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Festive Silversea

SILVERSEA Cruises, which is eagerly anticipating the upcoming arrival in Australian waters of its flagship *Silver Muse* just after Christmas, has launched some limited-time offers just in time for the festive season.

Deals include 5% savings on published fares, US\$1,000 onboard credit per suite and upgrades for bookings made and paid in full by 20 Dec 2018.

See the **cover page** for details.

CX Seattle daily

CATHAY Pacific today confirmed that its new non-stop services between Hong Kong and Seattle will be upgraded to a daily operation from Jul 2019.

The new route will launch as a four-times-weekly service on 31 Mar 2019, with the carrier citing "robust advance demand".

Seattle will be Cathay Pacific's eighth destination in the USA, with A350-900s to fly the route.

Manwaring AFTA Chairman

EXPRESS Travel Group CEO Tom Manwaring was yesterday elected as the new Chairman of the Australian Federation of Travel Agents (**TD** breaking news).

Manwaring takes the lead from Mike Thompson, who is stepping down after a decade in the role due to his departure from Helloworld Travel (**TD** 28 Nov).

The changeover occurred at the final AFTA board meeting for the year in Sydney yesterday.

While Thompson is no longer eligible to be an AFTA Director, he will continue to serve as the AFTA representative on the Board of the AFTA Chargeback Scheme.

"I have thoroughly enjoyed being Chair of AFTA for the past decade and appreciate the support given to me by fellow Board Members and the broader travel industry," Thompson said.

Manwaring has been an AFTA Director since early 2014, and thanked Thompson for his outstanding work while Chairman.

"I look forward to supporting AFTA and the members going forward...I would also like to thank my fellow Board members for their support in electing me to the role," he said.

The next AFTA Board meeting is scheduled for Feb 2019.

TFE Hotels appoints new CEO



TFE Hotels today announced that Los Angeles-based Antony Ritch (**pictured**) will take over as Chief Executive Officer in Feb.

Ritch is an Australian who has worked for more than two decades at Westfield Corporation, with extensive experience in the shopping centre and property group's digital transformation.

He steps into the role vacated by TFE's long-time chief Rachel Argaman, who stepped aside earlier this year (**TD** 16 May) to become CEO of Opal Aged Care.

Today's issue of **TD**

Travel Daily today has 10 pages of news and photos, a front cover page for **Silversea Cruises**, plus full pages from:

- One&Only Palmilla
- AA Appointments jobs

Bruny Island walk

TASMANIAN Walking Company today announced its latest investment, in the "Bruny Island Long Weekend" which is a three-day 35km walk with a fully guided luxury camping experience.

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Vox Group to Australasia

PETER Smith has taken a new role as the Managing Director of Vox Group Australasia, with a brief to establish the touring and guiding technology company's 51st global office.

Smith was most recently GM of Beyond Travel Group and has also held other roles with McLachlan Tours, eWaterways, Creative Cruising and Zuji, and told *Travel Daily* the business launched in 2001 and is now the global leader in both audio guiding hardware and smartphone destination software solutions.

Currently used by many tour operators, Vox systems services more than eight million travellers a year on 20 million audio tours, with the company having 3,500 industry partners.

Rome-based Vox also has an exclusive agreement with the Vatican for its Vox Mundi product, while the company also offers options for tourist offices, airports, cruising, cultural attractions, hotels & travel agents.

Innovations this year target the growing FIT sector, including the introduction of smartphone-



NEW ROOMS IN LAS VEGAS - CLICK HERE!

based self-guided city sightseeing and museum tours.

Currently Vox city guides cover 16 global destinations, with that figure expanding monthly.

"We're expecting big things in Australia," Smith said.

The full product range will be available locally, with the Vox Group global team also including former Insight Vacations global chief John Boulding.

Smith is currently in the process of establishing an office in Sydney, and in the meantime can be contacted on 02 8006 2834 or peter.smith@voxtours.com.

Free Macao ferry

THERE are still limited free tickets available from the Macao Government Tourist Office for the TurboJet ferry service between Hong Kong and Macao.

The ticket giveaway was launched in Aug, offering ferry travel at no charge to holders of the free tickets until 31 Dec 2018.

Agents and consumers need only pay the HKD39 departure tax and terminal service fee - more info on 02 9264 1488.

