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## QFFF double points

**TODAY** is the last day to lock in double Qantas Points for customers flying on eligible Qantas operated domestic and international flights with a QF flight number.

For more details on the promo, see the **cover wrap**.

## Rail Plus 50% off

**RAIL** Plus is offering 50% off companion fares on select Belmond Eastern and Oriental Express departures.

The deal amounts to savings of up to \$2,000 and applies to certain Mar and Apr departures and travel between Sep-Dec.

The journey from Singapore to Bangkok is a three-day adventure while the Bangkok to Singapore option is four days in length.

Space is limited and bookings are based on twin share in the Pullman and State Cabins only.

Book by 25 Apr using the promotional code EC50.

## MTA rated 'best partner'

**HELLOWORLD** Travel ceo Andrew Burnes has named the home-based Mobile Travel Agents (MTA) group as his "best business partnership" of the past 30 years in an upbeat address to members on the weekend.

Just over a year since Helloworld took a 50% stake in MTA, Burnes praised the network's strong growth and highlighted the greater buying power the partnership allowed.

"I've been involved in a lot of business partnerships over the years, some great operators, but this is the best business partnership that I've been

associated with in my more than 30 years of travel," Burnes told the MTA national conference on the Gold Coast.

"Fifteen months into that partnership, it couldn't be going better," he said.

"The MTA business is going fantastically well."

Burnes said MTA members would benefit from Helloworld's purchase of Magellan Travel (**TD** Fri), which would help increase buying power.

"We need that aggregated buying power to negotiate the deals that deliver a good commercial return for you, pure and simple," he told members.

"By leveraging up the Magellan volumes - with the rest of the volumes Helloworld has - we believe we can do even better with the deals that we're currently getting."

More coverage from the MTA conference on **page four**.

## Mumbrella shortlist

**LUXURY** Escapes has been named as one of the short-listed travel companies up for gongs at the Mumbrella Travel Marketing Awards, being held as part of its Travel Marketing Summit in Apr.

The online travel & e-commerce company has four shortlistings, including Best Use of Native Content Marketing, Award for Bravery and Best Influencer Campaign, Mumbrella said.

Earlybird ticket pricing for the gala in Sydney on 12 Apr closes on Wed - more details **HERE**.

## MH recruiting

**MALAYSIA** Airlines is searching to fill a number of new roles that have opened up in this region, including three national account managers to service Sydney accounts and one in Auckland.

The oneworld member carrier is also on the hunt for a Brisbane-based industry account manager.

See **page eight** for more details.

## Today's issue of TD

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

- Malaysia Airlines
- AA Appointments jobs

Sicily by Steve McCurry

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## Marvel China guide

A NEW 14-day Grand Tour of China has been introduced by Travelmarvel as part of the tour operator's 2019 China and Japan brochure, out now.

The trip encompasses China's world-famous high speed train system, negating the need to utilise internal flights between some of the cities.

Commencing in Beijing, the trip includes the Great Wall, Xi'an, Chengdu and Shanghai, along with five rail journeys and a three-night Yangtze River cruise.

It's priced at \$6,595ppts, which includes a fly free offer and early payment discounts.

See [travelmarvel.com.au](http://travelmarvel.com.au) for more info on the program, and see **page 6** for other brochures.

## KLM long-haul rejig

KLM Royal Dutch Airlines is making major adjustments to its long-haul operations, either trimming or adding capacity on nearly 30 routes, effective 28 Oct.

Among changes is an aircraft downgrade on KLM's Amsterdam-Singapore-Denpasar service, from Boeing 777-300ERs to -200ERS on Tue (from 08 Jan) & Fri (25 Jan).

## JQ ceo flags SIN rethink

SINGAPORE'S decision to crank up an airport levy annually for the next six years (**TD** Thu) and roll out a new departure tax could see low-cost carrier Jetstar alter its operations at Changi Airport.

The increase of the passenger service & security fee, along with a new departure tax of SGD\$10.50 per passenger are being added to fund SIN's Changi East project that includes Terminal 5.

Transit/transfer passengers will also be stung with a new SGD\$6 levy on a round-trip ticket.

