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Travel Daily

First with the news

Monday 30th April 2018

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7 NIGHTS SELF-DRIVE
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FJ seeks SYD bdm

FIJI Airways is advertising for a degree-qualified Sydney-based business development manager with at least five years of travel or tourism industry sales and marketing experience - for details see **page seven** of today's **TD**.

Hilton flags growth push

HILTON'S newly appointed vice president Australasia, Heidi Kunkel, will have a significant role in boosting the company's presence in the region, with aspirations to have a Hilton and Doubletree in each capital city across the country.

Kunkel has returned to Australia with Hilton after about a decade overseas with Club Med (**TD** 13 Feb) and told **Travel Daily** she was excited at the new challenge.

The role covers Australia, New Zealand and the South Pacific including French Polynesia, and a restructure initiated by regional chief Alan Watts will see Kunkel responsible for the total performance of the portfolio, including both operations and brand development.

Currently Hilton has 23 hotels across the region plus a pipeline of nine in development - a figure Kunkel said she would like to see double within five years.

Currently there are Hilton branded properties in Sydney,

Brisbane, Adelaide, Perth, Darwin, Cairns and Surfers Paradise, while Doubletree has a presence in Melbourne, Alice Springs, Cairns, Darwin & Perth.

Hilton also recently opened Australia's first Curio-branded property, which debuted in Sydney's new Barangaroo precinct earlier this year.

Watts, who became Hilton's Singapore-based executive vice president Asia Pacific earlier this year (**TD** 28 Sep 2017), told **TD** that with 14 brands in its armoury Hilton was well-placed to boost its presence in the local market.

As well as plans to increase the Hilton and Doubletree portfolio, Watts hinted at a possible Australian debut of the upmarket Conrad brand, which could be supported by the strong demand for five-star rooms in Sydney.

New QF campaign

QANTAS has launched a new ad campaign across broadcast, digital, outdoor and social media featuring experiences in twelve domestic and international destinations - see the TVC at traveldaily.com.au/videos.

We Hear...
"OMG! MY CLIENTS
ARE ALREADY
BOOKING THEIR END
OF YEAR HOLIDAYS!"

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THE BEST TIME TO
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MAKE YOU FEEL
MERRY!
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Suzi, Jayde & Sheena - Sales Team

TRAFALGAR

Simply the Best

Eclipse in Europe

SCENIC is today highlighting European ocean cruising itineraries for 2019/20 as part of its recently released **Scenic Eclipse** program.

Voyages feature Spain, Portugal, France and the coastlines of the Mediterranean as well as the Baltic nations - see the **cover wrap** for more details.

Royal Brunei comp

TODAY is the last day of **Travel Daily's** exclusive competition to win two Economy class tickets with Royal Brunei Airlines to any where on their route network - see **page six** for all the details.

Today's issue of TD

Travel Daily today has six pages of news & photos, a front cover page for **Scenic Eclipse**, plus full pages from:

- Fiji Airways
- AA Appointments jobs

VIKING
CRUISES

WINTER
WANDERLUST

SAVE UP TO
\$6,300
PER COUPLE
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DEPARTURES

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RIVER
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DISCOVER
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GRAND PRIX MACAU 65

澳门格兰披治大赛车
Macau Grand Prix
15-18/11/2018

ARE YOU READY?

25

Macau

Ovation delivered

SEABOURN took delivery of its newest vessel, *Seabourn Ovation*, during an official handover ceremony at the Fincantieri shipyard in Genoa, Italy on Fri.

The 300 all-suite vessel is a sister-ship to *Seabourn Encore*.

Seabourn Ovation commences its maiden season with an 11-day voyage departing this Sat from Venice, Italy, to Barcelona, Spain, with a naming ceremony to be held in Valletta, Malta on 11 May.

Amadeus QF booking revamp

QANTAS' website now features a new online booking process including an interactive "Where can I go?" map, following a major digital redesign undertaken by Amadeus IT Pacific.

The project, which was completed last month and has recently gone live, followed the renewal of QF's contract with Amadeus for the Altea Passenger Service System as well as its content agreement with the GDS, ensuring Amadeus connected travel agencies globally will continue to have access to QF fares, inventory and schedules.

The makeover means there is a "tailored search and booking experience for each visitor" to the site, delivering relevant offers

and unique information.

Online bookers are now offered relevant cabin upgrade offers which can be redeemed by cash or points to give customers an easy way to upgrade.

The "Where can I go?" map allows customers to search and explore travel destinations using Classic Flight Rewards, Points Plus Pay or cash.