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oneworld expands into Africa

THE oneworld airline alliance today announced that Morocco-based Royal Air Maroc would become its newest member, with the move set to add 34 new destinations and 21 countries to the alliance's global map.

Royal Air Maroc will be a full member of **oneworld**, with its base in Casablanca currently serving 94 destinations across Africa, Europe, the Middle East and the Americas - including a host of **oneworld** hubs such as Doha, London Heathrow, Madrid, Moscow, New York and Sao Paulo.

The airline is the first full member addition to **oneworld** since 2012, and is expected to be integrated into the alliance in 2020 at which time its regional subsidiary Royal Air Maroc Express will also become an affiliate member of the group.

Qantas CEO Alan Joyce, who is currently **oneworld** Governing Board Chairman, said Africa

was the last major region where the alliance did not have a full member, with the continent also forecast to have one of the fastest air travel growth rates over the coming decades.

Royal Air Maroc has an ambitious five year plan to almost double its passenger numbers and boost its global network to 121 destinations in 68 countries.

MEANWHILE, effective from today, Fiji Airways has also begun flying under its new "**oneworld** connect" partnership, which was announced by the alliance's CEO Rob Gurney during the IATA AGM in Sydney this year (**TD** 04 Jun).

Customers with Emerald, Sapphire or Ruby status in any **oneworld** member's frequent flyer program can use FJ priority check-in desks, while additional customer benefits are being phased in between Fiji Airways and its sponsors American Airlines, BA, CX and Qantas.



\$12,000 Trip Dollars up for grabs!*







WestJet code now on Qantas flights

CANADIAN carrier WestJet is now selling flights between Canada and Australia, with the WS code added to Qantas services from Los Angeles to Sydney, Brisbane and Melbourne.

The move follows approval by the International Air Services Commission of the trans-Pacific codeshare deal (**TD** 13 Nov).

Qantas and WestJet have been codeshare partners since 2014, with reciprocal frequent flyer benefits added in 2017.

The WS code will also be added to QF's seasonal services between Vancouver and Sydney.

"Expanding our partnership with Qantas provides our guests greater global travel options and aligns with the new premium products and services WestJet is developing as we continue our evolution to a global network airline," said WS Vice-President Alliances, Brian Znotins.



Window Seat

TRAVELLERS in New York next weekend should leave their hip flasks behind if they are planning to catch a train.

Alcoholic beverages are being banned on the Metro-North and Long Island RailRoad for 24 hours from noon on Sat.

The reason is the annual SantaCon - a pub crawl in which people dress up as Santa Claus.

It's all for a good cause, with the event raising money for charity through donations, in return for which participants receive a "Super Duper Santa Badge" and priority entrance to a range of venues.

Those wanting a very merry pre-Christmas weekend will find the secret start location unveiled on Fri night via Twitter and at santacon.nyc.

BLACK FRIDAY SALE

Flights to L.A. from **\$949***

Return Getaway fare departing Sydney, Brisbane and Melbourne



FIND FLIGHTS



*On sale from Thu 22 Nov until midnight Sun 9 Dec 2018 unless sold out prior.
For travel from 18 Jan 2019 - 4 Apr 2019, 19 Apr 2019 - 27 Jun 2019,
12 Jul 2019 - 19 Sep 2019, 3 Oct 19 - 19 Oct 2019. Subject to availability.
Conditions apply. Advertised price is based on a Getaway fare booked on the internet.

DISCOVER *Los Angeles*



Technology bright sparks



TRAVEL technology took centre stage yesterday in Sydney at the inaugural Travel Tech Summit.

A series of keynote addresses, fireside chats and panel discussions covered an array of contemporary topics impacting upon the travel industry.

Senior IT leaders, management and marketing executives were in attendance to hear the latest in emerging technologies, the impact of digital technology on the customer and how

airlines and airports are utilising technology to stay competitive.

Day two of the summit continues today with the audience to hear from representatives from Google, Travel Counsellors and Groupon.

Pictured from left are: Rob Bishop, Jayride; Michael Sowards, SkyBus; Bruce Piper, **Travel Daily**; Matthew Carney, Melbourne Airport; Natalie Malligan, Uber and Mike Boyd, VroomVroomVroom.

