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FJ bdm recruitment

FIJI Airways is seeking experienced candidates to apply for the role of business development manager - Sydney, reporting to the regional general manager Australia.

Applications close on Sat 03 Feb - see the **back page** for details.

Australia Day honourees

THE travel and tourism industry made its mark in this year's Australia Day 2018 Honours List, with the lineup including Tramada Systems owner Anna Buduls and Village Roadshow Limited co-exec chairman & co-ceo Graham Burke.

Buduls was awarded officer in the General Division of the Order of Australia for her "Distinguished service to the business and finance sectors through her advisory roles, and, as a supporter of, and advocate for, policy development to reduce homelessness, and to the welfare and charity sectors".

Burke received companion

in the General Division for "distinguished service to film production, marketing, exhibition and distribution, to the broadcast media industry, to the leisure and recreation sector, and to the community".

Victorian Tourism Industry Council board member and Peter Jones Special Events founder and manager Peter Jones was also recognised and was named a member in the general division.

Other industry members on the list include Balloon Aloft Australia founder and owner Peter Vizzard, who received a medal and Tasmania's London Lakes fly fishing lodge developer and manager Jason Garrett, who became a member.

Chair of Venues West and ex-chief executive officer of Western Australian Tourism Commission Richard Muirhead was also recognised as a member in the General Division.

QF biofuel flight

QANTAS will operate the world's first dedicated biofuel flight from the US-Australia today on QF96 from Los Angeles to Melbourne using its Boeing 787-9.

The 15hr flight will use approx 24,000kgs of blended biofuel, saving 18,000kg in emissions.

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Today's issue of TD

Travel Daily today has five pages of news and photos, plus full pages from:

- Consolidated Travel
- AA Appointments jobs
- Fiji Airways

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BUSINESS REWARDS

Amazing WA debut

WESTERN Australia's South Coast has a new means to lure holidaymakers after the launch of a new regional tourism brand.

Spanning Albany, Denmark and Walpole, "The Amazing South Coast" region will be promoted for the first time starting Sun via a TV feature on Channel 9 (across WA) & a soon-to-launch website at theamazingouthcoast.com.

The area boasts attractions such as the National Anzac Centre, Albany's Historic Whaling Station and the Gap and Natural Bridge.

Albany deputy mayor Greg Stocks said the campaign will promote the zone's "amazing natural and adventure based experiences on offer".

Skimax brochure

WINTER travel specialists Skimax has rolled out its 2018 Ski Southern Hemisphere guide focussed on Australia, New Zealand and South America.

The ski brochure features a range of earlybirds on accom, lift passes, car hire and adventure activities, available to order via TIFS - view a copy online [HERE](#).

Trump slump 'unfounded'

AUSTRALIAN travellers are undeterred to visit the United States following the election of "controversial US President" Donald Trump, results of a new Roy Morgan study has concluded.

The number of Aussies who indicated they would like to holiday in the US for at least one night in the next two years (after Trump was elected in Nov 2016), has actually gone up compared to a year earlier by 0.5% to 17.9%.

Roy Morgan ceo Michele Levine said the research of 15,000+

JQ tops 250m pax

JETSTAR celebrated Australia Day on Fri by announcing it has carried 250 million customers across its network since taking to the skies in 2004.

The LCC currently flies more than 37 million pax annually, with around 24 million of those travelling for under \$100, JQ said.

MEANWHILE, Jetstar Asia will introduce thrice weekly services between Clark in the Philippines to Osaka Kansai Int'l Airport in Japan, effective 27 Mar.



New Ovation dates

"**INCREDIBLE** demand" for Royal Caribbean International's *Ovation of the Seas* third season down under has seen the company extend the behemoth ship's 2018/19 season in local waters.

The new round-trip sailings from Sydney will include a 10-night New Zealand voyage on 30 Mar, 2019 and an eight-night South Pacific cruise on 09 Apr, 2019.

The extension will make *Ovation of the Seas* 2018/19 the biggest season yet in Australia/NZ.

Departures are on sale now.

EK Newark nonstop

EMIRATES is scrapping one of its four daily Dubai-New York JFK return services (EK207/208) from 25 Mar, adding a nonstop Newark service from 01 Jun as part of an adjustment to its US operation.

The new DXB-EWR service will complement EK's Newark daily flight which operates via Athens.

EK will utilise Boeing 777-300ERs on the direct route.

Under the adjustment, the Gulf carrier will also increase frequencies to Orlando and Fort Lauderdale from five weekly to daily, effective 25 Mar.