Both the PSSF and departure tax will be rolled out on 01 Jul.

"This isn't just going to have an impact on fares, it's going to have

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an impact on GDP," Jetstar Group chief executive Gareth Evans said.

"An airline has to adjust its network to try and optimise earnings. We will definitely see demand shift as a result of this," Evans told *The Business Times*.

"People shift hubs for very little money. Singapore is competing against other hubs," he said, likely referring to Hong Kong and Dubai which introduced taxes to fund similar infrastructure projects.

Evans indicated Changi Airport's expansion should be funded by the airport.

Subsidiary Jetstar Asia cautioned that its fares could rise by between 10-25% for flights out of Singapore, as the majority of its fares were under SGD\$100, the Singapore newspaper reported.

## NRL 2018 tipping

TRAVEL Daily's annual NRL Footy Tipping competition kicks off this week, with the first match between the Dragons and the Broncos being held on Thu night.

This year, **TD** has again teamed up with Emirates to offer a grand prize to the 2018 top tipper of return flights for two to Europe.

Free to join, the comp also has \$100 travel vouchers up for grabs at the end of each weekly round, courtesy of Expedia TAAP - see [traveldaily.com.au/nrl-tipping](http://traveldaily.com.au/nrl-tipping).

## A&K double points

ABERCROMBIE & Kent is offering double Qantas Frequent Flyer Points when booking any of the luxury travel company's Latin America 2018 journeys of seven-nights or more by 31 Mar.

## CTM, Tour East pact

COMPLETE Travel Marketing today announced it has been appointed to raise the profile in Australia and NZ of destination management company Tour East as the firm's sales and marketing representative locally.

Tour East has more than 500 tour specialists in 15 destinations in Asia Pacific, including Sri Lanka, Cambodia, Thailand and Vietnam.

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## Papas to head Luxperience

**OWNER** of the Luxperience luxury travel show, Diversified Communications, has announced a number of major changes to this year's exhibition in Sep.

Luxperience will be headed up by Michelle Papas, who has been promoted to the role of

event director and will oversee all aspects of the exhibition.

A new Luxperience product benchmark and classifications have also been developed on the back of research conducted by the team and an additional quarter of a million dollars has been invested in the event.

Diversified Communications Sydney gm Kieron Haycock said the extra funding would be used "across the board from look and feel to the Thought Leaders program to the dining options to advertising and promotion; to create an event and experience that truly represents the business of luxury travel and is befitting of the original values of the Luxperience brand".

Luxperience 2018 is also being relocated to the International Convention Centre Sydney (ICC) in Darling Harbour.

The high-end travel show will be held from 16-19 Sep.

## QF, BL codesharing

**QANTAS** and Vietnam-based Jetstar Pacific (BL) have entered into a codeshare deal for travel between Vietnam and several destinations in Asia.

The agreement has seen the Qantas code added to Jetstar Pacific's services from Ho Chi Minh City to Bangkok and Singapore and flights from Hanoi and Danang to Hong Kong.

These services will be operated by Jetstar Pacific's A320 fleet and provide passengers with a greater choice in transit ports between Australia and Vietnam.

QF customers flying on the codeshare routes will be able to earn Qantas Frequent Flyer points and status credits, receive a complimentary hot meal, the option to stopover in Singapore or Bangkok and Qantas International baggage allowance.

Eligible passengers will also have access to Qantas International Lounges in Singapore and Hong Kong.



## Window Seat

**ATLANTIS**, The Palm has found a unique way to celebrate reaching 1m Facebook fans.

The Dubai resort is giving away stays in what it is calling "the world's first social media suite", which has been "specially adapted to suit a social media user's every desire".

Guests unlock the room with their Facebook login and can tune into the special Facebook Fan channel on the in-room TV, have the option to "poke" their personal butler using an intercom system and document their stay from a thumbs-up shaped Facebook Live Lounge.

The theme extends into the bathroom where a social media mirror lies ready for guests to message friends and amenities feature social media slogans.