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Traveller Made deal

SWITZERLAND-BASED network of luxury travel designers, Traveller Made, has welcomed Australia as a new Preferred Destination under a partnership with Tourism Australia.

Tourism Australia's Global Manager Premium, Penny Rafferty, said the new partnership with Traveller Made formed part of an increased focus by Tourism Australia on premium travel.

"When it comes to premium travel, Australia punches above its weight, with a uniquely Australian, high-end offering that continues to improve."

The partnership will give Tourism Australia access to more than 360 specialist travel advisers covering premium travel markets.

"The quality of the advisors we will be working with is exceptional and having them advocate Australia to their extensive and discerning client base provides us with significant leverage," Rafferty added.

Virgin valet service

VIRGIN Australia guests can now access Premium Valet at Perth Airport, which it says provides "consistent Valet Parking across Tier 1 airports".

Perth Premium Valet is operating under a trial basis. For more info, **CLICK HERE**.

New Cal quake

COASTAL areas of New Caledonia were evacuated yesterday after a tsunami warning prompted by a 7.5-magnitude earthquake south-east of the Pacific territory.

The Pacific Tsunami Warning Centre issued an alert saying dangerous waves were possible for several hours after the quake, both in New Caledonia and islands of neighbouring Vanuatu.

Smartraveller updated its travel advice for New Caledonia to include the warning, however the tsunami alert was cancelled several hours later.



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Langham site sold

THE site of a planned Langham Place hotel in Adelaide has reportedly sold to Chinese investors for \$11.6 million.

The hotel's development will proceed, *The Advertiser* reports, with new owner the ZFS Group keen to go ahead and a builder appointed for the project.

The five-star hotel will be the first Langham Place property in Australia (**TD** 20 Jan) and will involve 146 rooms in a 12-storey building in the seaside neighbourhood of Glenelg.

RCL deposit change

ROYAL Caribbean International has announced that from today onboard credit earned when booking a Royal Caribbean Non-Refundable Deposit fare six months or more ahead of sailing will no longer apply.

The cruise line has provided an updated Q&A on the program - **CLICK HERE** for details.

R-C opts for Azora

RITZ-CARLTON Yacht Collection has revealed the name of its first vessel, the *Azora*.

The name is derived from the Spanish word for blue, azul, and will be carried by the 298-passenger luxury yacht when it makes its debut in early 2020 (**TD** 16 Oct).

"We wanted to select a name that embodies the wanderlust of a luxury journey at sea and inspires travellers to dream of their next destination," said the line's CEO Doug Prothero.

"*Azora*, which evokes the beauty of the sky and ocean, does both."

Snow to disrupt US

INTENSE snowstorms are predicted to disrupt travel in the US tomorrow and Sat, affecting parts of Oklahoma, Missouri, Texas and Kansas.

Potential for up to 30cm of snow will make travel impossible in affected areas, forecasters say.

Air Canada's prize on ice



AIR Canada has brought a touch of frosty ambience to this year's festive season with Melbourne's first outdoor summer ice rink - and *Travel Daily* readers have a chance to get their skates on and be part of the fun.

The Air Canada Ice Rink opened on the weekend at the famous Queen Victoria Market, offering hourly skating sessions and rink-side treats like traditional poutine and maple syrup ice cream.

The airline is also offering **TD** readers a chance to win one of 10 double passes to the rink, which is open daily until 24 Dec.

To be in the running, email aircanada@traveldaily.com.au and tell us which Australian city

will have its direct Air Canada services to Vancouver boosted to four a week from Jun.

Entrants need to be from Melbourne or able to visit before Christmas Eve, and the first 10 correct entries will win.

Air Canada General Manager Australia & New Zealand Vic Naughton said the Air Canada Ice Rink provided an opportunity to demonstrate the airline's commitment to the Melbourne market and thank locals for their support during 2018.

Naughton is **pictured**, centre left, at the opening of the rink with Queen Victoria Market CEO Stan Liacos.

CLICK HERE for more details.



Incredible beauty from coast to coast

Nestled along the shores of Wales is the world's first continuous national coastal walking route. The Wales Coast Path is an endless stretch of flawless beauty highlighting the country's sandy beaches, spectacular seascapes and pretty harbour towns. No matter where your customers' journey starts or ends, they will always be inspired by this incredible coastal experience.

