

WIN A DOUBLE PASS

TO A MUSICAL IN YOUR STATE

To celebrate the launch of our 2018-2019 Europe Cruising Guide, Norwegian Cruise Line is giving away 5 double passes to an award-winning musical in your state.

To enter, simply:

1. Register and attend our Europe webinar on 8 May 2018 at 11:30am AEST
2. Answer in 25 words or less our BDM's question for your chance to win.
Submit your winning answer to events.anz@ncl.com by 18 May.

PERTH	MELBOURNE	SYDNEY BRISBANE ADELAIDE	AUCKLAND
LEGALLY BLONDE	THE WIZARD OF OZ	PRISCILLA QUEEN	CHICAGO
The Musical	The Musical	OF THE DESERT The Musical	The Musical

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When it comes to entertainment while sailing Europe look no further than Norwegian. Find out more about our award-winning entertainment options including the glitzy and glamorous Priscilla Queen of the Desert The Musical during our webinar.



Feel free to enjoy

NORWEGIAN Cruise Line is giving travel consultants the opportunity to take in a fabulous musical simply by attending an upcoming Europe webinar.

Musicals on offer include *Legally Blonde* in Perth, *The Wizard of Oz* in Melbourne, *Priscilla Queen of the Desert* in Sydney/Brisbane/Adelaide and *Chicago* in Auckland.

Participants must answer a special question in 25 words or less, with entries to be submitted by 18 May so the winners can be selected to attend the musicals.

Register for the webinar via the **cover page** of today's *Travel Daily*.

Today's issue of TD

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

- One&Only Cape Town
- AA Appointments jobs
- Malaysia Airlines
- Fiji Airways

EK boosts published fares

EMIRATES overnight announced a review of tariffs on year-round published fares from Australia, with fares to rise on key routes as well as the imposition of a new date-based Q surcharge.

The carrier cited increasing oil prices and the impact that this has had on aviation fuel, with the changes including a \$60 return (\$30 one way) uplift in Business class fares, and \$20 return (\$10 one way) for Economy class.

The carrier's alliance with Qantas looks to have complicated the imposition of the increase, with fares to Asia, New Zealand and Sydney/Melbourne to London to remain unchanged at this point in time, EK said.

A new Q surcharge of \$20 in each direction according to travel dates will apply to all First, Business and Economy class fares - including published ticket prices and tactical fares.

This additional levy applies

outbound 19 Jun-02 Jul 2018, 09 Aug-03 Sep 2018, and 14 Dec 2018 through to 10 Jan 2019.

A \$20 Q surcharge inbound also applies 29 Jun-09 Sep 2018 and 14 Dec 2018 until 10 Jan 2019.

Again there are some exceptions - notably on key codeshare routes with Qantas - including fares from Sydney/Melbourne to London for travel outbound 23 Jun-08 Jul, 25 Aug-03 Sep and 14 Dec-07 Jan.

The Q surcharge also does not apply to Asia and NZ destinations.

The changes become effective for sales & ticketing from 08 May.

DL/KE boost c'share

DELTA Air Lines and Korean Air have expanded their codeshare partnership, with the DL code placed on KE services between Seoul and Seattle.

KE is in turn codesharing on more than 20 DL routes out of Seattle across the USA.

Virtuoso appoints

VIRTUOSO has announced the appointment of Michele Saunderson as business development manager for Vic, SA, Tas and Qld.

Saunderson is a former Virtuoso agent herself, having recently sold Peninsula Travel on Vic's Mornington Peninsula.

She said her 15 years of experience as an agency owner would allow her to understand the unique challenges of running a travel business "and I look forward to helping Virtuoso's agencies drive more sales and get the most from their membership".

Her appointment continues the expansion of the Virtuoso team including the recent promotion of Evan Pierce and Cristina Magni to regional director roles for Asia and Australia/NZ respectively (**TD** 03 Apr), along with the addition of Adrian Clarke as the organisation's new head of marketing in the region.

More appointments on **page 7**.

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Xiamen Paris plan

XIAMEN Airlines has sought approval from the China Civil Aviation Administration to begin a new "shuttle bus" operation between Fuzhou and Paris.

The airline intends to fly between the two cities five times weekly from Dec using 787s.