Facebook users will be invited to book a free night's stay in the Atlantis Fan Suite from 18 Mar, with bookings being taken every day until Dec.

## UAE entry update

**DFAT** has advised travellers on an Australian passport showing "x" (indeterminate/intersex/unspecified) in the sex field will not be permitted to enter the United Arab Emirates.

The level of travel advice has not changed & remains at "exercise normal safety precautions".

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## MTA drives record growth



**THE** Mobile Travel Agents (MTA) network has achieved a sixth consecutive year of record profits and boosted its ranks of home-based members under the model forged by its founders Karen and Roy Merricks.

At the group's annual conference on the Gold Coast on the weekend, the couple proclaimed their collaboration with Helloworld had been an "absolute success" over its first 15 months and said they would continue to be integral to the business in the future.

"The important thing is that we're not going any time soon," Roy Merricks told **TD**.

"We keep hearing that Karen and Roy are going to disappear out of MTA, but it's still our baby -

our 18-year-old baby.

"We're not going anywhere."

MTA ceo Don Beattie said the past year had been the group's best on record.

"We have, in the last six years, had record year-on-year growth (in profit, each year)," Beattie said "And that's double digit."

He said in the past year MTA had increased its members from 360 to more than 380, though the group was maintaining its focus on fostering high quality agents over lifting numbers.

The weekend's conference was attended by more than 400 people, including a record 240 MTA members as well as suppliers and industry partners.

Beattie is **pictured**, left, with Karen and Roy Merricks.

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## MTA interest free

**MOBILE** Travel Agents (MTA) will soon be able to offer clients an interest-free payment plan under a scheme being developed in conjunction with HSBC bank.

MTA ceo Don Beattie said the product was planned for introduction in the next three months and was being facilitated in partnership with Helloworld.

"This is an example of how we are now working with Helloworld to get more for members," Beattie said.

The interest-free option would be particularly attractive to MTA's higher-spending clients who booked well in advance of departure, he said.

## Web insurance plan

**AN ONLINE** insurance option will be offered to Mobile Travel Agents (MTA) customers in coming months as an alternative to premium policies.

MTA ceo Don Beattie said the Allianz product would provide a low-cost option for customers who did not ordinarily book their insurance through travel agents.

It would be commissionable and booked online by customers via MTA agent websites.

## AAA backs QF, AA

**THE** former Ambassador for the US in Australia, turned president of the American Australian Association (AAA) John Berry, has urged the US govt to approve the refreshed planned TransPacific business agreement between Qantas and American Airlines.

In a letter to the Department of Transportation, Berry suggested the significant growth of people between the US and Australia, tourism and foreign investment was fuelled by the airlines.

"Underpinning this relationship has been constant flow of people travelling between our countries which, in most part, has been facilitated by airlines including American Airlines and Qantas," Berry said.

The AAA boss said the flagged "stronger codeshare agreements" would benefit consumers.

"It is also important to point out that significantly more Australians visit the USA, helping to create one of America's largest trade surpluses," Berry remarked.

Further, he warned that rejecting the planned partnership may not only see some routes wound back - such as Sydney to DFW - but would "negatively impact the burgeoning bilateral relationship".



## Marketing Co-ordinator - Sydney

Our sales and marketing representation company are looking for a hard-working individual to join our small but dynamic team. The position is responsible for providing sales support, managing industry travel, monthly reporting and administration duties.

We are looking for someone with excellent written and verbal communication skills, proficient in Microsoft Office Suite and able to manage multiple priorities. Previous travel industry experience is an asset.

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[jonathan@ctmarketing.com.au](mailto:jonathan@ctmarketing.com.au)

[More information here](#)



## GNTB arrivals

**GERMANY** achieved a record 83.9m international overnight stays in hotels from Jan-Dec 2017.

The figure marks the eighth year of record results and a 3.6% increase on 2016.

Petra Hedorfer, chair of the board of the German National Tourist Board (GNTB) attributed the "excellent balance sheet" to positive economic fundamentals, political stability in important source markets and "outstanding positioning" of Germany as a travel destination.

