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enough to
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the **world**
are the one's
who do!"
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Let's face it, nearly everyone wants the chance to be contacted with a dream job
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First with the news

Thursday 4th May 2017



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Fiji plans local expansion

TOURISM Fiji is preparing to expand its Australian operations & mount new consumer marketing campaigns in response to increased competition in short- and medium-haul markets.

Chief exec Matthew Stoeckel told **TD** Tourism Fiji was looking to increase its Australian team with the appointment of new specialists in areas such as social media, digital marketing and promotions, which would help boost in-house capabilities.

"We'll be making additional appointments in the Australian operations as a move from having just a sales focus to also having a consumer oriented approach," Stoeckel told **TD** this morning at the Fiji Tourism Expo.

"A big part of that will be a re-invigorated brand - research

in our core markets shows our brand is strong but could be stronger," he said.

"Competition has changed and the consumer has changed, so we need to respond."

New branding and marketing initiatives are likely to be rolled out this year, after completion of further market research.

Stoeckel said, "For us to move forward we need to build on internal functions. This will happen gradually - nothing is broken and nothing is wrong, but can we improve? Yes."

Efforts in the Australian market would be driven by newly appointed regional manager Hal Caldwell (**TD** Fri) and would be aimed at arresting a decline in visitors over the past year.

More from Fiji on **page five**.

See the new JITO

ONLINE travel industry recruitment platform JITO has evolved, with a completely revamped and enhanced website and back end launching today.

The system uses world-first artificial intelligence to automatically match jobseekers to roles, with the aim of making life easier for employers in search of new staff and travel people looking for their dream job.

The unique "matching technology" is complemented by the Jito Connected "social media-powered one-stop shop for networking, sharing content, events and jobs," according to founder Helene Taylor.

"Let's face it, everyone wants to be contacted if it could be a dream job opportunity so we have built the solution," she said, with everyone in travel, tourism and hospitality invited to explore the new platform at jitoconnected.com - see the **cover page** for more details.

MEANWHILE JITO and **Travel Daily** are partnering for another upcoming networking night which will take place in Sydney on 27 Jun - info on the **last page**.

New China routes

CHINA Southern Airlines and Tianjin Airlines have both been given the nod to launch new routes linking Qingdao & Sydney and Chongqing & Melbourne (**TD** 23 Jan) respectively by the Civil Aviation Administration of China.

Today's issue of TD

Travel Daily today has seven pages of news and photos, including a front cover page for **JITO** plus full pages from:

- AA Appointments jobs
- JITO/**TD** networking invite



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CTM "synchronised global growth"

CORPORATE Travel Management today confirmed it was seeing "synchronised global growth" in key markets - the first time the company has seen a coordinated upturn since it publicly listed in 2010.

According to an investor presentation by ceo Jamie Pherous, client activity in Australia/NZ and Asia continues to be flat, while in UK/Europe there are "broad based client activity increases".

While in the short term activity in the US is slow as the market awaits certainty on government initiatives relating to tax and infrastructure, CTM's long term prospects in America are expected to be positive.

Pherous said CTM continues to win market share, adding that underlying FY17 pre-tax earnings are expected to be at least \$97m, up 40% year-on-year.

NTIA 2017 finalists unveiled

AFTA this morning released the list of finalists for the 2017 National Travel Industry Awards (**TD** breaking news), and once again the event looks set to be bigger and better than ever, with more than 3,200 votes cast to select the contenders.

The high level of industry engagement comes as the 2017 NTIA moves to Sydney's International Convention Centre

which will provide a stunning backdrop for the night of nights.

This year's finalist list includes a mix of old and new faces, with Jetstar joining Qantas and Virgin Australia as finalists in the Best Domestic Airline category.

Luxury Escapes, TripADeal, Cruise Guru, Fly365.com and Global Journeys are finalists in the Best Online Travel Agency category, while the finalists in the Best Specialty Wholesaler category this year include Asia Escape Holidays, Bench Africa, DriveAway Holidays, Infinity Cruises and Wendy Wu Tours.