There's also a new "express checkout" booking path for frequent flyers, allowing them to skip from selecting their flights straight to confirming a booking.

Amadeus executive vp of airlines, Asia Pacific, Cyril Tetaz, said the average traveller visits 38 websites while booking a trip "so it's important for airlines to be able to offer a customer-friendly platform that encourages visitors to shift from a looker to a booker."

"We are excited to continue our work with a partner like Qantas to help find ways to make the customer experience more seamless," Tetaz said.

Accor Invictus pact

ACCORHOTELS has been named the Official Accommodation Supplier of Prince Harry's Invictus Games Sydney 2018.

Over 500 competitors from 18 nations will stay at Pullman, Novotel and ibis Sydney Olympic Park from 20-27 Oct, while Sydney Swissotel will host some invited family and friends of athletes.

Hawaii promotion

EXCITE Holidays has partnered with Hawaii Tourism Oceania to showcase Hawaii to travel agents over the next two weeks.

The co-op includes an eight-page guide which highlights the best experiences, resorts, activities & eateries on Oahu, Maui, Kauai, Molokai, Hawaii Island and Lanai.

Every night's accom booked in Hawaii over the period will earn agents 500 bonus reward points.

NEW CONSULTANT INCENTIVE

Book any 2018 or 2019 Tauck product & earn a prize (valued up to \$459!) from the Tauck Treasure Chest!!

[FIND OUT MORE >](#)

TAUCK

Mantra cfo to exit

MANTRA Group's chief operating officer Tomas Johnsson has announced he will depart the hotelier should the merger with AccorHotels be finalised.

"This business is in great shape and could not find a better custodian for future success than the Accor team led by the tireless Simon McGrath," Johnsson said.

He said he would likely resign by the end of May after joining the group as Peppers Grp gm in 2008.

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*A minimum of 20 passengers is required to guarantee tour host.

Peugeot Europe Mid-Year Sale

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- 3 FREE days for past Peugeot customers*

*Conditions apply

**DriveAway
Holidays**



Outback Accommodation row

LONGREACH'S Kinnon & Co Outback Accommodation will change hands from tomorrow following a breakdown in talks between the property's manager and its owners.

Kinnon & Co has operated the Queensland property over the past five years and was planning to invest further if it was able to gain support from the owners.

"As we don't own the land, we have recently been negotiating with the owners on an agreement that would have opened the way for our future development vision for the precinct."

"Unfortunately we couldn't reach a suitable agreement so we have taken the tough decision to relinquish management of the accommodation back to the owners," Kinnon & Co said.

The company said it is working to transfer all existing direct bookings over to the owners.

"We believe our past investment in the Outback Accommodation will continue to be an asset for Longreach tourism and a great experience for guests," they said.

The new managers can be contacted on (07) 4658 3811.

The change in ownership only affects Outback Accommodation and not Outback Pioneers where it is "business as usual".

AY strong 1Q18

FINNAIR has reported a strong start in the Australian market for the first quarter of 2018, with ticketed revenue up 43% year-on-year and forward bookings for the rest of the year "building".

AY's corporate sales manager & acting general manager Australia Sanna Ruuskanen said much of the growth this year can be attributed to increases in Business class sales.

Atlantis Sanya opens

THE US\$2 billion Atlantis Sanya in China has been opened by ultra-luxury hotel developer and operator Kerzner International.

Overlooking the South China Sea on the Haitang Bay National Coast, the resort features 1,314 rooms & 154 suites (five of which are Underwater Suites).

Like its sister-property Atlantis, The Palm in Dubai, Atlantis Sanya's attraction includes the Lost Chambers Aquarium and Aquaventure Waterpark.

Hainan Airlines operates twice weekly direct services from Sydney to nearby Haikou with a flying time of just over nine hours.

Hooley joins Minor

MINOR Hotels has appointed Craig Hooley as its new chief operating officer of Oaks Hotels & Resorts and AVANI Hotels & Resorts (ANZ) to spearhead the brands' local operations.



Window Seat

A NEW BBC sitcom called *The Tourist Trap* is set to take aim at the Welsh Tourist Board and star a string of high profile comedians such as Sally Phillips, Elis James and Mike Bubbins.

Phillips recently took to Twitter to help promote the mockumentary, stating: "Was it last year the Welsh Tourist Board tried to sell it as a destination full of special mud?"

The tongue in cheek series is part of an £8.5million a year boost to Welsh programming promised by the BBC and will air on BBC Wales later this year.