Book by **22 December 2018** for travel until 31 October 2019.*

Fares per person from*:

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Cardiff	from AUD	1,339	7,279



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* Offer valid until 22 December 2018, unless sold out prior. Fares quoted above are for departures from Sydney and are the lowest adult return prices per person including taxes, fees, and airport charges. Economy Class fares are valid for departures between 15 January - 8 April 2019, 23 April - 6 June 2019, and 1 September - 31 October 2019. Business Class fares are valid for departures between 15 January - 31 October 2019. Other sale dates may be available. Other sale fares are available from Melbourne, Perth, Canberra, and Adelaide. Fares may vary due to currency or tax fluctuations. Seasonal and weekend surcharges may apply. For all other terms and conditions please review at time of booking.

Q'town opening

QUEENSTOWN'S highest altitude hotel, The Kamana Lakehouse, has opened its doors to the public this week.

The 73-room property is located above Wakatipu Lake and features uniquely designed fireplaces, floor-to-ceiling windows, and a wrap-around deck to take advantage of the mountain views.

"This will surely become Queenstown's next hot spot, perfect for a beautiful modern Mediterranean alfresco meal, an apres-ski cocktail, or a get together with friends," said the hotel's GM Richard Crouch.

Work is continuing on 16 rooms which are scheduled to be completed by late Jan 2019.



Costsaver growth

FLEXIBLE tour operator Costsaver has revealed that 2019 is on track to be a record sales year, with bookings to date up by 30% on the same time last year.

In light of growing demand, the brand plans a new Asia collection that will launch in Jan.

The program will include itineraries in Japan, China, Thailand, Vietnam, Cambodia, India and Hong Kong, with prices leading in at \$206 per day.

"There is real appetite from the 'Ready to Go' value traveller, which has opened up a whole new audience to the touring sector and is creating an unbeatable opportunity for the trade," said Costsaver Chief Executive Officer Gavin Tollman.

Highlights from Costsaver's new 2019 Asia collection include the 10-day Japan Discovery package, exploring popular cities and iconic tourist attractions such as Mount Fuji along the way.

For more info [CLICK HERE](#).

Agents explore the Daintree



TOURISM Port Douglas Daintree recently hosted 35 agents on a three-day Domestic Mega Fam to experience popular attractions in the region.

Tourism Port Douglas Daintree Chief Executive Officer Tara Bennett said the trip aimed to put the destination at the forefront of agents' minds in the competitive domestic travel market.

"Australians make up 65% of our visitor market and this activity was solely aimed at stimulating sales for travel in 2019 and beyond," she said.

"The highlight of the weekend was certainly getting agents out and experiencing the destination for themselves on five different touring programs," she added.



The group tested out 30 different products across accommodation, reef explorations, rainforest and wildlife experiences, and restaurants.

The fam also included one-on-one workshops, followed by a networking dinner.

Pictured: The group waving for the cameras during a Port Douglas cruise and **inset** Tourism Port Douglas Daintree Chief Executive Officer Tara Bennett.

ZURICH FOR URBAN EXPLORERS

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Dragoman office

ADVENTURE company Dragoman Overland has opened a new office in Melbourne in an effort to drive sales for its "unique brand of overland adventures".

The move follows the brand's recent partnership with Evolution Travel Collective brand (**TD** 29 Nov), and forms part of its long-term plan to further invest in the Australia and New Zealand region.

Eurowings ski deal

EUROWINGS is making it easier for travellers to enjoy a European ski holiday this season by extending its baggage capacity to include an additional three pairs of skis or three snowboards per person, up to a max of 30kg.

Guests can either book in advance under "Additional Services" or add it later.

CLICK HERE for more info.

Grand Hotel sale

THE Pebblebrook Trust has finalised the sale of Minnesota's 140-room Grand Hotel Minneapolis for US\$30m.

The sale price covers the hotel as well as the 5,200m² fitness centre which is currently being leased out until Jun 2019.