This year **Travel Daily** joins the line-up of NTIA judges, with gm Christian Schweitzer part of the team led by Bob Lunnon.

For the judged categories, presentations will take place at the Qantas headquarters in Sydney between 30 May and 07 Jun, with QF once again the NTIA major sponsor for 2017.

Avani for Auckland

AVANI Hotels & Resorts has announced the NZ\$11m acquisition of Auckland's Metro Suites, a 40-storey luxury tower which will be refurbished before rebranding as Metropolis Avani Residences by Oct 2017.

Avani, part of Thailand's Minor Hotels Group which also owns Oaks Hotels & Resorts, has a portfolio of 18 properties in 12 countries across the region.

Sri Lankan to MEL?

SRI Lankan Airlines is understood to be plotting non-stop flights between Melbourne and Colombo later this year, with reports suggesting a four weekly A330 service is in the wings.

However it's not the first time UL has signalled its intentions to relaunch online services in Australia, with the carrier scheduling but ultimately not launching the same route two years ago (**TD** 16 Feb 2015).

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*Economy X on sale now for travel on selected aircraft from 21 May 2017. Conditions apply.



Air Canada to fly MEL-YVR

AIR Canada country manager Paul McLean has hailed the travel trade for its strong support of the carrier, telling **TD** that the launch of its new non-stop services from Melbourne to Vancouver (**TD** breaking news) has only been made possible by the strong performance of the airline's Brisbane-Vancouver route.

Melbourne will be AC's third Australian port, with the seasonal 787-9 operation to fly four times per week from 03 Dec 2017 through to 04 Feb 2018.

McLean said as well as helping meet demand from Australian travellers for Canada winter experiences, the MEL-YVR services would also provide easy connections through to New York city and other ports in the USA, "a feature that has proved exceptionally popular with passengers on our daily non-stop flights from Sydney and Brisbane".

McLean said the carrier was hoping for further expansion in Australia, which could see increased frequencies on all three local routes.

Fares are now available for the

Melbourne service, with the *Dreamliner* aircraft offering a lie-flat Business class cabin as well as Premium Economy and Economy.

Other routes announced overnight by Air Canada include non-stop flights from Vancouver to Orlando, while upcoming expansion includes YVR services to Denver, Taipei, Nagoya, London Gatwick, Frankfurt and Boston.

Sofitel Darling debut

SOFITEL Sydney Darling Harbour is celebrating the launch of its online bookings by offering one person the Golden Ticket of a lifetime.

The Golden Ticket comprises nine double passes to events and quintessential Sydney experiences for two people.

Events include tickets to Arsenal vs Sydney FC, State of Origin, Russian National Ballet, a Harbour BridgeClimb and NYE accommodation at the hotel.

To enter, consumers need to book a room at the hotel by 04 Jun 2017, with the Sofitel scheduled to open on 01 Nov.

Home-based FCTG

FLIGHT Centre is turning over about \$160m annually through its fledgling network of home-based agents, with the firm saying there is strong growth potential in the "cost-effective model that is growing strongly globally".

Speaking at an investor conference, cfo Adam Campbell said the company was continuing to expect its global TTV to top \$20 billion for the first time this year - but that significant airfare deflation was hitting revenue.

He confirmed the creation of a new Business Transformation Team led by Flight Centre chief operating officer Melanie Waters-Ryan, which will identify and deploy cost reduction strategies, recommend investment in growth models, and conduct a review of underperforming brands.

There is "modest growth" planned for Flight Centre branded stores in Australia which will focus on flagship stores in major shopping centres - but Campbell added that there were "no plans for widespread shop closures in Australia, given high levels of profitability".

Other challenges cited included underperformance in some brands and businesses, with Campbell particularly highlighting Asia, Flight Centre's North American leisure operations and Top Deck Travel.

MH, GA expand pact

MALAYSIA Airlines and Garuda Indonesia will boost their codeshare cooperation next week, with the MH code being placed on eight Garuda routes ex Jakarta including Makassar, Solo, Surabaya and Yogyakarta.



Window Seat

AIRPLANE tugs may not be the most glamorous vehicles going around today.