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EUROPE RIVER CRUISING 2019

OUT NOW!

NEW

Russian River Cruising seamlessly linking with Eastern European River Cruising

NTIA finalists revealed

AFTA has released its full list of finalists for this year's National Travel Industry Awards, naming those in the running to win at the industry's big night on 21 Jul.

The list details candidates in 38 categories, including those judged by an independent panel and others determined by an industry vote.

The judged contenders will now face an NTIA panel at Qantas

Spirit into dry dock

CARNIVAL Spirit will leave Sydney today on a 19-day cruise to Singapore ahead of a scheduled dry dock later in May.

The Carnival Cruise Line vessel will be upgraded with a new range of family friendly entertainment, including spaces for children and teenagers.

On Jun 06, *Spirit* begins a 19-day return cruise via Phuket, Bali, Darwin and Airlie Beach.

Headquarters in Mascot, Sydney, between 29 May and 06 Jun.

Each will be required to give presentations and are encouraged to register for an NTIA Judging Webinar to take place at noon on Wed 16 May.

The webinar will outline what is expected of finalists and how to best prepare for judging - to register **CLICK HERE**.

Ticket request forms to attend the awards night and gala dinner will be available on the AFTA website from tomorrow.

To access the full list of finalists **CLICK HERE**.

SQ flies MEL-WLG

SINGAPORE Airlines will tomorrow introduce its new Melbourne-Wellington services (**TD** yesterday).

SQ247/8 operates Tue, Fri, Sat & Sun on B777-200s, and also provides a fifth SIN-MEL service.

Tiger action halted

TIGERAIR Australia says industrial action planned by pilots this weekend will no longer go ahead (**TD** Tue).

Customers are advised to check in for their flights as scheduled.

Discussions over pilot pay and conditions continue.

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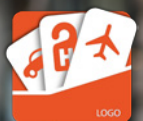
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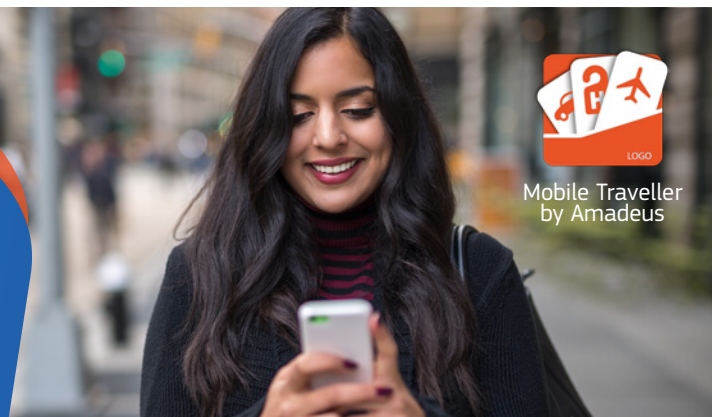
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Widespread AA/QF love

AMERICAN Airlines' proposed joint business agreement (JBA) with Qantas on services between the USA and Australia & New Zealand is continuing to garner widespread support.

The latest round of submissions in favour of the pact have come from multiple senators & mayors across the US, convention centres & visitor bureaus, hotel groups, businesses, corporations and even a hockey team from Chicago

and a space port in Texas.

AA/QF are seeking antitrust immunity from the US Dept of Transportation for a planned joint business agreement, and already warned that should their tie-up be rejected it could see Qantas wind back or even withdraw on some routes, including its Sydney-Dallas/Ft Worth city pairing.

This month alone, companies who have written to the DOT include the World Trade Center Los Angeles, New Orleans Convention & Visitors Bureau, Hawaiian Hotels & Resorts, Canon USA, Sister Cities of Los Angeles, Midland Int'l Air & Space Port, the Chicago Blackhawks Hockey Team and Lear Corporation.

Overnight, submissions of support for AA/QF's JBA were filed by mayors in Glendale, AZ; Shreveport, LA; Kilgore and Tyler in TX; along with senators from Arizona and judge from Texas.

Also in the mix and flagging support for the American/Qantas JBA was the US-Japan Council.

Last straw for Accor

ACCORHOTELS properties in the UK & Ireland will do away with plastic straws in restaurants, cafes and bars effective 01 Jun.

