

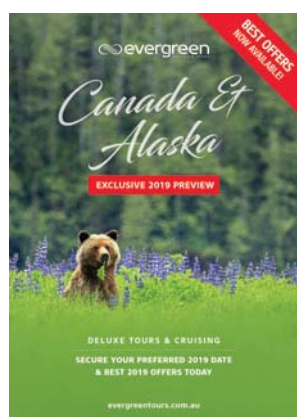
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FC purchase propels TP

INDEPENDENT travel agency Travel Partners believes the "plethora of new product" it now has access to thanks to Flight Centre's \$3.5 million acquisition of the business (**TD** 07 Aug) will be a major driving force for growth over the next 12 months.

Speaking at the Travel Partners conference on Sat, managing partner Jeff Hakim told **Travel Daily** the purchase last year now presents the company with multiple avenues for expansion.

"Their Infinity product is fantastic and everyone is earning more...we also now have access to expos. I come from that part of the travel industry that aren't 'Flighties' and wasn't aware that the airlines gave special deals and that people even wait for their expo," Hakim said.

"Another obvious benefit is the increased buying power. We were operating on a shoestring before but now we have that extra weight behind us," he added.

Restructuring at Flight Centre could also present strong growth opportunities, Hakim believes.

"We've had 15 Flight Centre

agents come across already, most of them mobiles. I suspect we will get more soon because FC have closed down Escape Travel and Cruiseabout... so people will either purchase a franchise or come to us so they have to make a decision - I suspect that we are going to double in size over the next year," Hakim predicted.

"That rapid growth will create its own challenge - we will need to have enough staff to cater for it and have worthwhile inductions."

Today's issue of TD

Travel Daily today has nine pages of news, including a photo page for **Cruiseco** plus full pages from:

- One&Only Reethi Rah
- AA Appointments jobs

NTIA nominations

MORE than 1,000 nominations were received for this year's National Travel Industry Awards, with the full list unveiled by AFTA this morning (**TD** breaking news).

The next stage of the NTIA process is industry voting for this year's finalists, which opens at 9am AEST tomorrow.

Finalists will be announced in early May prior to the formal judging period in the lead-up to the industry night of nights.

The full list of nominations is online at afta.com.au.

Maldives escape

ONE&ONLY Reethi Rah resort in the Maldives is offering a pay three, stay four deal including daily half board and roundtrip boat transfers to the airport - for details see **page 10**.

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Si Holidays in liquidation

EXCLUSIVE

THE newly appointed administrator of the collapsed Si Holidays (**TD Fri**) has confirmed the company will not continue to trade, with all staff having been advised of the closure.

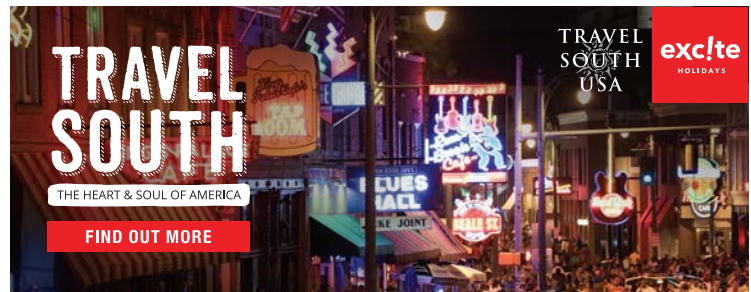
Damien Mark Hodgkinson of DEM Australasia Pty Ltd has been formally named as the liquidator of the business, and advised travel agents he is working to minimise the impact on clients.

However he warned that no refunds would be made on already deposited bookings.

"If your client is currently travelling on a Si Holidays booking, their travel may be impacted by the liquidation...we have retained Si Holiday staff for the next five days to assist with booking transfers," he said.

For travellers who departed prior to 11 Mar 2018, airfares were paid in full via Expedia and should not be affected, while hotels operating on a prepaid basis with Si Holidays will also not be impacted.

"The liquidator is making arrangements with the travel



providers to cover their accommodation prior to departure," according to an update issued to affected agents.

Company records indicate there are no current bookings, but if clients are charged by their hotel, agents are advised to provide details to DEM on 02 8004 4313.

For travellers departing from today, airlines have been asked to transfer the PNR to the agent to allow them to amend bookings.

However the hotel portion and any transfers or tours will not have been paid, and agents receiving chargebacks are being asked to complete a Proof of Debt which is expected to see them join the queue as unsecured creditors of the firm.