## Coral appointment

**CORAL** Expeditions has appointed Jeffery Gillies as its commercial director.

He was most recently chief marketing officer of Ironman Asia-Pacific and also spent five years as regional tourism director at Tourism & Events Queensland.

## AA Basic Atlantic

**AMERICAN** Airlines' Basic Economy class fares (**TD** 22 Feb 17) will be available on a range of transatlantic flights to provide competition with low-cost airlines flying between the US & Europe.

The strategy is in alignment with AA's Atlantic joint business partners, British Airways, Iberia and Finnair.

Set to be introduced from next month on select long-haul routes, Basic Economy includes the skeleton elements of an airfare, meaning customers will have to pay for seat assignments and checked baggage and will be among the last to board a flight.

Carry-on baggage and in-flight entertainment is included.

Before an expected wider long-haul deployment, American Airlines said it would initially release the product on "a limited number of markets first to make sure we get it right".



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## Melbourne's TIME to shine



**THE** Travel Industry Mentor Experience (TIME) community gathered in Melbourne recently at the Intrepid Group HQ for an event of presentations, networking, food and drinks.

The event included presentations from Geoff Manchester, founder of Intrepid; Glenyce Johnson, TIME Mentor and founder of Wandering the World, and Lisa Pagotto, TIME alumnus and committee member and founder of Crooked Compass.

"It was such a great collection of amiable, ambitious people at different stages of their careers," said MC & organiser Brett Harvey.

Expressions of interest for TIME's next program intake (commencing May) are due by Fri 06 Apr.

**Pictured** are: Glenyce Johnson,

co-founder & director Wandering the World; Geoff Manchester, co-founder & director Intrepid Group; Lisa Pagotto, founder & director Crooked Compass and Brett Harvey bdm Victoria Intrepid Group.

## Delta 5G plan

**AIRBUS**, OneWeb, Sprint, Delta Air Lines and Bharti Airtel have partnered to form Seamless Air Alliance in a move to eliminate the costs and hurdles associated with providing internet in the air.

Using satellite technology, the group aims to provide customers with the same high-speed connectivity during flights that is available on the ground.

The alliance hopes to attract more industry operators.

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## Collette explores with itravel



**AGENTS** from itravel were recently treated to a day exploring The Rocks in Sydney thanks to Collette Tours.

Highlighting the virtues of the small tour group experience, the group of agents were regaled with stories about the colonial history of The Rocks before tucking into a tasty lunch at The Taphouse pub in Darlinghurst.

**Pictured:** Agents stop to take in the history during the tour.

## Jumeirah Bahrain

**DUBAI-BASED** luxury hotel chain Jumeirah has announced the opening of its first hotel in Bahrain last week.

The 174-room Jumeirah Royal Saray is positioned on a private beach on Manama's Seef district.

## Shipwreck coast

**THE** Victorian Government has started the ball rolling on a major redevelopment of Victoria's Shipwreck Coast by appointing architects to undertake the design of Stage One of the plan.

The Andrews Labor Government has so far invested \$9.8 million into the first stage, with big ticket tourist items slated to include two new lookouts at the Twelve Apostles and the Loch Ard Gorge, as well as a new pedestrian bridge in Port Campbell.

Architecture firm Denton Corker Marshall secured the design tender and will be required to submit its final designs for the project in mid-2018.

Construction on the three sites will commence early next year.



## SUPER XV ROUND 3 WINNER

Congratulations

**PHILIP ALCORN**

from Queensland Rail  
Travel

Philip is the top point scorer for Round 3 of *Travel Daily's* Super XV footy tipping competition. He's won a \$100 travel voucher 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](mailto:brochures@traveldaily.com.au).



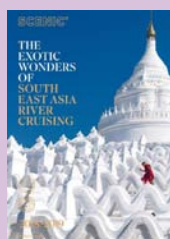
### Crooked Compass - Small Group and Tailor Made Journeys 2018/19

The latest brochure from Crooked Compass encourages travellers to explore "off the radar" destinations across a large range of countries. More than 100 small group itineraries are included this time around, offering trips through the wilderness of Northern Mongolia to the opportunity to hunt with pygmy tribes in the Central African Republic. There is also a collection of photography tours to some of the world's rarest festivals and regions, accompanied by expert photographers.