Farrugia to WWT

WENDY Wu Tours has named Lisa Farrugia as the company's bdm NSW, covering the region of north and north west of the state.

Farrugia has nearly 10 years' biz development experience in the travel sector, including stints at Creative Holidays, Escape Travel and most recently at Excite Hols.

Crown Vegas sale

CASINO operator Crown Resorts announced today it has completed the sale of its interest in a 34.6 acre site on Las Vegas Boulevard to a subsidiary of Wynn Resorts for US\$300m.



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T&C's apply



Marriott commission cuts

MARRIOTT International plans to cut commissions paid to group and meetings intermediaries from 10% to 7% for all hotels in the United States and Canada.

The reduced commissions comes into place on 31 Mar.

The hotelier announced the plan in a letter to group partners

citing a change in Marriott's distribution costs growing faster than its group revenue.

"These costs are limiting our ability to invest in meeting products, experiences, and innovation," Marriott exec stated.

American Society of Travel Agents president and ceo Zane Kerby said the move sent a bad message to the agent community, adding the cut diminishes the value they play in the industry.

Excite campaign

FROM today until Sun 11 Feb, Excite Holidays and Tourism Fiji will showcase Fiji through its latest campaign and incentive.

For two weeks, agents will have the chance to win prizes by answering a daily question on the Excite Holiday Facebook page.

Agents will also receive 500 bonus reward points for every night booked and paid for during the period.

New CA routes

AIR China is expanding its global reach, announcing it will offer non-stop services between Beijing-Copenhagen from 30 May.

Flights will operate four times weekly using Airbus A330-200s, complementing the carrier's existing Beijing-Stockholm route into Northern Europe.

The Star Alliance carrier is also adding a new thrice weekly direct route from Hangzhou to Nha Trang starting 01 Feb & a daily service between Chengdu-Bangkok, commencing 12 Feb.

Canada digital ID

THE Canadian Govt is testing a new airport security and screening system that will allow travellers to digitise and share travel documents and biometric info with authorities in advance.

The "Known Traveller Digital Identity" will use biometrics, blockchain and artificial intelligence to allow pax to share info through an app before arriving in the country.

Journey WA debut

AZAMARA Journey has made her maiden voyage to Western Australia after docking in Fremantle on Australia Day.

The 690-passenger ship is also scheduled to call into the regional ports of Geraldton, Bunbury, Albany and Esperance on its inaugural visit to the state.

Journey's visit to WA will boost the state's economy by \$740,000.

Delta to add CS100

DELTA Air Lines said it was pleased the US International Trade Commission voted in favour of Bombardier in a trade dispute with Boeing over the sales of C Series jets to the Sky Team carrier.

The vote on Fri effectively removes the 299.45% tariff proposed by the Department of Commerce in Oct.

Delta Air Lines had ordered 75 CS100 aircraft with an option for 50 additional C Series planes.

The American carrier said it looked forward "to introducing the innovative CS100 to its fleet for the benefit of DL's employees, customers and shareowners".

The CS100 can hold 108 pax in a two class configuration.

3 Capes complete

WORK on the Three Capes Track is now finished following the completion of Stage Three.

The Tasmanian Govt is also planning to revamp the track from Remarkable Cave to Mt Brown and Crescent Bay, if approved by the Commonwealth Govt.

The \$2.8m upgrade will take two years and will improve the visitor experience to the region.



Window Seat

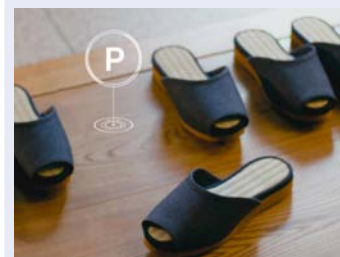
A HOTEL in Yokohama, Japan, has opened with rooms that have self-parking slippers.

No we've not gone bananas, the property has used Nissan's autonomous driving technology to give guests the cool amenity.

Using automotive systems the slippers "park" themselves at the entrance of the room at the push of a button, ready for guests to use upon arrival.

If that has got you a frenzy, the ProPILOT Park Ryokan's rooms will also come with self-parking tables and floor cushions.

Nissan said it hoped the gimmick would raise awareness of automated driving tech in areas other than cars.



MARKETING SERVICES EXECUTIVE

Digital Marketing & Public Relations

The Hong Kong Tourism Board is a dynamic, global marketing organisation whose mission is to promote Hong Kong as a unique, world-class destination.