However after Porsche successfully towed an Air France Airbus A380 for a Guinness World Record, the German car maker might be thinking of heading down new taxiways.

A Porsche Cayenne, driven by Porsche GB technician Richard Payne recently towed the 285 tonne aircraft 42 metres at Paris Charles de Gaulle Airport.

The attempt shattered the previous Guinness World Record title of 115-tonnes.

Happening at a 60,000m² Air France hangar, which is designed to house one A380, the Porsche was connected to the largest passenger aircraft in the world via a special towing attachment that sat on the Cayenne's standard tow bar.

CLICK HERE to watch.



Ramada Scarborough

WYNDHAM Hotel Group and VetroBlu Management have announced a franchise agreement to open a Ramada hotel in Scarborough Beach, WA.

The 75-room hotel is scheduled to open mid-2017 and features short and long-stay apartments.

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Cheapflights Compass report



ABOVE: Cheapflights Australia/ NZ regional sales manager Nathan Graham and colleague Tom Bonnafoux (**pictured**) hosted an event at Sydney's Aria restaurant yesterday to launch the latest edition of the annual Cheapflights Compass report.

The study collates data from local Cheapflights searches, with Graham detailing findings such as the most affordable destinations, popular countries and fare trends.

Graham said Cheapflights was seeing strong growth, with total searches from Australia up 42%

year-on-year.

As expected, Dec and Jan were peak times for long haul travel, with a secondary spike in Jun and Jul as Australians head to the northern hemisphere.

Melbourne was the most searched domestic destination, and Graham noted that travelling on Tue was up to 8% cheaper than departing on a Fri.

"Generally speaking, three months in advance is the sweet spot for finding the best price," he added - see the full report at www.cheapflights.com.au.

UNITED



National Account Manager

Based in Sydney Australia, our Sales team are eager to welcome a new National Account Manager to United Airlines.

This dynamic, challenging full time role will be responsible for managing a portfolio of agency accounts, with a strong focus on revenue generation and goal achievement.

As well as developing existing relationships, the successful applicant will be responsible for creating new revenue opportunities, whilst actively promoting United Airlines value proposition, brand and company messaging.

We are looking for a strong team player who can manage existing business and grow revenue from their portfolio.

Should you be successful in gaining an interview, you must be able to display your negotiation, communication, technical and presentation skills. The successful candidate must be fluent in English and be legally authorized to work full time in Australia for any employer without sponsorship.

Please apply by email to sydsales@united.com
This position will close Friday 12th May.

Step back in time
in Israel and Jordan
in the April issue of
travelBulletin.

CLICK HERE to read
travelBulletin



APT Small Groups

APT'S Europe 2018 brochure features five new Small Group Discovery tours, with additions including trips in Iceland, Morocco, Ireland and Slovenia.

Guest numbers are capped at 20 per departure, promoting immersive touring experiences.

Among the itineraries is the 11-day Emerald Island which begins in Belfast, before moving to Donegal and then Dublin with prices starting from \$7,495ppts.

The eight-day Northern Lights & Lapland tour takes guests to Rovaniemi, Finland and dovetails with APT's 15-day Magnificent Europe river cruise.

A range of Superdeals such as free flights or air credits are on offer for bookings by 31 Aug.

Indigo correction

INTERCONTINENTAL Hotels Group's Indigo Hotel Brisbane Fortitude Valley is scheduled to open in 2020.

It has not opened as yet, as mentioned in **TD** yesterday.

Alitalia as usual

AVIATION Online, the local gsa of Alitalia, has reassured the industry that it is "business as usual" for the Italian flag carrier which has been placed into administration (**TD** yesterday).

GM Tony Wilson said all flights would continue to operate as per schedules, with Aviation Online assisting with new or existing bookings - call 1300 781 747.

Queenstown promo

DESTINATION Queenstown is harnessing the power of visitor experience to entice Aussies to visit during the ski season with user generated content.

Videos and photos have been collected from users' social media channels over the 2016 winter season and will be pushed out under themes like SkiTown and SnowTown with the premise 'Our town, your town, Queenstown.'