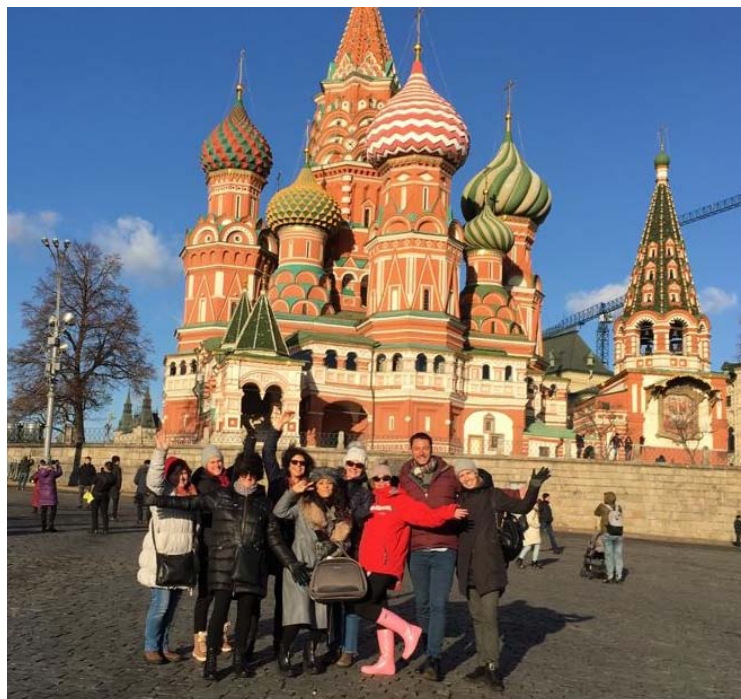
Proceeds from the sale will be used to reduce the company's outstanding debt.

Ryanair legal action

THE UK Civil Aviation Authority has announced it will be taking legal action against Ryanair over its refusal to compensate thousands of UK-based customers, according to the *BBC*.

Flights were delayed and cancelled across the northern summer travel period following strikes by pilots and cabin crew, however the airline said the action was due to "extraordinary circumstances" and that it should not have to pay.

Rushin' around Russia



SCANDANAVIAN specialists Bentours recently escorted a group of six Aussie agents plus reps from Finnair and Helloworld on a nine-day fam to Russia, where they sampled the delights of Moscow and St Petersburg.

Highlights of the trip included marvelling at the Stalin-influenced architecture in Moscow, a visit to a 15th Century fortress, the homes of Russian Tsars and Presidents, as well as

the chance to view the collections on display at the Hermitage in St Petersburg, one of the largest art galleries in the world.

The tour wrapped up in St Petersburg with a traditional Russian music and dance folk show at the Nikolaevsky Palace.

Pictured above are the six lucky agents with Finnair and Helloworld representatives enjoying the sights and sounds of Russia.

SINGLE SUPPLEMENT WAIVER

SOLO TRAVELLERS SAVE ON A&K SMALL GROUP JOURNEYS

For a limited time, A&K is waiving the single supplement for the first two solo travellers booked on a select range of our 2019 Limited Edition Small Group Journeys to Africa, the Middle East, Europe, Asia and Latin America.

Note: Bookings must be made by 15 February 2019 (unless allocation is sold out sooner) for departures in 2019.

[Click here for details.](#)

Abercrombie & Kent

Travel Daily

Thursday 6th December 2018

W Costa Rica open

W HOTELS has arrived in Costa Rica with the opening of W Costa Rica - Reserva Conchal.

The property is located within a 930-hectare nature reserve and will soon feature a zip line from the hotel's pool to the shore.

It also offers 150 guest rooms, an AWAY Spa Bar, more than 950m² of event space and a Zona Azul Beach Club.

EL AL WhatsApp

EL AL Israel Airlines has expanded its chatbot service to WhatsApp, allowing passengers to receive automated responses on diverse subjects.

The service combines artificial intelligence and conversations with a human agent and having completed a successful pilot program will now be introduced in stages.

EL AL said it was "one of the first airlines in the world to enable correspondence via WhatsApp".

Jumeirah slides

THE luxury Jumeirah Vittaveli resort in the Maldives has revamped its Private Ocean Retreats and Infinity Pool Ocean Villas to each include a 23m private waterslide, allowing guests to plunge directly from the top floor into the lagoon.

The 400m² retreats also feature an enlarged open deck and a glass-bottomed sunken lounge that allows guests to view surrounding tropical fish.

THAI limo service

THAI Airways International has entered into a memorandum of understanding with Black Tie Service Company to offer passengers limousine and meet and assist services to and from the airport.