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HAWAIIAN
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Hawaii

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4th Anniversary SALE

Celebrating the 4th Anniversary SALE
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Sales until 14 May 2018
Travel until 12 December 2018
Terms & conditions, date restrictions apply

Dubai

BUSINESS CLASS
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AUD4000

ECONOMY CLASS
RETURN FROM
AUD1099

[MORE INFO](#)

Ciobo US biz push

AUSTRALIA'S Minister for Trade, Tourism and Investment Steve Ciobo is currently in New York promoting the virtues of Australia as a preferred destination for business events.

The trip is part of the Turnbull Government's push to boost the event sector, with the latest NYC event showcasing Aussie wine to key American stakeholders.

In 2017, int'l business event visitors spend in Australia was clocked at \$4.75 billion, \$814m of that coming from the US market.

LEGO Castle opens

LEGOLAND California Resort has expanded its room inventory following the opening of the 250-room LEGOLAND Castle Hotel, featuring 2,100 LEGO models created from over 3m blocks.

The new property offers a mix of themed room types including the Royal Princess, Knights and Dragons and Magic Wizard, along with a restaurant called the Dragon's Den.

EY bedwear range

ETIHAD Airways has launched a new loungewear collection which will be made available to pax on First class flights and guests staying in The Residence on board the Airbus A380 fleet.

The carrier held a special reception at the Louvre Abu Dhabi to mark the launch, with the A Friend of Mine by Xpoze brand designing the range.

SIN Aus visits soar

PAX movements between Australia and Singapore's Changi Airport witnessed a significant bump for Mar 2018, increasing by 9% on the same period in 2017.

The SYD-SIN city-pair performed most strongly, fueled by QF's reboot of the Kangaroo route, notching up an impressive 12% growth in the same period.

MEANWHILE, a new arrival hall officially opened in SIN's Terminal 1 (T1) last week, effectively enlarging the terminal's floor space by 35%.

The new area will help ramp up T1's handling capacity and adds new greenery such as dragonfly topiaries and palm trees.

Red Fort privatised

INDIA'S historic Red Fort tourist attraction will now be managed by the Dalmia Group under the Indian Government's controversial new "Adopt A Heritage" scheme.

The deal will see Red Fort's basic facilities and operations ceded to Dalmia Group for a minimum of five years.

More iconic tourist attractions such as the Taj Mahal are expected to follow suit.

Private Coral trips

CORAL Expeditions has introduced the option of private expeditions across the company's entire fleet.

Private charters include all meals, activities and interpretive shore excursions.

Hilton welcomes new chiefs



HILTON Worldwide hosted an event at Hilton Sydney last Fri to introduce the company's newly appointed senior executives.

Heidi Kunkel, recently named as vice president of operations for Australasia was joined by Singapore-based regional senior vice president Alan Watts, who took up his role with Hilton effective 01 Jan 2018 after a 20-year career with InterContinental Hotels Group.

The pair (**pictured**) outlined ambitious plans for the growth of Hilton's 14-strong brand portfolio across the region (see **page one**).

Watts told **TD** Hilton had an exceptionally strong pipeline of new properties under development in the fast-growing China market, meaning there was now opportunity to look further afield for growth.

Hurtigruten brox

BENTOURS has released its latest brochure for Hurtigruten which features the itineraries for its new hybrid vessels which include *MS Fridtjof Nansen*.

The 2019/20 program offers new destinations such as Alaska, Franz Josef Land, Murmansk in Russia, Europe & Atlantic Canada.

View the brochure online **HERE**.

Caesars into Mexico

CAESARS Entertainment Corporation has announced plans to open a 500-room non-gaming Caesars Palace resort in Puerto Los Cabos, Mexico in 2019.

The new property will cost US\$200 million to develop and feature a large convention centre, three fine dining restaurants, and access to two golf courses.



EOFY BONUS

Earn 500 bonus Qantas Points
when you book and travel on your next flight
for travel by 30 June 2018*

[Register](#)

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**BUSINESS
REWARDS**

Travelport introduces Barber



TRAVELPORT hosted a group of travel agency partners at Dolton House in Sydney earlier this month for a "meet and greet" with the newly appointed md for ANZ, Scott Barber and APAC managing director, Mark Meehan.

The company said Barber "expressed his delight in the opportunity to lead the region and to support customers in this era of open and innovation-led technology solutions".

Barber stepped into the role on 05 Feb following the departure of Kaylene Shuttlewood (**TD** 02 Feb).

He has been with Travelport for a decade and prior to his current role was director of commercial strategy Asia Pacific.

Pictured are: Deryk Lee, Airfare Geeks; Suzzelle Matillano, Travelport; Dave Key, Airfare Geeks; Scott Barber, Travelport and Collette King, Travelport.