"The commitment will initially take effect across the 125 hotels it manages in the UK," Accor said, while 113 franchise properties will also be encouraged to adopt the straw phase out.

A number of hotels within the network have already embraced the plastic straw-free move, incl The Savoy Hotel which is now serving a cocktail at its American Bar called 'The Last Straw'.

Tauck's New Small Ship Cultural Journeys for 2019

VIEW WEBINAR >

TAUCK

Nordic hotels going cashless for summer

TRAVELLERS staying at Nordic Choice hotels in Norway & Sweden will only be able to use digital payment systems to finalise bills over the northern summer as the group moves to a 'cash free' environment.

According to Bryce Crampton, marketing manager of European tour operator Beyond Travel, a number of other Scandic hotels & various other suppliers in the region are also converting to the cashless system.

Crampton said appropriate means of payment include credit cards, debit cards or pre-loaded Visa and MasterCard options.

Festive trips peak

TRAFALGAR is urging agents to get in early to book their clients' preferred Christmas and New Year guided holiday departure dates ahead of an expected rush.

Managing director for Australia Matthew Cameron-Smith said that based on trends this time last year, Trafalgar has forecast a sales peak for its European festive trips in coming weeks.



Window Seat

WE'VE all felt cramped on board a plane at some stage in our lives, however very few of us have ever felt compelled to open the emergency exit door to get some relief.

But that's exactly what one Chinese passenger did recently when he became impatient and agitated on board a Lucky Air flight at Nanjiao Airport.

25-year-old Chen said he was "too stuffy and too hot" when he impulsively grabbed the emergency latch, leading to the door falling off and activation of the evacuation slide.

"When the door fell out, I panicked," he told a brigade of waiting police, who were clearly not too impressed with his excuse and detained him for 15 days of questioning.



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Only successful applicants will be contacted.

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Velocity 40% transfer bonus

VIRGIN Australia's Velocity loyalty scheme is making a concerted push this month for members to boost their points balance, with a bonus of up to 40% of the points transferred.

The promotional blurb notes "it could be the difference between Melbourne and Montreal" in terms of flight redemption.

A sliding scale applies, with a 15% bonus on transfers up to 100,000 Velocity points, 20% for 100,001 to 250,000 points, 25% for 250,001 to 500,000 points, 30% for 500,001 to 750,000 points and 40% for transfers equivalent to 750,001 Velocity points or more.

VA says it's the best offer ever in terms of points incentives, with a range of partners participating in the up to 40% program including American Express, NAB, Citibank and Diners Club.

There's a separate bonus of up to 20% available from

other partners such as flybuys, ANZ, and a number of loyalty programs from hoteliers such as IHG, Hilton, AccorHotels, SPG Starwood, Choice Hotels & more. Points must be transferred by 31 May to participate, and Virgin has confirmed that the transfer offer is open to all existing and new Velocity members without any registration requirement.

Southwest eyes Hawaiian islands

US BUDGET carrier Southwest Airlines has confirmed its intent to begin services to Hawaii.

The airline is awaiting approval from regulators, but has flagged flights from the US mainland to Honolulu, Kahului, Kona & Lihue.

"While we do not yet have details to share of the exact dates or routes, they do represent our initial footprints," the carrier said, with flights to go on sale this year.

Brand USA success

INTERNATIONAL visitor arrivals to the US rose by an incremental 5.4 million travellers since fiscal year 2013 - when Brand USA was established - a study conducted by Oxford Economics has found.

Those travellers spent US\$17.7b, generating a total economic impact for the US of US\$38.4b, the study identified. During 2017 Fiscal Year ended 30 Sep, Brand USA's marketing efforts generated 1.16m incremental int'l visitors and each dollar spent generated US\$27.70 of visitor spend.

In the Asia Pacific region, Brand USA invested US\$27 million which delivered an estimated return of \$1.2 billion.

The organisation invested US\$5.3m in Australia alone in FY17 which led to more than 33,000 incremental visitors & spend of US\$203m - a return on investment of 38.4 times.

Manor, Irish merger

MANOR House Hotels & Irish Country Hotels have merged as a single entity and rebranded as Original Irish Hotels following customer feedback.

The collection includes a bunch of unique historic castles, manor houses and urban hotels, sold as luxury escapes, romantic getaways and indulgent retreats.