The airline has also reopened a completely renovated Royal Orchid Lounge at the Domestic Terminal at Chang Mai International Airport.

A touch of gold in Noosa



THE Goldman Group celebrated 35 years in the travel industry this year at its biennial conference in Noosa late last month.

A total of 120 staff and supplier partners attended and were provided with company updates, networking and professional development sessions across the three-day event.

The conference saw the company make a number of announcements, including that it would farewell its Travel Phase Brand & roll out Travelcall in Bondi Junction & Double Bay, NSW & launch in Brisbane (**TD** Tue).

The Cruise Centre brand will also be deployed in Sydney and Melbourne.

"The company continues to grow from strength to strength, with thanks to our committed, hardworking staff," said Goldman Travel Group Executive Chairman Tom Goldman.

Staff longevity at The Goldman Group is something I am proud of, and I'm pleased to say that over 45% of Goldman staff have been with us for more than five years – and counting" he said.

"We could not bank on year-on-year success, without our agents



and strong relationships with suppliers and clients."

The conference also saw the introduction of a \$250 wellness bonus extended to Goldman staff, to be used for health programs, yoga, nutritional initiatives and more.

Tom Goldman is **pictured** above with Goldman team members at a "Touch of Gold" dinner which wrapped up the conference.

Inset is Sally Cornell, Kelly Gelfand and Chloe Ogilvie from Travelcall Melbourne with Anthony Goldman.

Below: Parris Fotias, Dorchester Hotels; Lisa Borowick, Director The Goldman Group and Brent Wallace, Smartflyer Australia.



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Alitalia bridge loan

THE Italian Govt is discussing plans to extend a €900m bridge loan to Alitalia, a move consumer advocate Consumer Choice Center said would "hurt consumers".

"Let Alitalia go and finally open the market to competition," said European Affairs Manager Luca Bertoletti.

JAL Alaska deal

JAPAN Airlines has announced additional codeshare flights with Alaska Airlines on a range of new routes through Seattle.

Bookings for the new codeshare services are now open and will take off 31 Mar to coincide with the launch of JAL's non-stop daily flight between Seattle and Tokyo-Narita International Airport.

Centurion expands

AMERICAN Express has announced plans to open two more Centurion Lounges.

London's Heathrow Airport and North Carolina's Charlotte Douglas International Airport have been slated for the thirteenth and fourteenth locations in the network in 2019 and 2020 respectively.

The Centurion Lounge at Heathrow Airport will be the first location in Europe, while the Centurion Lounge at Charlotte Douglas Airport will be one of the largest locations in the network.

Access to American Express Centurion Lounge is complimentary for Platinum Card and Centurion Members.

Celeb Edge named

MORE than 3,000 guests attended a naming ceremony for *Celebrity Edge*, where the ship's godmother, human rights advocate and Nobel Peace Prize Laureate Malala Yousafzai, gave the vessel her blessing.

"We are honoured that Malala agreed to be the godmother of this ship, a role that reflects centuries of maritime traditions," said Royal Caribbean Cruises Chairman Richard D. Fain.

Celebrity Edge will begin her inaugural season sailing alternating seven-night eastern and western Caribbean itineraries, before making her way to the Mediterranean.

DISCOVER Los Angeles and The Beverly Hills Conference and Visitor Bureau recently hosted a fam for Australian MTA agents, showcasing the city's best luxury, health and wellness offerings.

The trip included a visit to the recently opened Hotel Figueroa, as well as to the luxury apartment-style offering at Level Furnished Living.

In step with its reputation as a health and wellness mecca, agents were treated to a visit to Howling Juice, known for its

organic juices, wellness shots, tonics and smoothies.

The group also stopped by Wanderlust Hollywood, a yoga centre that also boasts an organic restaurant and rooftop space.

The whistle-stop health tour was capped off with a shopping adventure in Beverly Hills' famous shopping strip, Rodeo Drive.

Pictured: The group enjoying the view from the rooftop at Level Furnished Living.

Hilton double vision

HILTON has opened the dual-branded Tru by Hilton Smyrna Nashville and Home2 Suites by Hilton Smyrna Nashville in Smyrna, Tennessee.