Visitors to the NZ South Island city shared over 100,000 posts during the 2016 winter season - see queenstownnz.co.nz.



SILVERSEA – MARKETING CO-ORDINATOR

Silversea owns and operates a fleet of nine "boutique" cruise ships and is recognised as the market leader in the ultra-luxury sector.

An exciting opportunity exists for a Marketing Co-ordinator working for Silversea Cruises based in their Sydney CBD office.

Reporting to the Head of Marketing, Asia Pacific, you will be an integral member of the Marketing team to support both the Marketing and Business Development function in a variety of tasks which include but not limited to the below:

- Design – Project management: Ability to create, amend flyers/ brochures
- Email Campaign management – Manage trade communications for sales team
- Advertising – Manage and co-ordinate co-op advertising and trade marketing activity
- PR – Co-ordinate Press requests and support
- Assistance in Marketing planning, budgeting, invoices, events and admin support

We are looking for a self-motivated, efficient professional who can think on their feet with the ability to work both unsupervised and as a team player.

To apply for this role you must have a minimum of 2-3 years marketing experience preferably in the Luxury Travel sector.

To apply for this role please submit your application by
Friday 5th May to marketingap@silversea.com.

Today's issue of *TD* is coming to you courtesy of the **Fijian Tourism Expo and Tourism Fiji**.

HUNDREDS of guests gathered by the poolside at the Waitui Beach Club at Sofitel Fiji Resort & Spa last night to mark the beginning of the 2017 Fijian Tourism Expo.

Amid flaming torches and warrior dancers, buyers and exhibitors got a taste of what's in store over the next few days and had a chance to relax ahead of today's business appointments.

Fijian President Jioje Konrote opened this year's event, joined by Tourism Minister Faiyaz Koya and the chairman of Tourism Fiji Andre Viljoen.

More than 160 buyers from 20 countries are participating in this year's expo and will hold a series of meetings with close to 100 sellers, promoting their products.

Today's sessions are underway at the Denarau Island Convention Centre at the Sheraton Fiji Resort and will be followed by an evening function and entertainment overlooking the Pacific Ocean at the resort's Sandy Point gardens.

Rosie Hols brochure

SI HOLIDAYS has launched its Rosie Holidays destination brochure for 2017/18.

The program contains two new properties, including the lavish Fiji Marriott Resort Momi Bay and the luxurious Kokomo Island Fiji on Kadavu Island, as well as plenty of options for families, couples and wedding parties.

Also within the brochure are short tours, wedding locations, cruises and island hopping.

Order a copy through TIFS.

G Adv/Collective ID

AN EXCLUSIVE G Adventures itinerary to Peru accompanied by Collective Hub's founder and editor in chief Lisa Messenger is set to depart on 10 Aug.

The 'Travel with Intent' tour is based on G Adventures' 12-day Amazon to the Andes trip and will feature three workshop days when Messenger will discuss finding your purpose.

The tour is priced from \$6,999 including flights - more **HERE**.

Fiji Tourism Expo kicks off



TOURISM Fiji's newly recruited regional manager for Australia, Hal Caldwell (pictured above right) has been tasked with steering more Aussies back to the island nation, following ongoing visitor number drops in the wake of Cyclone Winston in Feb 2016.

CEO Matthew Stoeckel told *Travel Daily* today that Winston's impact, coupled with stronger competition from medium-haul destinations and the booming cruise sector, had mounted to the Aussie visitor decline to Fiji.

Australia now represent 45% of arrivals in Fiji, down from 50% only a few years ago, with last year's Aussie arrivals down 1.9% to 360,370.

"When people say Australia has declined last year, it's important to remember that was on the back of a record year, so overall things are positive," Stoeckel said.

"Australia will always remain our most significant market so with a refreshed team in Australia I'm confident we will see good growth shortly," Stoeckel added.

Pictured ahead of the first day of the 2017 Fijian Tourism Expo at the Denarau Island Convention Centre this morning are Tourism Fiji's Aussie contingent - from left are Jason Sacriz, trade partnerships manager; David McMahon, state manager NSW/ACT; Kara Nelson state manager Vic/Tas/SA and Hal Caldwell.



