hotel joint ventures, including Riu.

By the end of the 2018/19 financial year, TUI hopes to grow its hotel inventory by forty to forty-five properties.

W Bund debuts

MARRIOTT International's W Hotels has opened the doors of its latest hotel in Shanghai.

The W Shanghai - The Bund overlooks the Huangpu River and has 374 guestrooms and suites.

All rooms within the hotel feature switchable privacy glass & Nespresso coffee machines.

EL AL buys Israil

ISRAELI flag carrier EL AL has acquired rival airline Israil.

The acquisition, which is subject to approval by the country's antitrust authority, will use EL AL charter subsidiary Sun d'Or as the vehicle through which Israil will be acquired.

Israil is a holiday package company that sells low-cost flights and accommodation.

Currently, Israil is the third largest Israeli airline.

Padang Bay tax

LOCAL port authorities in Bali have announced a new harbour tax for pax travelling to the Gili Islands, Lombok, Nuda Penida and Nusa Lembongan from 08 Jul.

The implementation of this new fee will be applied on all departures from Padang Bay, and will be levied on the spot.

Padang's new tax will see passengers fork out US\$4 for travel to Gili and Lombok and US\$5 for pax heading to Nusa Penida and Nusa Lembongan.

Travel Daily

www.traveldaily.com.au

Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

EDITORIAL

Editor in Chief and Publisher — Bruce Piper
Managing Editor — Jon Murrie

Editor — Guy Dundas

Contributors — Jasmine O'Donoghue, Matt Bell, Jenny Piper, Christian Schweitzer
info@traveldaily.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Lisa Martin
advertising@traveldaily.com.au

BUSINESS MANAGER

Jenny Piper
accounts@traveldaily.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

Travel Daily operates by paid subscription to people within the travel industry - sign up at www.traveldaily.com.au.

CRUISE
WEEKLY

travelBulletin

business events news

Pharmacy
Daily

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.



Account Manager
Melbourne, Australia

Execute sales activities, manage and develop the dedicated portfolio in order to maximize its value for AF/KL in terms of revenue and /or market share within the scope of the Establishment Business Plan.

Key Responsibilities

- Increase Air France KLM revenue and Market share as defined in the Business Plan.
- Monitor and follow the Commercial policies & procedures while executing the task, staying within the parameters defined in the Business Plan.
- Gather and analyse internal and external information in order to provide reliable reporting to Sales Management
- Sales activities/policies implementation

Knowledge and Experiences

- Bachelor or Master degree (preferably in business administration, economics or similar), or proven capacity to work at this level;
- Minimum 3 years commercial experience (preferably in a sales position and in travel industry);
- Proficient in English language;
- Knowledge of Microsoft Office and Sales Information Tools
- Knowledge of Salesforce an advantage

Key skills

- Communication skills
- Customer Focus
- Persuasive
- Initiative/proactive
- Self-motivated
- Negotiation skills
- Analytical skills

Starting date: ASAP

If you are ready to step into this exciting and motivating position, please forward your resume and application to Lily VU - Huong.vu@klm.com

(We regret that only shortlisted candidates will be notified)



Working in partnership with the Australian Travel Industry

Business Development Manager

NSW, \$80k + Super + Com, Ref: 2940SO3

This senior BDM position has huge potential to work with independent travel agencies across NSW to work for an award winning company and build and develop the network of agencies. You will be driven and have strong contacts within the NSW travel industry and will be looking to maximise on these relationships, relishing this diverse position. You will be an articulate communicator and you will be able to manage a range of stakeholders and will enjoy the challenge of growing new business.

For more information please call Sasha on
(02) 9119 8744 or click [APPLY](#) now.

Travel Consultant, Newcastle/Maitland area

Newcastle, Excellent Salary, Ref: 2934/RM1

If you are a people person who has a strong passion for travel and putting together fantastic adventures for your customers and is looking for long term career progression then this is the job you have been searching for. As part of this well established travel agency you will be rewarding with existing clients, base salary plus uncapped commission structure and other fantastic travel perks including family opportunities, family allowance, extra family leave. Flexible hours on offer.

For more information please call Ruth on
(02) 9119 8744 or click [APPLY](#) now.

Reservation Support Consultant

Gold Coast, \$45-\$48k plus super, Ref: 2943SZ1

We are looking for a travel agent or consultant looking to take a step away from sales & step into a more of a customer care & support role. Your job & duty will be to ensure you look after the requests of customers to your best ability and support the reservation staff in any back office duties. There are no sales involved in this position nor do you have to work towards KPI's. You will be focused on providing exceptional service whilst learning about the products in this fascinating agency.

For more information please call Serena on
(07) 3123 6107 or click [APPLY](#) now.