MEANWHILE *Travel Daily* is offering free subscriptions to any impacted Si Holidays staff who have become unemployed in recent months as a result of the company's demise.

Any affected current or former Si Holidays employees can send their personal contact details to subscriptions@traveldaily.com.au to be added to the **TD** list.

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Travel Daily on location in Palermo

Today's issue of *TD* is coming to you from the Sicilian city of Palermo in Italy, courtesy of Silversea Cruises.

INDUSTRY guests and media gathered in Sicily over the weekend to witness a remarkable spectacle in the Fincantieri shipyards in Palermo, where Silversea Cruises' *Silver Spirit* is being lengthened by 15m.

At a dockside ceremony on Sat, guests watched on as workers completed the four-day task of slicing the ship in two, while on Sun they returned to see an entirely new section inserted in the middle before the ship is put back together (see **page five**).

Celebrations continued at the spectacular Palazzo Gangi, the former home of Sicilian royalty, where a gala dinner took place.

AA rallies agent support

TRAVEL agents in the United States have endorsed American Airlines' new proposed joint business agreement with Qantas on flights between the US and Australia & New Zealand, with a list of 20 trade partners urging the Dept of Transportation to back the new venture.

Letters of support for the tie-up from agents at Travel Leaders, All Direct Travel, America & Beyond Travel, Hess Travel, Regency Travel, Travel Edge, Luxe Travel Management, Cain Travel, Sky Bird Travel & Tours and Travel Destinations were filed by American Airlines last week.

Each of the submissions are in "strong support" of the proposed antitrust immunity (ATI) between American Airlines and Qantas.

"Our company and our employees will benefit in many ways from approval of the proposed joint venture, which will lower fares, increase

capacity, add new flight and route options, enhance codeshare connectivity & improve schedule coordination," each travel firm said on their own letterhead.

The letter also said approving the pact would boost competition of flights down under already offered under the antitrust immunised jvs of Delta Air Lines & Virgin Australia and United Airlines and Air New Zealand.

"By approving and granting ATI to the proposed JV, the DOT will ensure that American and Qantas can offer the same level of service and connectivity as these other partnerships," the letter notes.

MEANWHILE, US carrier JetBlue has requested confidential access to joint venture documents filed by AA/QF for its second attempt at getting the deal approved.

In 2016, JetBlue railroaded AA/QF's bid to gain ATI, saying their pact threatened competition for smaller airlines (**TD** 08 Mar 16).



Window Seat

TRAVEL Daily's pool room is filling up, with the addition on the weekend of a special honour from Travel Partners.

We were immensely proud to receive the "Outstanding Media Partner" gong during the group's conference in Sydney, cited for **TD's** ongoing excellence in industry reporting.

The trophy was accepted by **TD's** lofty crack reporter Adam Bishop, who's pictured accepting the prestigious accolade from Travel Partners md Jeff Hakim.



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Monday 12th March 2018

PER on HA's radar?

THE addition of new Boeing 787-9 *Dreamliner* aircraft to the Hawaiian Airlines' fleet from 2021 (**TD** Wed) could see the introduction of nonstop services between Honolulu and Perth.

"While delivery is three years away and we have not examined in detail the different markets the Boeing 787 gives us many interesting possibilities such as London and Perth," HA chief exec Peter Ingram told *News Limited*.

Freo terminal rejig

THE Fremantle Passenger Terminal is set to undergo a major refurbishment thanks to a \$3 million cash injection from the West Australian Government.

The upgrade will see the external features of the facility spruced up in a variety of ways including the installation of a new central canopy, a repainted facade, updated signage and new flagpoles and banners.

Updates inside will extend to a refurbishment of the ground floor foyer, new security screens and the acquisition of updated furniture for the function hall.

Works will begin this month and be completed in time for the 2018-19 cruise season.

Gambia backs down

THE west African nation of Gambia has formally apologised to Thailand for labelling it a "sex destination" (**TD** 26 Feb), with the country's Minister of Tourism and Culture Hamat Bah insisting he was just "trying to find out why we aren't getting Scandinavian tourists anymore."

The apology was sparked by a strong protest from Thailand.

Infinity unveils changes



FLIGHT Centre's wholesale arm Infinity Holidays revealed a host of new additions during its presentation at the Travel Partners annual conference in Sydney on the weekend.

The big ticket announcement was a reorganising of its business model currently in development.