"Over the last number of years, many of our hotels have invested heavily in their properties and we felt it was time to make it easier for you to visit these great properties," the hotelier said.

See originalirishhotels.com.

Jetstar extends sale

JETSTAR continues to celebrate its 14th anniversary by releasing a new sale on domestic and int'l airfares running until 07 May.

One-way fares start at \$35 on the Avalon-Sydney route.

DISCOVER *Los Angeles*
L.A. INSIDER

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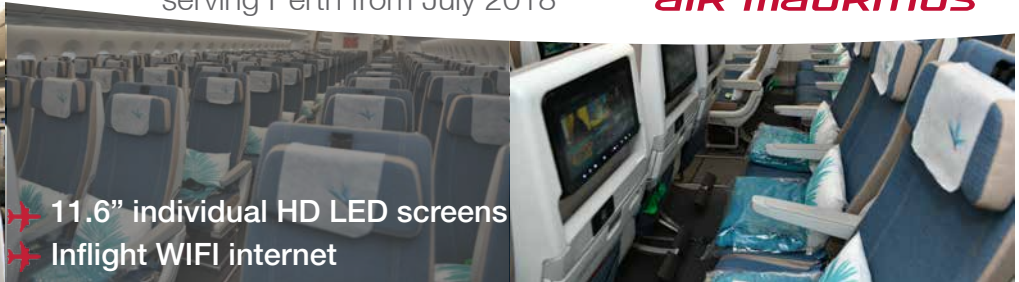
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DXB visitor fastpass

TRAVELLERS at Dubai International Airport will soon be able to clear passport control in as little as 10 seconds thanks to a new pre-clearance system, local media report.

The next generation border system will be installed in arrival and departure points, and involves collecting data on pax as soon as tickets are purchased.

The system is now running in Terminal 3 and due for rollout in Terminal 1 & 2 later this year.

MEANWHILE, figures released yesterday show 7.85 million passengers travelled through DXB during Mar, a 4.5% increase over the same period last year, taking the Q1 total to 22.7 million.

Scoot joins Highflyer

CORPORATE members of Singapore Airlines' HighFlyer program can now earn points when travelling on itineraries connecting with Scoot services.

The change applies to corporates flying with Singapore Airlines or SilkAir itineraries that have a Scoot-operate segment, ticketed and booked through SQ's corporate booking platform or via an agent.

Five points are paid for every S\$1 spent, applicable for tickets issued from 02 May.

Later this year HighFlyer members will also have the option to redeem HighFlyer points for travel on Scoot-operated flights.



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Regional Sales Director, Australia & New Zealand

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Merci from Monsieur Macron

AS FRENCH

President Emmanuel Macron charms his way through Australia this week, the team at Atout France have been playing a role behind the scenes.

The tourism body has launched the third phase of its campaign to promote locations in Northern France and the Somme, including the battle sites of

the Western Front and the newly opened Sir John Monash Centre near Villers-Bretonneux which commemorates the Australian men and women who served in World War I.

Macron was born nearby in the city of Amiens and yesterday lent his support to Atout France.

He is **pictured** at the decoration



of three Australian soldiers as Knights of the Legion of Honour, along with the French Minister for Foreign Affairs in charge of Tourism, Jean-Yves Le Drian (r), & Atout France director for Australia Patrick Benhamou (l).

DI boosts LGW/JFK

NORWEGIAN Air has opened reservations of a third daily service between London Gatwick and New York's JFK, scheduled to commence on 28 Oct.

According to travel agent GDS displays, the new flight operates as DI7017/DI7018 using Boeing 787-9 Dreamliner aircraft.

Cornerstone status

CORNERSTONE People Solutions has been granted status as a registered training organisation (RTO), allowing it to provide a new range of training options to support travel and tourism businesses.

Directors and founding partners Rachel Seymour and Cassi Tormey announced the RTO approval at a recent event to mark the company's 13th birthday.



**BUSINESS
REWARDS**



THE industry's largest commercial aircraft has officially landed in Perth, with the much-anticipated arrival of Qatar Airways flagship A380 (pictured).

The aircraft will take passengers on direct flights to Doha and create an additional 300 seats to the city daily.

Perth Airport ceo Kevin Brown said the addition of the aircraft would open up a new range of tourist opportunities.