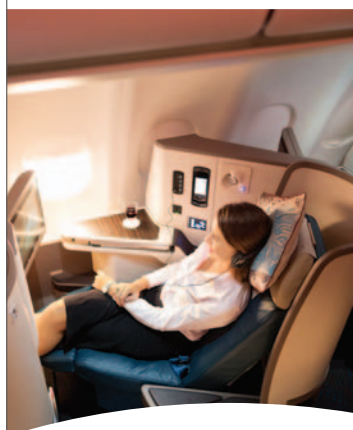
The two properties offer a total of 167 rooms with shared communal features such as dining areas and 24-hour fitness centre.

Tru by Hilton Smyrna Nashville offers guests large bathrooms, and free wi-fi, while Hilton Smyrna Nashville in Smyrna boasts an outdoor swimming pool, fire pit and fully-equipped kitchens.

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For more information, please call Linda on 08 93673020 or send written application to linda@southperthtravel.com.au
Expressions of interest by Wed 12 December.



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Canada Corroboree 2019



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Thursday 6th December 2018

Aussies to Asia

ONLINE travel agent platform Agoda has revealed that while domestic destinations such as Sydney, Melbourne, Gold Coast, Brisbane and Perth remain popular among Aussie travellers, Tokyo is also climbing the ranks of the most-booked tourist spots.

With more Aussie travellers "exploring further afield in Asia", Tokyo has moved up from ninth spot last year, to seventh in 2018.

Bali claimed the top destination for 2018, with Sydney in second and Melbourne in third.

The top countries were Australia in first, Indonesia in second and Japan in third place.

View the full report **HERE**.

Vietnam new route

VIETNAM Airlines is set to launch a new flight connecting Ho Chi Minh city and Quang Ninh province via Van Don International Airport, starting 30 Dec 2018.

The daily service will be operated by an Airbus A321 and will depart from Tan Son Nhat International Airport at 14.00 and Van Don International Airport at 16.45, with a flight time of around two hours and five mins.

To celebrate, the airline is offering promotional one-way fares in Economy class starting from 800,000 Vietnam Dong (A\$47.20).

Call 1900 1100 for more.

countdown to christmas with Club Med



Club Med loves Christmas whether it's in the sun or in the snow! So to celebrate the festive season, they're giving agents the chance to win a stay at the Club Med resort of your choice in Asia or the Indian Ocean.

The all-inclusive prize includes:

- Five nights for two people in a superior room at the Club Med resort of your choice in Asia or the Indian Ocean
- Gourmet meals and all day snacking
- Premium open bar including beer, wine and cocktails
- A wide range of included sports & activities
- Nightly entertainment

To win, tell us in 25 words or less which Club Med resort you'd love to go to for Christmas and why.

Send your entry to clubmed@traveldaily.com.au

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.

Hilton has appointed **Chaitanya Rane** as the new Commercial Director for Hilton Northern Territory Cluster, where he will oversee the commercial operation for Hilton Darwin, DoubleTree by Hilton Darwin, DoubleTree by Hilton Esplanade Darwin and DoubleTree by Hilton Alice Springs.

AccorHotels has welcomed **James Ferguson** to the role of General Manager at **Quay West Suites Sydney**; **Dylan Cole** has been appointed General Manager at **Novotel Sydney Manly Pacific**; along with **Scott Grant** who is now General Manager, **Novotel Cairns Oasis Resort**, and **Tim Cannon** the General Manager at **Novotel St Kilda**.

Travel Partners has appointed **Sharyn Van der Veen** as Business Development Partner for Victoria, and **Nathan Segal**, Business Development Partner for New South Wales.

Ben Piper has been appointed as Digital Marketing Coordinator for **Viking Cruises**.

Marriott opening

MARRIOTT International's lifestyle brand AC Hotels by Marriott has opened the new AC Hotel Cape Town Waterfront in South Africa.

Located within walking distance from the Cape Town International Convention Centre, the 188-room hotel features four meeting rooms, a boardroom, along with an AC Library, AC Lounge, AC Kitchen and a fitness centre.

"The opening of this hotel reinforces our commitment to driving growth for our lifestyle brands in South Africa in response to a continued demand from discerning travellers seeking hotels with style and functional design, while also providing unique and authentic experiences," said Marriott International Pres and MD Middle East and Africa, Alex Kyriakidis.