The Board requires a Marketing Services Executive, Digital Marketing & Public Relations, for its Australia, New Zealand & South Pacific operations, based in Sydney.

The Marketing Services Executive, Digital Marketing & Public Relations, is responsible for assisting the marketing team in coordinating and implementing projects across the consumer marketing disciplines. The position needs to work in the digital space with the delivery of content to the regional digital and social media platforms; experience in content management systems & e-mail marketing is essential.

The position is also responsible for consumer and media enquiries, and some basic administrative duties.

Ideally, candidates will have relevant tertiary qualifications, excellent written and communication skills, extensive computer capabilities and a working knowledge of Hong Kong.

Remuneration package will be negotiable but will include medical benefits and superannuation.



HONG KONG
TOURISM BOARD

Applications should be sent by Mon 12th Feb 2018 to
E-mail: anna.chui@hktb.com

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Emirates celebrates tennis



EMIRATES hosted some of its key partners over the weekend for the blockbuster Australian Open tennis finals at Melbourne's Rod Laver Arena.

The event was the culmination of EK's "summer of tennis" which has seen it sponsor events around the country in the lead-up to the Grand Slam where Caroline Wozniacki and Roger Federer took out the championships in thrilling matches at Melbourne Park on Sat and Sun night.

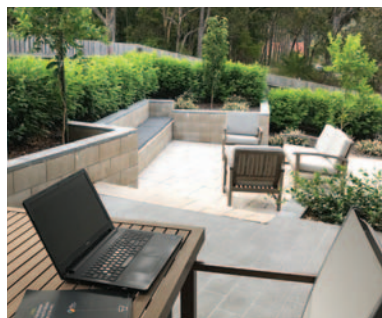
Guests in EK's courtside seats included the airline's global president Sir Tim Clark, along with Jetstar Group chief executive officer Gareth Evans and senior travel industry executives.

Also in attendance was Aussie celebrity Dannii Minogue, who



can be spotted in the top right hand corner above with the (only slightly) less attractive trio of Dean Cleaver and Barry Brown of Emirates with Phil Hoffmann of Phil Hoffmann Travel.

Inset is a shot of a thrilled Caroline Wozniacki being congratulated by her father just after she won the women's final.



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Brochures

THIS week's Brochures of the Week is brought to you by **Qantas Holidays/Sunlover Holidays**. If your firm is releasing a new brochure you'd like to make the industry aware of, send a brief description summarising its features and itineraries, including a PDF of the front cover, and contact details to brochures@traveldaily.com.au.



HOLIDAYS



Qantas Holidays - Central Europe & Scandinavia 2018

Qantas Holidays has released its brand new 2018 Central Europe & Scandinavia brochure (previously combined with UK & Europe). This exciting new brochure features an expanded range of product as well as Stopover packages and City Breaks, which include the 'must do' experiences in each city. Also new for 2018 is a choice of extended touring options in Scandinavia. A stay in an ice hotel in Sweden is available, along with a husky safari in Norway, the chance to discover Viking history in Denmark and chase the Northern Lights in Finland.



Qantas Holidays - Singapore & Malaysia 2018-19

The latest Qantas Holidays 2018-19 Singapore & Malaysia program has been unveiled. New products include Plaza Premium Airport Lounges in both Singapore and Kuala Lumpur, the fun KidZania Singapore, as well as new Malacca and Penang sightseeing options. A range of new accommodation is available in Singapore along with new accommodation in Kuala Lumpur and Borneo. A selection of exciting new City Break packages showcasing the must-do experiences in Singapore and Kuala Lumpur are also on offer.



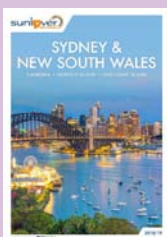
Qantas Holidays - Hong Kong & China 2018-19

The 2018-19 Hong Kong & China brochure from Qantas Holidays is now available. The brochure features a fantastic selection of accommodation and sightseeing options for Hong Kong, Macau and China. Check out the new City Break packages for Hong Kong, which include 'must-see and do' experiences on offer for this exciting city. The brochure also features new Short Stay packages in Beijing, Shanghai and Xian, designed to uncover the highlights, hidden gems and fascinating culture of China.