### Dream Cruises - Asia 2018

Cruise enthusiasts can discover a new age of luxury cruising options in Dream Cruises' 2018 brochure exploring Asia. Inside is information about on board experiences including dining and entertainment plus two inserts detailing ship specifications. Ships highlighted include the luxury *Genting Dream* departing Singapore, and new sister ship, *World Dream* departing Hong Kong. For guests seeking an even more high-end sailing experience, the Dream Palace suites come with their own special enclave and private facilities.



### Scenic Luxury Tours - South East Asia River Cruising 2018/2019

Scenic has launched a new brochure featuring a raft of cruising opportunities throughout Cambodia, Vietnam and Myanmar. Itineraries include the ancient temples of Angkor in Cambodia, hunting for bargains in the rural marketplaces of Vietnam, and spending time with the local monks in Myanmar. Cruises range from 11- to 31-day experiences traversing either the Mekong or Irrawaddy rivers.



### APT China and Japan 2019

APT recently launched its 2019 China & Japan brochure complete with a range of earlybird Superdeals including Fly Free on selected tours. Travellers have the opportunity to indulge in the luxury operator's Signature Experiences packages, as well as sail aboard a small ship expedition cruise for a one-off 17-day Japan and Russian Far East tour.

Another new itinerary allows guests to experience a three-night cruise down the Yangtze River as part of a China with Tibetan Discovery tour limited to only 20 guests per group.

## TST expanded role

**DMC** Liberty Int'l Tourism Group has extended the rep services in Australia & NZ of The Sales Team Marketing Grp (TST) to include Asian destinations, commencing 08 Mar - not 08 May (**TD** Fri).

TST has been the local rep for Liberty Int'l for around 10 years, with the expanded role including China, Hong Kong, India, Nepal, Sri Lanka, Bhutan and Vietnam.

The promotion builds on TST's representative work for Liberty spanning Europe, Africa, South America and USA destinations.

## Etihad adds Baku

**ABU** Dhabi-based carrier Etihad Airways has launched thrice weekly Airbus A320 services to Baku in Azerbaijan.

The route will carry the airline code of Azerbaijan Airlines, J2, under a new codeshare deal.

## Cobalt joins IATA

**CYPRIO**T carrier Cobalt Air has announced it has become a member of the International Air Transport Association (IATA), the first airline from Cyprus to join the industry body.



Monday 5th March 2018

## Boulding back into the thick



**INSIGHT** Vacations' former chief exec officer John Boulding has been named as the global chief marketing officer of Italian-based audio guiding system for tour operators, Vox S.p.A.

After 20 years with Insight, Boulding departed the company mid last year, "to step back and give attention to a broader market than just the escorted tour sector," he told **Travel Daily**.

Vox Group's core proposition is the POPGuide app - a tour guide application that "puts our partner's business at the very heart of the guest's touring or travel experience," he explained.

"We do all the set-up work, branding it as their app & adding their choice of home/hotel locations & on-route venues, etc.

"It replaces outdated paper maps and expensive roaming alternatives & keeps our partners connected to their clients through online documentation, push notifications and special offers."

POPGuide partners also obtain trend and activity reports to help better plan future products.

"It is simple to set up and easy

to use, and it is ideal for tour operators, travel agents & hotels."

The app is programmed in multiple languages and is already in use at more than 250 cities.

Boulding said the biggest single location the POPGuide app was in use was the Vatican, where there were some 2 million users a year utilising the system to explore St Peter's Basilica and the museums.

"But it is being adopted very rapidly and is already in use with tour operators, hotels, tourist boards, cruise companies and transfer specialists.

Australia is a key market for POPGuide, Boulding said, with a dedicated sales presence to be rolled out here "very soon".

Vox Group is already well known in the Australian travel industry, with existing partners for its radio-based, audio-guiding equipment used by the likes of APT, Bunnik Travel, Pacific International Travel Services, Australians Studying Aboard, a few of The Travel Corporation brands, and more.