"We've recently started to restructure our business to fit into three streams, there's a Premium stream, a Mass General stream and a Youth stream... and you will have dedicated, experienced consultants to access in about a month's time," Richard Glew, business leader at Infinity Holidays told event attendees.

He also announced Infinity will soon launch a new rewards system for agents.

"We call it Infinity Rewards and it is similar to a Velocity-style rewards program, for every dollar you put through you will get a point...it means that an

average consultant per year will earn about \$1,000 on their travel ledger to spend on their own holidays," Glew said.

Pictured: Richard "Sticky" Glew presenting news of the changes at the Travel Partners conference.



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Silversea splits *Spirit* in two



SILVERSEA Cruises has become the first luxury line to embark on a complex lengthening of one of its ships, cutting *Silver Spirit* in two on the weekend as part of a US\$70 million overhaul.

At a ceremony in the Fincantieri

shipyards in Palermo, Sicily, on Sat, guests watched workers cut the final plates and shift the two sections apart before a new 15m segment was inserted yesterday.

The ship will now be put back together in a process described as "open heart surgery" by Silversea senior vp of technical operations and crewing Andrea Zito.

It will undergo a complete refurbishment of all cabins and public areas before returning to service on 06 May with an extra 34 suites and several new dining options on offer.

"It's not like cutting a slice of bread... this is a very delicate operation," said Zito, of the process that will involve more than 450,000 hours of labour by its completion.

Zito is **pictured**, right, with Silversea vp of fleet operations Christian Sauleau and chief marketing officer Barbara Muckermann, while **below** is *Silver Spirit* in two pieces.



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Travel Daily

Monday 12th March 2018

New dining *Spirit*

SILVER *Spirit* will emerge from dry dock with four new restaurants as part of major redesign of its culinary offering.

Silversea Cruises chief marketing officer Barbara Muckermann told guests at the ship's lengthening ceremony on the weekend that a decision had been made to dispense with *Silver Spirit's* main dining room in an overhaul inspired by new sister ship *Silver Muse* which launched last year.

"We will bring the ship from six amazing restaurants to eight amazing restaurants," she said.

"We will be increasing by 10% the capacity for passengers, and we will be increasing by 15% the seating in restaurants."

The four new dining venues will be replicated from *Silver Muse* and include Atlantide, Indochine Spaccanapoli and Silver Note.

They will be in addition to the existing Seishin, La Dame, The Grill and La Terrazza, and will be joined by an Arts Cafe which will also host exhibitions and performances while doubling as a cocktail lounge by night.

Capacity boost

THE lengthening of *Silver Spirit* will allow the addition of 34 new suites and increase the ship's maximum capacity from 540 to 608 passengers.

They include 26 new Verandah suites, six Silver suites and two Panorama suites, while the ship's existing 270 cabins will receive a complete refurbishment.

Silver Spirit will also gain an elite Balsorano suite, decorated with items chosen by Silversea chairman Manfredi Lefebvre d'Ovidio di Balsorano de Clunieres.

May reintroduction

THE newly extended *Silver Spirit* will show off its new look on 06 May when it begins a seven-day cruise from Civitavecchia (Rome) to Barcelona, calling at destinations including Corsica, Portofino, Cannes and Marseilles.

The ship will have increased in length from 195.8m to 210.7m, while its tonnage will be up from 36,009 to 39,510 tons.

Even its pool will be bigger, up from 30m² to 40m².

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Travel Daily

Monday 12th March 2018

Tempo Swiss cash

AGENTS booking either Tempo Holidays' 11-day Grand Train Tour or seven-day Grand Tour of Switzerland package before 30 Apr will receive a cash incentive of \$100 per booking - more **HERE**.
Prices for the Grand Train Tour start at \$2,655ppts.

US South promoted

EXCITE Holidays has partnered with Travel South USA to promote the region to agents over the next two weeks, until 25 Mar.

For every night's accom booked & paid over the period in Georgia, Alabama, Mississippi, Tennessee, Louisiana, Missouri and Kentucky agents will earn a bonus 500 Excite Holidays' reward points.

A guide on South USA has also been produced, view it **HERE**.

Disney Street View

GOOGLE has made it easier for agents to promote Disneyland Resort in Anaheim & Walt Disney World in Orlando, introducing Google Street View in Google Maps for the US tourist landmarks.

Using Street View, it is now possible to navigate each of the theme parks on 360-degree virtual walking tours.

CLICK HERE to self navigate Disneyland Park or **HERE** for the Magic Kingdom Park.