UA ups Azul stake

UNITED Airlines has completed a share transaction with Hainan Airlines, increasing its stake in Azul from 3.7% to 8.0%.

Andrew Levy, executive vice president and cfo of United Airlines said the transaction is a good long-term investment due to Azul's "strong network in Brazil, unique business model and exceptional customer service".



SUPER XV ROUND 11 WINNER

Congratulations

HOPE HARRISON

from Singapore Airlines

Hope is the top point scorer for Round 11 of *Travel Daily's* Super XV footy tipping competition. She's won \$100 travel credit courtesy of Expedia.



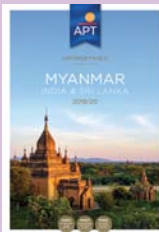
The major prize for the 2018 footy tipping competition is return economy class airfares to Christchurch flying with **EMIRATES**.

NSW LTF5/18/2019 / ACT 17/1800256



Brochures

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



APT - Myanmar, India and Sri Lanka 2019/20

APT has introduced a number of new additions to its latest program including a culinary journey in Myanmar with APT ambassador and celebrity chef Luke Nguyen and a stay at the Chena Huts in Sri Lanka. Guests can also experience India by rail aboard the Deccan Odyssey, travel in groups of 16 or less through Sri Lanka and head out on game drives in search of Bengal tigers in India's Ranthambore

National Park. New in 2019, guests will also have the opportunity to add a four-night stopover in the Maldives at the LUX* South Ari Atoll resort.



Adventure World - Ocean Expeditions 2018/19

The Ocean Expeditions 2018/19 brochure features cruises to Alaska, the Pacific, the Arctic, the Antarctic and Southeast Asia. In Hawaii, clients can embark on a seven-night cruise stopping by Lahaina, Oloqalu, Kawaihae and Kailua-kona, and take part in snorkelling, learn about the local culture and wildlife. A highlight is the 22-day Antarctica, South Georgia and The Falklands cruise, which includes four days observing vast colonies of king penguins at South Georgia Island and two days exploring The Falklands and its albatross colony.



Collette - Preview 2019/20

Collette has marked its 100th anniversary of guided travel this year by launching its 2019/20 preview brochure with additional tours, more guaranteed departures and up to 15% discounts on all early bookings. A total of 54 tours feature in the program, with highlights including the comprehensive 23-day Complete South America and the 13-day Exploring South Africa, Victoria Falls & Botswana. In the US, Collette's America's Music Cities featuring New Orleans, Memphis and Nashville tour offers guests the chance to visit and explore famous music cities, Nashville, New Orleans and Memphis. The 10-15% off earlybird deal applies to select tours booked by 30 Jun 2019.

GoldmanGroup



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Leading Sydney travel agency Goldman Travel, and it's leisure business Travelcall, is looking for a travel advisor to join our team. This person will work in our leisure advisory team.

You will love working in a boutique team environment and enjoy the daily challenges of dealing with multiple clients and their requests. You must be customer-focused and have some knowledge in hotels, touring, airfares and itinerary planning. Our platforms are Sabre and Tramada.

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If you want to work with Australia's top Virtuoso luxury travel agency group, please apply.

Recruitment agencies - please don't respond at this stage.

If you believe this role is right for you or request further information, send through your resume or contact David Goldman at david@goldmantravel.com.au or (02) 8333 7700. All applications and contact will be treated as confidential.

Travel Daily

Monday 30th April 2018

Oubaai into Spoor

OUBAAI Hotel Golf & Spa, located nearby George, South Africa has joined the portfolio of sales and marketing specialists Southern Spoor Marketing.

The 100-room hotel is located on the famed Garden Route.



NRL ROUND 8 WINNER

Congratulations

MATT DAVIS

from *Qantas*

Matt is the top point scorer for Round 8 of *Travel Daily's* NRL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.



The major prize for the 2018 footy tipping competition is return economy class airfares to Europe flying with **EMIRATES**.

NSW LTF5/18/2019 / ACTTP 18/02/2019

HKTB's new guide

THE Hong Kong Tourism Board has launched an updated "My Hong Kong Guide" (MYHKG) mobile application.

Accessible via desktop, tablet and mobile devices, the updated destination navigation tool includes recommendations, an itinerary planner, promotional offers and resources and for the first time on desktop and mobile, a live chat function.

For more details, **CLICK HERE**.

Skal Perth function

SKAL International Perth will hold an event on 10 May at the Pavilion Restaurant on the Joondalup Campus of North Metropolitan College of TAFE.

The function will have a Travel & Tourism Education Focus and will begin at 12:30pm.