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For more information contact Richard from the Solomon Islands Visitors Bureau on richard@ptm.net.au or 0412 524 699



Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Steven Palombo has been appointed as Head of Technology at **Jetstar Airways**. He moves from his most recent role as General Manager, Commercial at HRG, and before that spent six years as Australian Country Manager for Air Mauritius.

Air Vanuatu has appointed **Jeff Murdoch** as its new General Manager Commercial. The airline veteran has been an independent consultant for some years, with his career including senior roles with Norfolk Air, Air Niugini and IATA.

Patrick O'Meley is the Hotel Manager for **Veriu Broadway Hotel** in Sydney. O'Meley has worked for a number of luxury brands including qualia Resort on Hamilton Island, The Sebel Pier One & The Star Hotel & Apartments and most recently worked at luxury five-star hotels Palazzo Versace and QT on the Gold Coast.

Tourism Fiji has appointed its new Regional Manager for Australia, **Hal Caldwell**. Caldwell has over 20 years of experience in marketing and branding roles and has most recently managed Tourism Fiji's Australia consumer marketing activities.

David Scowsill will resign from his role as President & CEO of **The World Travel & Tourism Council**, a role he's held since Oct 2010.

The role of Governor at **International Association of Hotel General Managers** (IAHGM) has been filled by **Anthony Liddiard**. He was most recently Director of Operations for InterContinental Hotels Group for Qatar and UAE.

Sara Hales has been promoted to the role of **Wellcamp Airport's** General Manager. Four years ago, Hales started with the organisation as a Community Liaison Consultant and has now progressed to lead it.

Former New Zealand Prime Minister **John Key** has been welcomed to the **Air New Zealand** Board as a Director. Key brings extensive international commercial experience, leadership skills and an understanding of the tourism sector when he was Tourism Minister, in addition to his role as PM. He will join the Air NZ Board on 01 Sep.

Visit Sunshine Coast has appointed **Kylee Daniel** as its Events Marketing Specialist- a newly created role. With a background in the events marketing sector, Daniel worked with clients such as the World Masters Games 2017.

Nicole Hill, previously Senior Sales Manager at Wyndham Hotel Group has been recruited as the Head of Sales & Marketing for **Melbourne Star Observation Wheel**.

The Australian Government has announced the appointment of **John Weber** to the Board of Airservices Australia for a three-year term.

Jessica Paul will take over from Martina Vitulli as Business Development Manager for **Tourism Portfolio**. She has experience with hospitality brands such as Starwood Hotels & Resorts, Sheraton on the Park, QT Sydney and The Westin Sydney.

Wade Jones has stepped up to the role as President of **Sabre Travel Network** and **David Shirk** as President of **Sabre Airline Solutions** in Southlake, Texas. Jones was most recently interim president of Travel Network- Sabre's global marketplace connecting travel agents with buyers and Senior VP of marketing and strategy. Shirk served as President of mobile application development company Kony, Inc.

Takahiro Sueyoshi will take over from Koji Okumura as General Manager for **The Capitol Hotel Tokyo** in Tokyo, Japan. Sueyoshi worked as GM of Tokyo hotels across Japan before being appointed as Executive Director & Marketing Director in 2015.

Ethiad Aviation Group has announced **Gavin Halliday** as Managing Director for **Hala Group**. He will be responsible for EAG's destination and conference management organisations and has more than 30 years experience at British Airways and other IAG business units.

Travel Daily

First with the news

Thursday 4th May 2017

NYC - best city in the world!

LAST night consumer travel magazine *International Traveller* hosted several hundred travel industry people at a Sydney event to announce the winners of its 2017 Reader's Choice awards.

There were 19 whimsical categories such as "Best Beach Escape", "Best Train Journey", "Favourite Airport" and "Best Eco Holiday", with about 4,000 of the publication's well-travelled readers voting in the poll.

New Zealand and the USA both took out several categories, with New York voted as "Favourite City in the World" and the award collected (eventually) by NYC&Co representative Sarah Stevenson who's **pictured** with *International Traveller's* Leigh Ann Pow.