Sunlover Holidays - Queensland Islands & Whitsundays 2018-19

Sunlover Holidays has unleashed its 2018-19 Queensland Islands & Whitsundays brochure. This program features travellers' favourite Queensland Islands and a guide to help find which island will best suit a holiday. In the Whitsunday Coast region find a great range of touring and sailing product. Discover the beauty of the Great Barrier Reef on new tours departing from Hamilton Island and Bundaberg or sail the Whitsundays in style on board the fully crewed yacht *MiLady*.



Sunlover Holidays - Sydney, and New South Wales, Canberra, Norfolk Island and Lord Howe Island 2018-19

Sunlover Holidays' 2018-19 Sydney & New South Wales, Canberra, Norfolk and Lord Howe Island brochure is now available. The brochure features a great range of must-do experiences and accommodation options ideal for couples and families. A dedicated chapter for the Sapphire Coast is included, featuring tours and accommodation at Tathra and Merimbula, along with new accommodation in Bathurst and Mudgee. This year's edition has been expanded to include accommodation and tours on Norfolk Island.

Monday 29th January 2018

SFO hosts Sevens in Sydney



DELEGATES from San Francisco Travel and other trade partners were in Sydney last week spruiking the Californian city, and took the opportunity to host industry guests during the Sydney Sevens rugby competition.

It's been a whirlwind tour down under for the group, who also visited Auckland for a series of trade events during their trip.

San Francisco will play host to the Rugby World Cup Sevens in 2018, with plenty of Aussies expected to attend the tournament.

Pictured enjoying the fast-paced sport are Joe D'Alessandro, ceo of San Francisco Travel, David Jones and Hubertus Funke, executive vice president global tourism development.

MU Sabre deal

CHINA Southern Airlines has inked a multi-year deal with Sabre to use its Market Intelligence with Global Demand Data technology.

The offering provides analysts with a single source of market data to facilitate decisions across network planning, scheduling, revenue management and sales.

TMW/BNE changes

FROM today Fly Corporate is offering additional flights between Brisbane and Tamworth, with a total of 18 flights per week between the two cities.

The carrier commenced flights on the route in Oct 2016 and has now introduced its 34-seat Saab 340B Plus aircraft for the majority of its Tamworth flights.

New JU fare options

AIRSERBIA will introduce a new fare model which will see four separate booking types available on short and medium-haul routes active from 01 Mar.

When launched, passengers will have the choice of booking Economy White, Economy Blue, Economy Red and Business Silver tickets with each option catering to various flexible needs such as price, luggage requirements and priority seat selection.

Rottnest short film

FERRY service provider Rottnest Express has released a short film in a bid to attract more visitors from Western Australia to Rottnest Island.

The 90-second feature was produced by noted cinematographer Miles Rowland and places an emphasis on quality family experiences.

To view the video [CLICK HERE](#).

Hell's Kitchen debut

THE world's first Gordon Ramsay Hell's Kitchen restaurant has opened its doors inside Caesars Palace in Las Vegas.

Bellicose TV chef Gordon Ramsay was there in person to celebrate the grand opening of the restaurant which has already taken an impressive 25,000 guest reservations for lunch & dinner.

The winner of current season of *Hell's Kitchen All-Stars* will be named head chef for the new establishment which features seating for 300 diners.

Scoot takeovers

SINGAPORE Airlines' low-cost carrier Scoot is set to absorb three routes in Asia that are currently serviced by SilkAir.

Flights from SIN to Langkawi in Malaysia, Pekanbaru in Indonesia and Kalibo in the Philippines will be transferred 08 Apr, 30 May and 28 Jun respectively.

SilkAir currently flies three times weekly to each destination.

2018 Best Countries

AUSTRALIA has made a top 10 appearance in the 2018 Best Countries Rankings, released by the US News & World Report.

Switzerland took the top place in the study of 80 countries, determined across a range of criteria, from economic influence and power to citizenship and quality of life.

Canada, Germany and the UK rounded out the top five nations, with Australia ranked seventh.

Kichakani opens

SANCTUARY Retreats has introduced the Sanctuary Kichakani Serengeti Camp in Tanzania, an exploration across three locations in the Serengeti.

Prices lead in at US\$595 per person twin share per night.

AFTA TRAVEL PAGES HAS ARRIVED

[VIEW ONLINE](#)



“Mystery Famil”

Consolidated Travel, Virgin Australia and Delta Air Lines would like to give you the opportunity to win a spot on a Mystery Famil to USA for bookings ticketed between

22 January - 11 February 2018.

Awarded to the Top 3 Sellers & the 3 Most Improved Sellers!