Jetstar Xmas sale

JETSTAR has kicked off its domestic and international sale with fares starting from \$37 one way from Melbourne to Sydney or Perth to Bali from \$129.

The sale runs until 10 Dec or until sold out.

CLICK HERE to find out more.

OPP Alliance forms

A NEW industry-first operation has been launched in Asia that will see four major travel wholesalers team up to form a new "regional powerhouse".

Called OPP Alliance, the new initiative includes AntaVaya, Hotelpass Global, WebBeds and Westminster Travel, who will work to deliver a collection of hotel content ranging from int'l brands to independent boutique hotels across Asia, to be shared between all members.

"Hotels across Asia will enjoy widespread global distribution with dynamic contracts, rate parity and improved pricing capabilities," said Hotelpass Global Limited CEO Brian Lee.

Shangri-La & Klook

ACTIVITIES and services booking platform Klook has entered into a strategic partnership with Shangri-La Hotels and Resorts that will enable hotel guests direct access to Klook's offerings.

With this partnership, Shangri-La said it can provide "more differentiated experiences and benefits important to guests and Golden Circle members".

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***NEW * RARE SENIOR ROLE IN BRISBANE**
NATIONAL PRODUCT LEADER
BRISBANE - \$120K - \$150K PKG

Don't miss out on the opportunity to step into a senior leadership role in Brisbane. As National Product Leader of this well respected and reputable travel brand you'll be responsible for developing and executing brand strategies into successful marketing and product plans to drive and increase sales, enquiries and market growth. A top salary package is on offer along with long term career growth. Previous experience in a similar role is required

****NEW** MOVE TO A GLOBAL ROLE**
STRATEGIC SENIOR ACCOUNT MANAGER
MEL- \$110K PLUS PLUS

This award winning TMC are on the hunt for a senior strategic account manager to join their very successful team based in Sydney. You will ideally have previous TMC experience in Account Management or sales. You will be joining an organization that offers a supportive environment with ongoing training and career opportunities. A strong package is on offer, including a high base salary plus bonuses.

INTERVIEW THIS WEEK TO START IN JAN
CORPORATE TEAM LEADER – PREMIUM BRAND
SYD - \$86k PACKAGE

Be very quick for this rare gem. Working for a premium global brand. You will be leading a team of the very best consultants servicing corporate clientele. Strong leadership skills and strong Travel Industry knowledge required. Working in the CBD you will enjoy a strong base salary. Career progression is another huge reason for applying. Interviews commencing in the next two weeks.

****NEW ** SYSTEMS GURU**
CORPORATE TRAVEL SYSTEMS & SUPPORT MANAGER
BRISBANE - \$72K PKG

Bring your corporate travel and systems knowledge to this new support role with a leading travel company. Your responsibilities will range from supporting consultants with system queries and errors to liaising with third party vendors, new system testing and enhancements and ad hoc reporting. Previous experience in a similar systems support role and a solid understanding of the corporate travel sector is a must. Strong salary package and top benefits on offer

GROW THE BUSINESS
BUSINESS DEVELOPMENT MANAGER - CORPORATE TRAVEL
ADELAIDE - \$75K PKG ++

Due to expansion this globally recognised brand requires a talented sales manager to both grow and retain their corporate client base. You will be adept at working within the corporate market, pipeline development and winning new business through to key account management, growth and retention of clients. The rewards here are huge including international travel benefits and incentives. Interviewing soon.

ON THE ROAD AGAIN
TRAVEL INDUSTRY BDM
BRISBANE - SALARY PACKAGE UP TO \$75K

We are searching for a Sales Executive who is passionate about cruising along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the cruising market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

SHOWCASE YOUR STRATEGIC SKILLS
STRATEGIC SALES MANAGER
SYD & MEL- \$100K BASE PLUS COMMS

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Positioned in Sydney you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$100k plus an amazing comms scheme, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

PASSIONATE ABOUT PRODUCT
PRODUCT MANAGER

MELBOURNE – up to \$80 PKG + BONUSES
Looking for a new product role? This leading travel company have a Product Manager role based in their Melbourne office. Managing amazing destinations you will be responsible for the contracting and design of itineraries to the destination as well as working with Marketing, Distribution, Yield and Revenue Management teams. Recent experience in a similar role is a must. Interviewing now – call to find out more.

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