"The larger aircraft will add almost 109,000 additional seats annually, providing an extraordinary opportunity to bring more international tourists to our capital city and our State."

MEANWHILE, Cardiff Airport has welcomed its inaugural Qatar Airways flight from Doha with a water cannon salute and an address by the Mayor of the Vale of Glamorgan, Janice Charles.

The Airbus A350-900 delivered a range of VIP guests from Doha to the Welsh capital city, and marked the opening of the new Cardiff to Doha route.

Secretary of State for Wales, Alun Cairns commented that the new route was excellent for trade to the region, stating "Passengers disembarking from the first direct flight from Doha to Cardiff will get the unmistakable message that Wales is open for business."

NZ Mar visits jump

THE number of visitors to New Zealand jumped by 13% in Mar 2018 when compared to the same period the previous year.

Visitation was recorded at 388,327 for the month, an increase of 44,520 people, with the biggest jump coming from Hong Kong visitors who were up 80.6% on the Mar 2017 figures.

Australian travellers to NZ grew by 16.4% in Mar, a bump of 20,320 on the previous year.

The most common purpose for Mar visits was visiting family.

Holiday Inn Coburg

IHG has flagged plans to open a new 150-room Holiday Inn in Melbourne by 2020.

The property will be located in the suburb of Coburg and will feature a gym, large meeting facilities, bar, and all-day dining.

IHG currently has 47 hotels operating in Australasia.

No sign of MH370

AMERICAN technology company Ocean Infinity has failed to turn up missing Malaysia Airlines jet MH370 after scouring more than 80,000km² of the Indian Ocean's sea floor.

The company started its search back in Jan (**TD** 25 Jan) & remains hopeful of making the discovery.

"Whilst it's disappointing there has been no sign of MH370... there is still some search time remaining," said Ocean Infinity chief executive Oliver Plunkett.

Denver CityPASS

DENVER is the latest North American destination to offer CityPASS discounts to its most popular attractions.

Travellers to the Colorado city can save up to 31% on purchases and applies to attractions such as the Denver Art Museum, Downtown Aquarium-Denver, and Denver Zoo.



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Join us for a night of fun at one of our agent training nights, Viking Vör, and learn about Viking river and ocean cruises over a 2 course meal and drinks. We're giving away plenty of prizes on the night, including a Viking cruise.

Adelaide 9 May | Canberra 16 May | Gold Coast 21 May | Hobart 20 Jun

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Industry Appointments

WELCOME to Industry Appointments, *Travel Daily's* Thursday feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.

Destination NSW has appointed a new Business Development Manager for Germany and France. **Pascal Reiling** will be responsible for implementing trade marketing and business plans in both countries.

Experience Co has welcomed **Bob East** as non-Executive Director. He brings more than 20 years' experience in tourism to the role, and has been a member of Tourism Australia since 2017.

Saurabh Prakash has joined the team at **Radisson Hotel Group**, taking on the role of Vice President, Commercial - Asia Pacific. Prakash is an experienced hotel and revenue manager strategist.

Wyndham Vacations Resorts Asia Pacific has appointed **Nigel Warwick** as General Manager at Wyndham Sydney Suites. He has worked in a number of roles, including marketing, sales & operations.

Matt Wong has accepted a role as General Manager at Queenstown's indoor skydiving operation, **iFLY**. Wong most recently held the General Manager position for Glacier Southern Lakes Helicopters.

AccorHotels has appointed **Jacqui McMillan** to the position of General Manager at its flagship Novotel London Canary Wharf. McMillan takes over from Philip Logan, who managed the hotel's pre-launch.

Ryan Walker and **Kathryn Barrett** have joined the **Dream Hotel Group's** executive ranks, taking the roles of Vice President E-Commerce & Digital, and Vice President Revenue Management respectively.

Abu Dhabi stays up

THE number of visitors staying in hotels and hotel apartments in Abu Dhabi in Mar has increased by 12.3% when compared to the same month last year, according to data released by Dept of Culture & Tourism - Abu Dhabi.

The USA and Germany both registered double digit growth.

Year-on-year figures also increased, showing a rise of 10.9% for the city.