Prize includes:

“Return airfares, 4 nights twin share accommodation & Transfers”



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**Virgin Australia and Delta Air Lines operate
a combined total of 25 Trans-Pacific flights
between Australia and USA.**



CONDITIONS: Valid for tickets issued by Consolidated Travel or via Quikticket between 22 January - 11 February 2018 on VA/DL International itineraries ex Australia plated on VA (795) & DL (006) ticket stock on the Consolidated Travel IATA only. Child, Infant, Group Sales, Wholesale and Cancelled or Refunded tickets are not eligible. The prizes are open to all full time international selling agents only. Consolidated Travel, Virgin Australia & Delta Air Lines reserve the right to alter or cancel the promotion any time. Famil will be during 01 May - 05 May 2018, *Subject to change. Prize includes Return airfares from the nearest Virgin Australia port, 4 nights twin share accommodation & Transfers. All additional travel expenses, insurance, ancillary costs, etc, are at the passengers own expense. Airline tickets cannot be reissued and are non-transferable, and cannot accrue frequent flyer miles or be exchanged for cash. It is a condition of accepting the prize that: the prize winning agency accepts any conditions of use of the various components of the prize. Prizes must be taken as stated and no compensation will be payable if a winning agency is unable to use a prize as stated. Receipt of a prize may have Fringe Benefits Tax (FBT) implications. To the extent that there is any FBT liability, this will be paid for by the employer of the recipient. The grossed-up value of a prize and any other Fringe benefits the recipient receives during the course of the FBT year may be reported on the recipient's annual PAYG Payment Summary as required by taxation law. All prizes include GST where applicable and taxes are included in the price of the ticket and land content. Consolidated Travel Group ABN 60 004 692 791. Date of issue 17 January 2018.



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BRISBANE – \$80K PKG

This is a new opportunity to join an industry leader and assist the business in achieving growth. Your duties will include developing & maintaining financial reports in an MS SQL reporting platform, strategic tracking of performance, project management, business analysis & work on any new initiatives. Understanding complex databases and experience in developing reports with SQL & SQL services a must with the ability to build relationships & deliver top notch service.

GROWING TMC

CORPORATE ACCOUNT MANAGER

SYDNEY- SALARY UP TO \$120K

As a global Corporate Account Manager you will be responsible for the regional program with the objective of growing revenues, increasing revenues, increasing margins and retaining the business. To do this, you will have a thorough knowledge of corporate travel as well as the professional communication & negotiation skills to deal with people at all levels up to executives. Interviews to commence this week.

HERE'S YOUR CHANCE TO STEP UP

GM -CORPORATE TRAVEL DIVISION

SYDNEY - SALARY \$130K DOE plus plus

This role will see you take ownership of your own department, lead this growing division to greater growth in 2018. You will be responsible for managing the P & L so experience in this area is essential. Look after the whole operation from Sales, Account Management to Consultants. If you are looking for a step up and have worked across different areas in a TMC this could be your next step, please call for a confidential chat.

MEETING & EVENTS SALES

BUSINESS DEVELOPMENT MANAGER

BRISBANE – \$71K PKG + BONUS

Exciting time to join this expanding hotel group as a MICE BDM. Working as part of the sales team you will be responsible for managing the MICE market, building relationships and a pipeline to bring in new business across the portfolio of hotels. Previous experience in a similar role required with strong presentation, negotiating and contracting skills. Great salary plus bonus on offer for the successful candidate.

HUNTERS WANTED

SENIOR BUSINESS DEVELOPMENT MANAGER

SYD- BIG BASE \$100K PLUS BIG BONUSES

Join this unique corporate Travel Management Company in Sydney where you will be solely responsible for your region with a lot of potential to win new business. My client is looking for an experienced Business Development Manager who has come from a TMC with a strong track record in sales. Career growth is huge for the right candidate. This company offer a great base salary of \$100k and one of the best commission schemes out there.

SENIOR FINANCE ROLE

FINANCE MANAGER/CONTROLLER

SYDNEY – STRONG SALARY PACKAGE

We have a rare opportunity for a strong Finance Manager with Travel Industry Finance experience to take the reins of this finance team based in the CBD. You will prepare financial reports, budgets, and financial forecasts whilst leading and managing a small team. We are looking for someone with a strong commercial focus, who can look at ways of growing the business in collaboration with the Director. Strong salary on offer.

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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 our Sydney Office for the following role:

BUSINESS DEVELOPMENT MANAGER - SYDNEY

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 entitled to work in Australia.

Applications close on Saturday 03 February

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



fijairways.com/careers