Boulding (centre) is pictured with Vox's ceo Fabio Primerano (left) and president Elio Epifani.

## Thor, thl deal done

**NZ-LISTED** travel and tourism firm thl has closed on its 50/50 joint venture with Thor Industries in the US to develop a new digital platform to benefit RV owners around the world (**TD** 16 Feb).

Dubbed TH2, the companies say the project promises to be "innovative and comprehensive".

"[TH2] will improve every aspect of RV ownership, with capabilities that include trip planning and booking, remote systems monitoring, roadside assistance and peer-to-peer RV and campsite rental."

TH2 aims to increase efficiencies in the motorhome market, such as pricing and fleet management.

thl owns and operates brands including Britz, maui and Mighty in Australia and NZ and Road Bear and El Monte in the USA.

## \$12m for Litchfield

**NEW** swimming holes, 4WD tracks, campgrounds and more picnic areas are among projects planned for Litchfield National Park under a \$12.1m investment by the Northern Territory govt.

The funding is part of the govt's \$103m Turbocharging Tourism stimulus plan.

"This will be the biggest ever investment in new infrastructure to establish Litchfield as a premier tourist destination for adventure seekers," NT Minister for Tourism and Culture Lauren Moss said yesterday.

Moss said Litchfield NP was a key driver of tourism in the Top End and ideally positioned as a tourism development location, experiencing strong annual growth.

Around 370,000 people visit Litchfield National Park annually.

## SINGAPORE AIRLINES-LUFTHANSA GROUP JOINT VENTURE



## WIN YOUR DREAM EUROPEAN HOLIDAY

This month, **Travel Daily** together with Lufthansa Group and Singapore Airlines, are giving agents the chance to win a holiday to Europe.

You and a friend will fly Economy Class to Singapore with Singapore Airlines and then onto Europe with a Lufthansa Group carrier (Lufthansa / Swiss International Air Lines / Austrian Airlines).

To win, have the most correct answers to the questions throughout the month, and the most creative response to the last question. Send your answers to [lufthansa@traveldaily.com.au](mailto:lufthansa@traveldaily.com.au)

**Q3.** The Joint Venture between Singapore Airlines and Lufthansa Group allows for travel between Australia and which group of countries?

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Malaysia Airlines has a long and proud history of taking Malaysian Hospitality to the world. We are an airline that is passionate about our customers and trade partners, putting them at the forefront of everything we do. To support our future growth, we are seeking individuals with passion, commitment to excellence, ambition and a drive to succeed.

The role of the National & Industry Account Managers is to focus on growing and developing existing customer portfolios while also generating new business. In both roles, you are responsible for profitability as well as reaching defined sales targets, maximizing account revenue and negotiating and maintaining contractual agreements with MH trade partners. The ideal candidates should demonstrate an entrepreneurial mind-set to constantly seek new ways to develop revenue through partnership and identify new market opportunities.

### National Account Managers (SYD x 3 / AKL x 1)

#### Key Responsibilities:

- Plan, implement, monitor and assume responsibility for all necessary measures that secure the success of MH business arrangements in an assigned portfolio
- Be involved in strategic account planning to generate revenue and market-share growth and opportunities to meet profitability targets
- Understand market trends and identify new business potential for MH Group (Malaysia Airlines, MASwings & Firefly)
- Build trusted, strategic relationships within your portfolio, develop a thorough understanding of their business challenges and add value to our trade partners' business by proposing the optimal MH commercial solution
- Measure level of satisfaction with MH current products and services to provide feedback to the production units, together with suggesting solutions for improvement of the product or pricing offering

### Industry Account Manager (BNE x 1)

#### Key Responsibilities:

- Increase MH revenue and market share as defined in the business plans of each of our national accounts in your nominated territory
- Gather and analyse internal and external information in order to provide reliable reporting to the Australia & New Zealand leadership team
- Coordinates and follows up on sales programs, strategy and initiative with a result analysis after implementation
- Targets accounts based on potential, likely profitability and probability of success and prioritize time on the opportunities to maximize results