Jan air traffic slips

GLOBAL passenger traffic in Jan increased 4.6% compared to the same month last year, the International Air Transport Association (IATA) has reported.

Despite the rise, the Jan 2018 result was the slowest year-over-year increase in nearly four years.

Asia Pacific carriers reported a demand increase of 4.6% y-o-y, which was a 46-month low.

IATA cited the timing of Lunar New Year, which fell in mid-Feb this year, for the slower growth.

Aboriginal tourism experiences take off

THE Coalition Govt's Minister for Trade, Tourism & Investment Steven Ciobo yesterday announced that Jessica Mauboy has been made a 'Friend of Australia'.

Her appointment was timed with Tourism Australia's recent review of Aboriginal marketing activities and the debut of new consumer & trade marketing opportunities for businesses which offer Aboriginal experiences.

Discover Aboriginal Experiences is a batch of 39 export-ready businesses with 180+ experiences nationwide, each guided by Aboriginal people who share personal stories "to bring the landscape & their culture to life".

The activities include quad biking, kayaking, whale watching, fishing, mud crabbing and hiking, as well as accommodation.

"Australia's Aboriginal tourism experiences are a vital component of Australia's tourism offering and a point of differentiation from our main competitors," Ciobo said.

They particularly strike a chord with visitors from key markets such as the United Kingdom, United States, Germany, France, China, India & Indonesia, he said.

Ciobo said Mauboy - who recently appeared in a cameo role in Tourism Australia's Dundee campaign in the USA (**TD** 06 Feb) - "is also able to provide a unique perspective of Australia that will resonate with consumers in our key tourism markets".

AVANI Melbourne

MINOR Hotels has announced its second Australian property under the AVANI Hotels & Resorts portfolio will open in Melbourne in Aug this year.

The 55-storey AVANI Central Melbourne Residences will feature a whopping 456-rooms.



NRL ROUND 1 WINNER

Congratulations

RENEE RUSSELL

from **QBT**

Renee is the top point scorer for Round 1 of *Travel Daily's* NRL footy tipping competition. She's won a \$100 travel voucher courtesy of Expedia.



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

NSW LTF/18/02/2019 / ACT TP 18/02/2019

Necker reopening

SIR Richard Branson's Necker Island in the Caribbean will reopen to guests in Oct, Virgin Limited Edition has confirmed.

The private island retreat was wiped out by Hurricane Irma in Sep last year, forcing its closure.

When it relaunches, Necker will feature 11 bedrooms in the Great House and accommodate up to 22 guests, and will be priced from US\$57,500 per night.

Additional rooms will be available to book from Dec, taking capacity to 28 guests.



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VIEW
NOMINEES

My Travel Group unite



ELEMENTS of Byron was the location of the recent My Travel Group annual 'Stay Connected'

conference which saw a record turn out by participants.

MTG members from across the country converged in Byron Bay for the weekend, where they heard from reps from Anzcro, Intrepid Group, Qantas Holidays, APT, Cover-More, TravelCube, HR Central, Qantas and Air Tickets.

Conference topics covered 'Travel Tech' and 'The Future of Travel' and there were keynote addresses from Helloworld head of corporate, associate & affiliate networks David Padman & chief executive officer Andrew Burnes.

Pictured from left are Susan Haberle, APT; Jaculin Lowien, Travel by Wyndham and Lisa Myers from Wow Travel.

Viking Sun named

VIKING Cruises has officially named its fourth ocean ship, *Viking Sun*, during a ceremony on The Bund, in Shanghai.

The ship is currently sailing a 141-day World Cruise from Miami to London and became the first Viking ocean vessel to call into China and the first cruise ship to be named on The Bund.

The Limes on sale

CBRE Hotels has launched an expressions of interest campaign on behalf of receivers to sell the 21-room boutique Limes Hotel in Fortitude Valley, Brisbane.

The Limes Hotel was previously a member of Design Hotels.



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.



Adventure World - Exodus Self-Guided Adventures 2018/19

A total of 13 new cycling trips in the UK, Europe and Ireland appear in the latest brochure from Adventure World. New for 2018, cyclists are given access to the RidewithGPS app, allowing them to download route directions via their phone prior to travelling. Destinations in the program include Brittany, Lake Garda, Catalunya, Algarve, Gozo, Bavaria, Provence and the Moray Coast. Highlights include the seven-day Gastronomic Burgundy Walk and the eight-day Secrets of Sicily Walking.