MRBTA acquisition

EUROPEAN-DESIGNED high rope park Forest Adventures is set to join the Margaret River Busselton Tourism Association's portfolio of attractions following a bid to purchase the business.

The park will be the first of its kind locally, offering zip lines, adventure courses & high ropes.

Visitors can choose from challenges including a 500m flying fox and a BMX on a wire.

Ignite shaka for Lei Day!



Melb rented home market tops Sydney

FIGURES for Mar released by Airbnb and Roy Morgan Research show Australians are increasingly seeking rented accommodation when travelling, with Melbourne topping the list as the most popular city for Airbnb clients.

The figures show a total of 11.6% of visitors to the city stayed either in rented houses or serviced apartments, compared to just 8.5% of Sydney travellers.

Brisbane also had a strong preference for rented accommodation, with 11.4% of travellers choosing to stay in rented or serviced apartments.

Perth saw just 4.2% choose rented accommodation, less than half the levels of 10 years ago during the mining boom.

Aus Rabat embassy

THE Department of Foreign Affairs and Trade has announced the Australian embassy in Rabat is now open and is offering passport and consular assistance to Australians visiting Morocco.

The service is open Mon to Fri, 9am-5pm.

For more information regarding the opening, visit **HERE**.

THE folks at Ignite Travel Group on the Gold Coast marked Hawaii's Lei Day on 01 May, donning their best Hawaiian-themed threads for a Hawaiian pizza party.

Ignite has been selling Hawaiian holiday deals for nearly 10 years, sending hundreds of Aussies to the Aloha State each week.

The team is **pictured** above giving the shaka sign and includes Ignite's product director Rod Carrington (on the right kneeling); marketing director Jake Falkinder; gm of Holiday Exclusives Jason Fountain & general manager of My Holiday Centre, Shaun Keddie.

D7 welcomes report

THE Australian Transport Safety Bureau has released its report into the engine failure involving an AirAsia X Airbus A330 in Jul 2017, stating the incident was found to be the result of a birdstrike by a masked lapwing.

The report also commented that good comms, strong emergency procedures and regular proficiency tests enabled the appropriate flight crew response.

AirAsia has welcomed the report, stating it was an unprecedented incident and that safety "has always been our number one priority."



afta
NATIONAL TRAVEL
INDUSTRY AWARDS

CONGRATULATIONS TO THE 2018 NTIA FINALISTS

CLICK HERE
TO VIEW
FINALISTS

2018 NTIA // ICC SYDNEY // SATURDAY 21ST JULY 2018

35 new Preferreds

PREFERRED Hotels & Resorts has announced the addition of 35 new member hotels and resorts across 17 countries between 01 Jan and 31 Mar 2018.

The swathe of new independent hotel members for Q1 2018 saw 12 join from the Americas, five from Asia, 12 from Europe, and six from the Middle East.

Preferred Hotels & Resorts is the world's largest independent hotel brand, representing more than 700 hotels and residences across 85 countries.

DC mates rates

DESTINATION DC is inviting members of the travel trade to take part in its annual Vacation Incentive Program (VIP) and take advantage of a range of travel discounts in Washington DC.

Benefits include discounts and deals at selected restaurants and attractions, as well as many free experiences at the National Mall.

The incentive program is available for travel between 01 Jul and 03 Sep this year.

For further info and to register for VIP, **CLICK HERE**.

Toy Story Land creates buzz



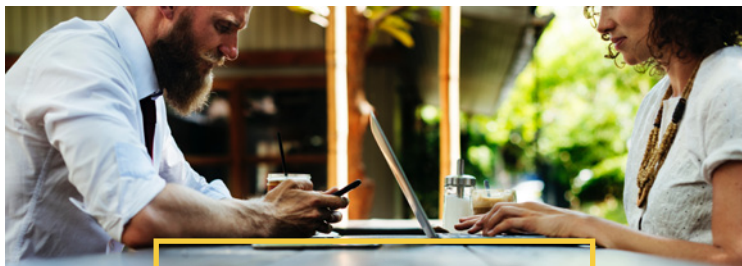
MORE details on four attractions opening at Walt Disney World's upcoming Toy Story Land within Disney's Hollywood Studios (**TD** 19 Feb) have been revealed.

The Orlando theme park has previewed some "toy-riffic" new photos of its Alien Swirling Saucers ride which will see guests whirl among toy planets while a giant claw tries to grab them.