Groups & Corporate Travel Consultant

Melbourne, \$60-\$65k + Super, Ref: 0904DM1

Our client is looking for a travel professional with corporate, incentives & groups experience to join a fantastic boutique TMC in Melbourne. The successful candidate will ideally have a good telephone manner with excellent people and customer service skills. You will be experienced in the travel industry and have exposure to group reservations & corporate experience. You should have a passion to succeed and be keen to continue your career as this role will be looking to develop into a 2IC.

For more information please call Daniel on
(03) 9988 0616 or click [APPLY](#) now.

Cruise Trade Reservations Consultant

Sydney, \$47k + Super + 5% Bonus, Ref: 2936PE1

Become a cruise Reservations consultant for this leading luxury brand, this is a non-sales role quoting and booking amazing cruise itineraries for travel agents Australia wide. What makes this role special is that there is a team bonus paid monthly for hitting targets, not many reservations roles offer this not to mention 1 free cruise every year! This rare opportunity won't last & I am looking for someone with a strong knowledge & passion for cruise. If this sounds like you please apply today.

For more information please call Paul on
(02) 9119 8744 or click [APPLY](#) now.

Travel Consultant/Mon-Fri

Gold Coast, Great Base + High Comms, Ref: 5502CNA

Want to earn your worth? Are you an experienced retail or online travel agent? This role is all about servicing warm customers, converting quotes and ensuring repeat and referral businesses are well looked after. Customer service is very important but a proven history in sales is what our clients are seeking. It's time to step away from face to face and be apart of this growing family with an on target earning of \$60-80k within your first 12 months and a potential to double your salary!

For more information please call Chandini on
(07) 3123 6107 or click [APPLY](#) now.

Wholesale Consultant - Europe

Melbourne, \$40-44k + Comm, Ref: 2925HC1

Are you currently working in the Travel Industry & need a change? Have you always wanted to work in wholesale travel? Then here is your chance! This Melbourne based company is recruiting for a passionate Wholesale Consultant. Dealing with agents only, this wholesale role is great for experienced Wholesale Consultants that are looking for a new adventure in their career. Candidates must have the ability to thrive and succeed in an often diverse and always customer focused, travel sales role.

For more information please call Hannah on
(03) 9988 0616 or click [APPLY](#) now.

Corporate Travel Consultant

Perth, \$60-65k + Super, Ref: 1185SJ1

To tie in with ongoing success across the Perth corporate travel industry we are on the look out for a Corporate Travel Consultant to join a boutique travel management company in their luxurious offices in Sydney CBD. Dealing with SME corporate accounts, using your travel industry experience and excellent customer service skills this is the chance to progress in your travel career. Work in a small team, have a hands on approach to your work and reap the rewards with this sought after TMC.

For more information please call Sarah on
(08) 6365 4313 or click [APPLY](#) now.



Find your ideal travel job at www.TravelTradeJobs.com.au
online... on mobile... in branch

Global Hotel Wholesaler



www.travellanda.com

Travellanda

The travel industry is constantly evolving and the demand for high-quality services at low rates is on the rise.

TRAVEL companies are always looking for the best hotel rates and an unlimited inventory of products covering all destinations on the planet. The mechanics of delivering such a service is the job of the B2B accommodation wholesaler.

Travellanda has spent years developing partnerships and innovative technology to do just that. Businesses like this drive the travel industry forward, providing a full range of accommodation anywhere in the world to consumers at the best possible rate.

Travellanda, a leading B2B accommodation wholesaler, currently has its head office based in London

along with local offices in Istanbul, Bangkok and representatives in over 10 countries worldwide.

Since its inception in 2010, Travellanda has grown from strength to strength. Focused on building an experienced and dedicated team as well as developing advanced technology to help support its ever-increasing client base.

Travellanda's vision is to be the most customer centric wholesaler in the industry. Servicing customers and delivering the best possible technology, products and services. With its cutting-edge technology and 24/7 customer support, Travellanda provides an inventory of over 200,000 hotels worldwide all with highly competitive rates.

The solution for Travel Agents, Tour Operators, and OTAs who require a large inventory with low rates is the suite of products and services that Travellanda have on offer. Tools and

services such as its XML Connectivity, Online Reservation System or B2B White Label Solutions. Through this, partners have access to a full range of hotels from 1-star budget to 5-star luxury hotels, from self-catering apartments to holiday resorts including all different kinds of room types.

It is the vast choice of hotels, services, and state of the art technology that makes Travellanda a great medium for tour operators, travel agencies, OTAs and other travel companies to increase their business.

Find out how Travellanda can help grow your travel business - visit www.travellanda.com

FOLLOW US



[facebook.com/
travellanda.online](https://facebook.com/travellanda.online)



[linkedin.com/company/
travellanda-ltd](https://linkedin.com/company/travellanda-ltd)



[@travellanda](https://twitter.com/travellanda)



Phone: +44 20 3384 5410

Website: www.travellanda.com