More pics from the night at facebook.com/traveldaily.



Vanuatu warning

THE Department of Foreign Affairs and Trade (DFAT) has issued an advisory for Cyclone Donna as it may affect parts of Vanuatu in the coming days.

DFAT has warned Australians to be prepared for strong winds, heavy rains and storm surges that may occur in coastal areas.



Opportunity at Vietnam Airlines Sales & Marketing Team

Vietnam Airlines is looking for a dedicated and motivated sales professional to join its AU Sales & Marketing Team based at its Sydney CBD office.

The new Sales Coordinator will work in collaboration with other sales team members in all sales and marketing opportunities with the aim to maximize revenues and potential for Vietnam Airlines.

Primary responsibilities include:

- Provide reports and market intelligence data to Sales Managers.
- Process new sales leads and propose plan to secure new business.
- Schedule sales team's diaries, coordinate and participate in sales meetings, sales presentations & other sales & marketing activities;
- Action on inquiries from the travel agents and corporate clients;
- Support and participate in agency helpdesk activities when required.

The successful applicant will have the following skills and attributes:

- Experience in the airline/travel industry with a business administration or marketing background;
- Working knowledge of airline major GDS & CRS with Sabre an advantage;
- Proven analytical skills including information gathering, evaluation and interpretation;
- Proven ability to work under pressure and to deadlines, to work independently and as a team.

Interested applicants with full work rights are invited to forward their resume and cover letter by Wednesday 10th May 2017 to Ms. Thuy Nguyen via admin.au@vietnamairlines.com.

Only shortlisted applicants will be contacted for interview.

Thursday 4th May 2017

Collette has the Passion



COLLETTE is gearing up to offer customers a chance to secure their spot to be part of their Oberammergau Passion Play tour in 2020.

For just a \$50 deposit, customers can be first in line for when the pricing and departures are released later this year.

Seven itineraries will feature the production, ranging from the nine-day Discover Switzerland, Austria & Bavaria to the 13-day Exploring the Alpine Countries of Austria, Germany & Switzerland.

Oberammergau is in the Bavaria region of Germany right on the Austrian border.

Pictured from left are: James Cartmell, Fran Gildon, Michelle Cook, Frederick Mayet and Diego Iraheta.

Betsy beer on more

FIRST and Business class passengers will be able to enjoy Cathay Pacific and Hong Kong Beer Co's creation, Betsy Beer onboard flights from Hong Kong to Europe (except the UK) throughout May and Jun 2017 and on services to NZ and Tel Aviv from Nov until Dec.

Le Club Freddie

ACCORHOTELS loyalty program Le Club AccorHotels has won 'Best Hotel Program of the Year' for Europe/Africa zone at the Freddie Awards in the USA.

Le Club also won Freddie's for 'Best Promotion', 'Redemption Ability' and 'Customer Service'.



This month, Travel Daily is giving travel agents the chance to win a trip to New Caledonia, courtesy of Airalin, New Caledonia Tourism and Sheraton New Caledonia Deva Spa and Golf Resort.

The trip for two includes return economy class tickets flying with Airalin from SYD/MEL/BNE, 4 nights accommodation and buffet breakfast at Sheraton New Caledonia Deva Spa and Golf Resort and return airport transfers courtesy of New Caledonia Tourism.

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

4) Airalin offers a free supplementary bag of 23kg for sports equipment on Airalin operated flights – true or false?



Rex visa concerns

AIR services to regional areas could be shut down if the proposal by the Australian Govt is approved and occupational categories under the 457 skilled visa program are removed, warns Regional Express.

Rex says it's concerned the visa changes would mean foreign pilots and engineers couldn't be recruited, with coo Neville Howell calling on PM Turnbull to place an immediate moratorium on the proposed changes.

Copa/TK codeshare

STAR Alliance member carriers Copa Airlines and Turkish Airlines have inked a new codeshare agreement on flights between Panama and Istanbul.

Initially, the arrangement will see TK place its code on Copa flights between Panama City and David, Rio de Janeiro, Sao Paulo, Lima and other key cities, while Copa will place its designator code on TK metal from Panama to Istanbul, and then later to other cities incl Mexico City & Cancun.