#### Your profile:

- Relevant degree in the civil aviation field, marketing or business administration
- Minimum 3 years (IAM) or 5 years (NAM) experience in airline Sales and/or Key Account Management
- Strong business development and account management skills, with corporate experience being highly desirable
- Entrepreneurial / commercial mind-set using innovative and creative approaches to optimize solutions
- High level of self-motivation, problem solving and interpersonal skills
- Well-developed time management, decision-making, presentation and organizational skills
- Willing to travel both domestically and internationally as and when required

Applications Close at 6pm, Sunday 11 March 2018. If you wish to apply send your CV with a covering letter to [mark.mulville@malaysiaairlines.com](mailto:mark.mulville@malaysiaairlines.com).

Malaysia Airlines thanks all applicants, however, only those qualified will be screened and only those selected for an interview will be contacted.



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**\*NEW\* LEAD AND INSPIRE**

**SENIOR PROCUREMENT TEAM LEADER  
BRISBANE – UP TO \$137K PACKAGE**

Our client is looking for an inspiring leader with experience in wholesale product procurement. You will be responsible for the overall success of the team including development & delivery of strategy, leading the team & enhancing supplier relationships & agreements to achieve sales & revenue goals. Strong procurement, leadership, negotiation & strategy skills required. Top salary plus career opportunities, travel benefits and much more. Apply today.

**\*NEW\* ARE YOU AN ANALYTICAL THINKER?**

**BUSINESS ANALYST  
BRISBANE – \$90K PACKAGE**

Our client is looking for an experienced Business Analyst to join their team. You will be responsible for identifying opportunities for improving business processes, prepare proposals to develop new systems, conduct impact analysis to assess any implication & systems testing whilst working on multiple projects. Experience in a similar role essential with a solid understanding of travel systems. Great salary package on offer for the successful candidate.

**PERTH IS CALLING**

**CORPORATE SALES MANAGER (WA)  
PERTH/ADELAIDE – LUCRATIVE SALARY PACKAGE**

Looking after the WA market, you will be responsible for developing strategies to increase sales, growing sales revenue & building strong ongoing relationships with key clients. Representing a premium product, impeccable presentation skills together solid experience as a Sales Manager in the WA market is essential. Working with this amazing product, you will be thrilled with the benefits on offer here.

**GROWING TMC**

**CORPORATE ACCOUNT MANAGER  
SYDNEY- SALARY UP TO \$100K**

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.

**INSPIRE OUR YOUNG**

**ACCOUNT MANAGER/BDM  
NSW – SALARY \$70K PLUS UNCAPPED COMMS**

This leading provider of educational tours for primary and secondary schools is on the lookout in Sydney. You will be responsible for managing a portfolio, building strong relationships & delivering presentations to increase & bring on new business. Strong salary + car allowance & uncapped commissions. Previous experience in a similar role required along with strong presentation, organisation & communication skills.

**MICE SALES**

**BUSINESS DEVELOPMENT MANAGER  
SYDNEY- \$100 ++**

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.

**CORPORATE SALES ROLE**

**BUSINESS DEVELOPMENT MANAGER  
BRISBANE – \$71K PKG + BONUS**

Exciting time to join this expanding hotel group as a Corporate BDM. Working as part of the sales team you will be responsible for managing the corporate 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.

**UNIQUE OPPORTUNITY TO GROW YOUR CAREER**

**SENIOR BUSINESS DEVELOPMENT MANAGER  
SYD- BIG BASE \$100K PLUS BIG BONUSES**

Join this unique travel company in Sydney, you will be responsible for the growth in corporate area, whilst overseeing the operational duties, a strong track record in sales within a TMC and good leadership qualities are the core skills required for this role. Career growth is huge for the right candidate, salary is flexible dependent on the person with a great commission scheme.

**AUSTRALIA'S ONLY DEDICATED EXECUTIVE RECRUITMENT TEAM**

[executive@aaappointments.com.au](mailto:executive@aaappointments.com.au)

NSW & ACT - 02 9231 2825 VIC, WA, SA & TAS - 03 9670 2577 QLD & NT - 07 3229 9600

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