More teasers have divulged

Sarge and the Green Army Man Drum Corps (**pictured**) will be scheduled to march several times a day through Toy Story Land.

For kids wanting to take a piece of the Toy Story experience with them, new merchandise has been created such as headbands with prints of Slinky Dog on them, as well as t-shirts emblazoned with an "I Played There" slogan, so guests can gloat about being the first guests to the new world.



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Travel Daily



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If you have what we want please send your CV and cover letter, by 11 May 2018, to Christian Schweitzer at jobs@traveldaily.com.au

THE WHO'S WHO OF SUPPLIERS ARE IN THE 2018 AFTA TRAVEL PAGES SUPPLIER DIRECTORY.

[VIEW HERE](#)

Travel Daily

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****NEW** COMBINE YOUR SKILLS**
PRODUCT/TRAINING MANAGER
MELBOURNE – GREAT PKG ON OFFER

This is a newly created role based in Melbourne that will see you product training a team of res consultants overseas. Concentrating on Asia, Canada/Alaska, Africa and Europe, Cruise knowledge also highly sought after. Ideally you will be a product manager who has worked across multiple destinations with a passion for training, Please note you will need to travel overseas for a 2-4 week period initially and then as the role requires.

LAST CHANCE TO APPLY
MARKETING MANAGER

MELBOURNE – UP TO \$120K PLUS SUPER

This company has a rare opportunity to join their marketing team. You will be responsible for all marketing strategy & implementation, running end to end campaigns, measurement of results & working closely with key stakeholders on strategy & branding to deliver product to market. Proven track record in running successful campaigns across all channels including digital required. Top salary on offer. Call for more information.

****NEW** PRODUCT SPECIALIST**
PRODUCT MANAGER
BRISBANE – UP TO \$94K PKG

Are you experienced in developing relationships & have strong negotiation skills? We are looking for experienced Product Managers to be responsible for the delivery of the product plan along with the negotiation of rates, contract management & ensuring all targets are achieved. Educate agents & build relationships with internal/external stakeholders. Strong analytical, negotiation & time management skills required.

****NEW** GLOBAL ROLE**
OPERATIONS MANAGER -MICE
SYDNEY- PACKAGE OVER \$100K

Amazing role on offer to an experienced Meetings and Events manager looking for their next step. You will be leading a two teams totaling 9 people and growing. People Management is the key for this role, we are looking for a strong people leader who is ready to take these teams forward. MICE experience is also essential, great salary, benefits and a flexible work environment ie work from home is on offer.

****NEW** UNIQUE HR ROLE**
HUMAN RESOURCES ADVISOR
TASMANIA - \$70K + Accom.

We are looking for a HR professional to work in this beautiful Cradle Mountain location. Duties will include providing advice & support to dept. heads & staff, drive initiatives, performance management, manage workers comp amongst other HR tasks. Salary plus accommodation on offer. HR experience required, hospitality background preferred, along with strong communication & organizational skills. If you have a can do attitude we want to hear from you!

LEAD THE TEAM

RESERVATIONS SALES MANAGER
MELBOURNE – \$100K PLUS

Turn the key and open the door to success when you join this travel company. Managing a team of reservations and support consultants you'll know the secrets of driving and motivating staff members to reach their full potential and sales targets. Stepping into this rare management opportunity your previous leadership experience, wholesale travel knowledge & experience in setting targets will set you apart from the pack. Top \$\$ & bonuses on offer.

GLOBAL ROLE
CORPORATE ACCOUNT MANAGER
SYDNEY- STRONG SALARY PACKAGE

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.

LEAD AND DELIVER
GENERAL MANAGERS

MELBOURNE/PERTH – \$100K-\$120K + SUPER + BONUS
We are looking for experienced General Managers or Hotel Managers for a number of properties in Melbourne & Perth. You will be responsible for overseeing all aspects of the property, lead a capable management team, and focus on customer service, budgeting & forecasting & delivering results. Previous experience in a similar role. Great salary plus super plus bonus. Good career progression plus a great team environment. Apply today!

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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 entitle to work in Australia

Applications close on Sunday 6th May 2018

If you think you have what it takes and want to be part of our world visit our Careers Page and apply online at 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.