2017 NATIONAL TRAVEL INDUSTRY AWARDS

INTERNATIONAL CONVENTION CENTRE, SYDNEY - SATURDAY 22ND JULY 2017

AWARD FINALISTS REVEALED

CLICK HERE TO VIEW

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**LEISURE SALES MANAGER
MELBOURNE – TOP INDUSTRY PKG +++**

Are you an experienced leisure sales manager looking for a new opportunity? Get out on the road with this role, calling on the trade, training & educating, presenting the company at industry events, bringing on new business & retention of existing clients through providing exceptional customer service. Experience required as a Sales Exec, existing network of contacts & strong relationship building & account management skills. Send your resume today.

CRUISE AWAY WITH THIS GREAT ROLE!

**CRUISE PRODUCT MANAGER
BRISBANE – STRONG SALARY PACKAGE**

Our client is looking for their next Cruise Product Manager. You will work closely with suppliers & other departments, in the creation & delivery of product packages to market. Build relationships, develop plans, design product, create content will all be a part of your day whilst working to tight deadlines. A background in cruise along with product a must along with great communication, organisation & negotiation skills. Start working for a great team...apply today!

LEAD THE TEAM

**SALES AND MARKETING MANAGER
SYDNEY – SALARY PACKAGE TO \$95K**

This leading Inbound and Destination Management Company are looking for a strong sales and marketing manager to join their team. Based in the Sydney CBD, you will lead a team of sales and marketing professionals to increase sales and re-energise their marketing strategy in Australia. Inbound experience is highly desirable but not essential. Strong leadership skills required. Send your CV or ring for a confidential chat.

MANAGE THIS UNIQUE DESTINATION

**PRODUCT MANAGER
SYDNEY – STRONG SALARY PACKAGE**

New product role just released. We haven't seen a good product role on the market for a while so this one will not last long. Managing a unique destination for this wholesaler, you will be responsible for managing the destination from Australia as well as the operational, logistics, education, training and the region's development. Ring today to find out more about the region you will be responsible for and what other benefits are on offer.

TAKE THE NEXT STEP IN YOUR CAREER

**WHOLESALE TEAM LEADER
SYDNEY – \$75K PACKAGE**

Currently a Reservations/Operations or Team leader in the travel industry? We have an amazingly rare opportunity to join this well-known specialist. Based in the CBD, leading a young energetic team of wholesale reservations staff, you will bring enthusiasm to motivate this already successful team ensuring their ongoing success. Great salary and ongoing career progression on offer. Call today to find out more.

MANAGE & MENTOR

**AREA GENERAL MANAGER
ADELAIDE – \$130-140K + BONUS**

Working closely with the Regional GM you will manage operations for one property whilst supporting & providing direction to a specified group of properties. Lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Extensive experience in a 4-5 star hotel as GM required along with exceptional leadership, communication & interpersonal skills. Executive salary package on offer for the right candidate.

JOIN THE AA TEAM IN BRISBANE

**TRAVEL RECRUITMENT CONSULTANT
BRISBANE – UP TO \$60K PKG OTE**

Don't miss this rare opportunity to combine your love for the travel industry with your passion for assisting others in finding their own career path. As part of the AA team your days will involve meeting candidates, building strong relationships with existing clients and growing your client portfolio via cold calling and networking to find the perfect client/candidate match. Enjoy Mon – Fri hours, a strong salary pkg + uncapped commission, full training & more.

CAN YOU SPEAK MANDARIN OR CANTONESE?

**INBOUND TRAVEL DIRECTOR OF SALES
MELBOURNE OR SYDNEY – UP TO \$130K PKG + BONUSES**

This leading inbound travel company is seeking an experienced Director of Sales to come and lead their successful sales division. Managing a team of ten you'll have a strong understanding and experience working within the Asian inbound market, have the ability to grow strong client relationships and win new business along with fluent Mandarin and/or Cantonese language skills. A strong salary package along with incentives on offer.

AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM

executive@aaappointments.com.au

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Get your ticket early as we always sell out!

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