To RSVP, or for more information, email alison.banks@travelmanagers.com.au.

Reflections rebrand

NORTH Coast Holiday Parks, South Coast Holiday Parks and Inland Waters Holidays Parks have all been rebranded under the one "Reflections Holiday Parks" banner.

CEO of the group Steve Edmonds assured the 37 holiday parks are the same, but are now based on a common brand with a new tagline "nature never felt so good".

The decision aims to drive repeat business based on reputation and provide strong brand recognition - for more, see reflectionsolidayparks.com.au.



Win flights to anywhere on Royal Brunei Airlines' network

Royal Brunei Airlines is celebrating four years of flying from Melbourne to London with the 787 Dreamliner.

Show us in a photograph or meme how you would best celebrate with Royal Brunei Airlines on the 787 Dreamliner to London. Make sure you include the RBA Dreamliner in your entry (you can take a screenshot of the picture from the first day of the comp).

The most creative entry will win two return Economy Class tickets from Melbourne to anywhere on the Royal Brunei network.

Send your entries to rba@traveldaily.com.au by COB 30 April.



Terms and conditions apply.

HX to Tel Aviv

HAINAN Airlines will launch nonstop thrice weekly services between Tel Aviv and Guangzhao on 02 Aug.

The route will be serviced by a Boeing 787 *Dreamliner* and depart on Tue, Thu and Sat.

Tobruk dive partners

THE Queensland Government has announced the operators who will offer diving activities on the *ex-HMAS Tobruk* site once it has been scuttled later this year.

Lady Musgrave Experience and Bundaberg Aqua Scuba will operate out of Bundaberg, and Dive Hervey Bay and Hervey Bay Dive Centre will conduct tours out of Hervey Bay.

The ex-navy ship will create an artificial reef and serve as a visitor attraction.

Grand Hyatt Kochi

GRAND Hyatt Kochi Bolgatty has opened as the third Grand Hyatt-branded hotel in India.

The 264-room waterfront resort features three dining options, a 1022m² spa and 3,000m² of meeting and events space.

It also offers swimming pools, an outdoor yoga lawn, beauty salon and three helipads.

Parra Powerhouse

DETAILS on the \$645 million relocation of Sydney's Powerhouse Museum to Parramatta were revealed over the weekend.

The development will include 18,000m² of exhibition and public space, including a 30m wide domed planetarium.

Works will begin next year and the venue is expected to open to visitors four years later.

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Travel Daily

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

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

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

Applicants must be legally entitle to work in Australia

Applications close on Sunday 6th May 2018

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



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MELBOURNE – GREAT PKG ON OFFER

This is a newly created role based in Melbourne that will see you, product training a team of sales consultants in Australia and overseas. Concentrating on Asia, Canada/Alaska, Africa and Europe, Cruise knowledge also highly sought after.

Ideally you will be a product manager who has worked across multiple destinations with a passion for training, Please note you will need to travel overseas for a 2-4 week period initially and then as the role requires.

***NEW* BEST OF BOTH WORLDS**

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PERTH – SALARY PKG UP TO \$84K

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

***NEW* AIRLINE SALE ROLE**

BUSINESS DEVELOPMENT MANAGER

BRISBANE – GREAT PKG ON OFFER

We are looking for an experienced travel industry sales exec or BDM to join this expanding sales team. Your day will involve building relationships with clients, training & educating on product offering, identify & negotiate any new opportunities & representing the brand all to reach goals. A great package is on offer for the right candidate. Strong relationship building, analytical, negotiation & time management skills required.

***NEW* GO WEST**

GENERAL MANAGER

PERTH – UP TO \$130K PKG+ BONUS

Are you an innovative General Manager looking for a new challenge? Come join this growing hotel brand & be responsible for overseeing all hotel operations, lead the team with a focus on providing an exceptional guest experience & growing the bottom line. Experience as a GM in 4-5 star hotel is essential along with exceptional leadership, communication & interpersonal skills. Strong salary package on offer for the right candidate.

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MELBOURNE – \$110K-\$120K + SUPER + BONUS

We are looking for an experienced General Manager or Hotel Manager for a beautiful property in Lorne. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

HOTEL SALES ROLE

BUSINESS DEVELOPMENT EXECUTIVE

BRISBANE – \$\$ DOE + BONUS

New opportunity to join this beautiful boutique property as a BDE. You will be responsible for building & developing relationships, account managing existing clients, sourcing for new business opportunities across all segments, & negotiating contracts. Previous experience as a successful BDE or Sales Exe in hospitality essential, strong customer service, presentation & negotiation skills. Great salary plus commissions on offer for the successful candidate.

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