Viking Cruises - River Cruise 2019

Viking Cruises has released its 2019 river cruise brochure covering Central Europe, France, Portugal, Russia, China, Southeast Asia, Ukraine and Egypt. Two new European itineraries feature, including the eight-day Rhone Explorer, a roundtrip from Lyon which follows old trade routes along the Rhone. Also new is the 10-day Holland and Belgium in Bloom which cruises from Amsterdam to Antwerp or vice versa. The program now includes seven new ships, extra space for more in-depth itineraries and a stronger focus on pre- and post-cruise extensions.



Qantas Holidays - Vietnam, Cambodia & Laos 2018/19

Qantas Holidays has released its 2018/19 Vietnam, Cambodia & Laos brochure which packs in a selection of accommodation and tours throughout the region. New to the brochure this year are a variety of short city stays and accom in the region's major cities. A range of new extended tours, foodie tours, cooking classes, local tours, a Vespa city tour and a cycling tour have also been included. Four additional hotels are featured in the Hanoi chapter including Melia Hanoi & Sofitel Legend Metropole Hanoi.



Mat McLachlan Battlefield Tours - 2018/19

The 2018/19 Mat McLachlan Battlefield Tours brochure features a range of group and independent tours in Europe, Asia, the Pacific and Australia. On offer this year is a special centenary tour walking in the footsteps of the Anzacs on the 100th anniversaries of the most important battles on the Western Front. Closer to home, there's also tours in Vietnam, Thailand, Singapore, the Pacific and regional NSW. All tours are led by expert War Historians.

Empire sparkling

THE Empire State Building has today begun sparkling its LED lights for five minutes every hour between sunset and 0200 ET.

The icon has used its lights to recognise key milestones, events, charitable organisations, countries and holidays since the tradition began in 1932.

"We are excited to unveil the new sparkle effect which will permanently enhance the New York skyline," said Anthony E. Malkin, chairman and ceo of Empire State Realty Trust.

QF to take EasyPay

QANTAS has revealed to agents it will soon permit payments by travel agents using IATA EasyPay through the Bill Settlement Plan.

IATA EasyPay provides a secure alternative to the traditional BSP Cash & BSP Card payments options, and operates as an electronic wallet whereby funds are secured at the time of ticket issuance.

Agents must open and fund their own IATA EasyPay e-wallet. QF is yet to announce the date it plans to introduce EasyPay.



SUPER XV ROUND 4 WINNER

Congratulations

MICK BLOUNT

from *Concierge Business Travel*

Mick is the top point scorer for Round 4 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 LFP5/18/2019 / ACT 17 1800256

Cruiseco celebrates in Queensland

MORE than 250 Cruiseco members and partner cruise lines gathered in Brisbane from Thur to Sat last week for the 17th annual Cruiseco Conference.

Cruiseco ceo Amanda McClelland, and the Cruiseco team held the annual awards Thu night at the stunning Brisbane City Hall.

Delegates arrived to outdoor pre-conference drinks at the Ponant Yacht Cruises Cocktail Party, with awards on the night including the Top 10 Sales awards, Brand Loyalty Awards and New Million Dollar Club Members.



CRUISECO ceo Amanda McClelland addresses the gathering.

LEIGHTON Schembri of Goldman Travel with Pru Gallagher from TravelManagers and Brigita Devries, Star and Dream Cruises - for once not dressed as a mermaid!



TRAVELMANAGERS with Kevin Dale, Peter McCormack and Phil Hoffmann.



LET'S hope these party animals stayed somewhere a bit nicer than the YMCA...



JO MCLAREN, Leonie Spencer and Lindy Herron.



SIMON Van Wyk, Cruiseco co-founder Kevin Dale, Amber Wilson of Silversea Cruises, Phil Hoffmann of Phil Hoffmann Travel and Cruiseco co-founder, and Cruiseco ceo Amanda McClelland.



PETER McCormack, Royal Caribbean; Amanda McClelland, Cruiseco; and Holger Homann, Cairns Business & Leisure Travel.



CRUISECO members and cruise line partners.



THE Cruiseco team in all their glammed up glory.

CRUISECO ceo Amanda McClelland with Michael Middleton, Bicton Travel.



AccorHotels NRL partnership



ACCORHOTELS has confirmed it has extended its agreement with the National Rugby League (NRL) to continue as the official accommodation partner.

Under the new four-year deal AccorHotels will support NRL Clubs and Holden State of Origin teams with their accom requirements across Australia & NZ.

The company will also continue to play a role in the NRL's Indigenous "School To Work" program by offering high school students the opportunity to work across the Group's various hotels.

AccorHotels and the NRL have been working together since 2014 and the extension of the tieup will run through to 2021.

Pictured are: Simon McGrath, coo AccorHotels Pacific and Andrew Abdo, cco NRL.

Free flights to Xmas

OWNERS of a new eco-lodge on Christmas Island called Swell Lodge (**TD** 20 Jun) are putting the call out for volunteer tradesmen to be part of the project.

A minimum of two weeks of free food and accommodation is being provided by the owners and Australian entrepreneur Dick Smith has pledged three return flights from anywhere on the Australian mainland for workers.

Swell Lodge will be the first ecologically sustainable accom to be approved in an Australian Federal National Park and will offer eight glass-fronted, solar-powered, luxury eco-chalets.

First guests are expected by Jun.

Cuba arrivals soar

CUBA has recorded its first one million international visitor arrivals for 2018.

Janet Ayala, comms director of the Cuban Ministry of Tourism said on Facebook that the figure was achieved "despite the heavy damage caused by Hurricane Irma and in the midst of increased campaigns organised and led by the United States government to hinder the flow of American visitors to Cuba".

Cuba is targeting more than five million tourists in 2018, after welcoming 4.7 million in 2017.

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

Q8. Which Joint Venture airlines operate between Singapore and Dusseldorf?

Image: Singapore Airlines new A380 Economy Class

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TripAdvisor 100k

TRIPADVISOR now lists over 100,000 bookable experiences, having multiplied its inventory tenfold since 2013.

In 2017, inventory grew by 48% and TripAdvisor-sourced bookings more than doubled.

"We're incredibly excited to reach this milestone and offer 100,000 experiences globally," said TripAdvisor president Dermot Halpin.

"Over the last two decades, we've helped thousands of suppliers digitise their businesses and reach millions of travellers."

AA adds PHL/MEX

RESERVATIONS are open for American Airlines' new daily Philadelphia-Mexico City nonstop service, scheduled to begin operating on 05 Jul, subject to government approval.

TK eyes 50 aircraft

TURKISH Airlines is planning to buy at least 50 wide-body aircraft, *Arab News* is reporting.

The company has agreed to buy 25 Boeing 787-9 aircraft and 25 Airbus A350-900 jets, with the option for five more of each type from manufacturers.

Six would be delivered in 2019, 14 in 2020, 10 in 2021, 12 in 2022, 11 in 2023 and 7 in 2024.

The move comes as the govt plans to open a new airport by Istanbul's Black Sea coast in Oct.

Debussy handover

CRYSTAL River Cruises has taken delivery of its newest ship, *Crystal Debussy*, at an official handover ceremony in Germany.

The 106-guest *Crystal Debussy* will cruise along the Rhine River, beginning on 09 Apr with a roundtrip from Amsterdam.

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One&Only

REETHI RAH

Maldives



ESCAPE TO THE MALDIVES

Set on one of the largest private islands in North Malé Atoll, One&Only Reethi Rah offers an exclusive oasis of serene privacy and beauty. Discover superb private villas, unrivalled levels of style, endless activities and truly unique experiences.

Escape to the Maldives and stay for three consecutive nights in a luxurious villa and enjoy your fourth night with our compliments. Stays include daily half board in Reethi restaurant and roundtrip boat transfers to and from the airport.

TO MAKE A RESERVATION, EMAIL RESERVATIONS@ONEANDONLYREETHIRAH.COM OR CONTACT YOUR PREFERRED TRAVEL PROFESSIONAL.

Offer is applicable for new bookings only with a minimum four-night consecutive stay required for travel until 16 December 2018. Reservations are subject to availability, seasonality and blackout dates apply. Inclusions are set, cannot be substituted, offer is not combinable with any other promotion, discount or program and cannot be applied retrospectively. Other terms and conditions may apply.

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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.

ARE YOU A DYNAMIC LEADER?

DIRECTOR OF SALES & MARKETING
SUNSHINE COAST – UP TO \$110K + SUPER

This international hotel chain is now looking for an innovative Director of Sales to join their team. You will be responsible for leading the sales & marketing team, developing strong relationships with key decision makers, design & implement strategies across all markets & forecasting & budgeting. Current experience as DOS within hotels essential along with proven results in sales & marketing. Great package + benefits on offer.

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.

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