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Cover-More offer

COVER-MORE is offering agents the chance to take part in a luxury safari in South Africa, to mark the launch of two new agent-exclusive products featuring cancel-for-any-reason cover - the Comprehensive Care policy and the Essentials Care policy.

Eight successful travel agents from Helloworld Travel, MTA, Magellan, Travellers Choice and independent partners who are the most improved or show the highest number of new policy sales from now to 06 Jun will go on safari in Sep.

Today's issue of TD

Travel Daily today has seven pages of news plus full pages from:

- AA Appointments jobs

PROFESSIONALS
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WHY LET YOUR
CLIENTS HAVE ALL
THE BENEFITS?



NEW
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Annual travel
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Before you buy, please read the Product Disclosure Statement.

Holiday arrivals slowing

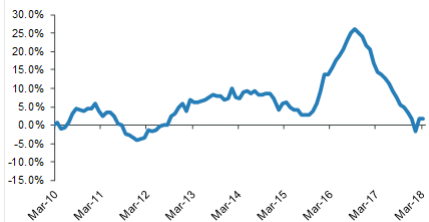
A DETAILED analysis of "Holiday"-specific inbound travel data for Australia during Mar has confirmed

an ongoing slowdown, according to John O'Shea, senior research analyst from Ord Minnett.

He said the annual holiday growth rate now sat at 1.7%, and "is consistent with a material slowing over recent times".

Chinese arrivals were relatively weak in Mar but that followed a bumper Feb due to the timing of Chinese New Year, and were tracking up 11.9% year on year.

There's also been strong growth in holiday arrivals from Hong Kong, up 30.7% along with increases for Taiwan (+6.6%), South Korea (+5.7%) and India, which increased by 2.3%



compared to Mar 2017.

In non-Asian markets, Inbound Holiday visitation from the US was up 4.3%,

but holidaymakers from the UK declined 10% year-on-year.

There were also decreases from France and Germany, while holiday arrivals from New Zealand continue to languish, with a year-on-year drop of 7.7%.

Princess to Antarctic

PRINCESS Cruises has confirmed it will offer cruises to Antarctica from Dec 2019, with three itineraries to be operated by *Coral Princess* as part of the line's South American season.

On sale now, the sailings involve coastal cruising along the Antarctic Peninsula and include a 16-day option from Buenos Aires, Argentina, to Santiago, Chile, as well as a 34-day option from Fort Lauderdale in Florida to Santiago.

"I'm delighted to announce that Princess is returning to Antarctica," said senior vice president Princess Cruises Asia Pacific, Stuart Allison.

"There are few places that conjure up the mystique and awe that is synonymous with the world's most isolated continent."

The 16-night Antarctica & Cape Horn cruise departing Santiago 05 Jan, 2020, is priced from A\$4,219ppts.

The 2019/20 Sth America program is on sale now and features 31 destinations.

Jetstar Asia sale

JETSTAR is offering a Savour Asia sale from today until the end of Wed, offering destinations including Bangkok, Bali, Phuket and Ho Chi Minh City, with fares from \$209 one way (MEL-BKK).

SIA S\$893m profit

THE Singapore Airlines group has announced one of its best annual results of the past decade, revealing a full-year net profit of S\$893 million (A\$884 million), an increase of 148% on the previous financial year.

The increase was attributed mainly to a higher operating profit in 2017/18, which was up 69.7% from the previous year to reach S\$1.05 billion.

Passenger revenue was up 3.6% and cargo revenue was up 5.3%.

Despite the strong overall performance, the operating profit of regional subsidiary SilkAir was down 57% to S\$43 million.

The group last week announced plans to merge SilkAir into Singapore Airlines (**TD** Fri).

Low-cost offshoot Scoot lifted operating profit 15% to S\$77m.

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Hollywood rebrand

VISIT West Hollywood has changed its name to the West Hollywood Travel + Tourism Board.

Flight Centre franchisee switch

SUNSHINE Coast-based Playford Travel has officially become the first franchisee of Flight Centre's premium Travel Associates brand - 12 years after making history by being the first agency to join the Escape Travel franchise group.

The business, owned by Neil and Therese Playford, currently operates the Escape Travel outlets at Caloundra, Noosa Heads and Hervey Bay, with the pair signing a new agreement to rebrand the franchises as Travel Associates.

Steve Paterson, Flight Centre franchise manager, said "the Playfords have had a long and successful relationship with us, both as employees and as franchisees, and we are delighted that they have chosen to extend this relationship".

He said the Travel Associates network now included more than 100 stores across the country, with the new Playford Travel agreement following Flight Centre's decision to rebrand Escape Travel and Cruiseabout stores as either Flight Centre or Travel Associates (**TD** 22 Feb).



Neil and Therese Playford are **pictured** above with Steve Paterson from Flight Centre.

Real America refresh

THE state tourism departments of Idaho, Montana, North Dakota, South Dakota and Wyoming have revealed a new brand identity as The Great American West.

The collective was formerly known as The Real America.



TRAVEL TO RUSSIA

Fly with Air Astana** and support your team at the most anticipated football event in Russia. For your convenience book stopover in Almaty or Astana starting from just \$1.

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**Code-share partnership with Cathay Pacific

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Elite partnership

DESTINATION Elite, the upmarket consumer online hub founded by industry veteran Mark Greedy, has announced a strategic partnership with Singapore-based Heart Media.

Greedy, whose career has included senior roles with Singapore Airlines, Tour East, Jetset Travel and The Leading Hotels of the World, in 2013 established Destination Elite which now offers distribution of over 2,000 luxury hotels, resorts and cruises along with other high end travel & consumer products.

Heart Media group publishes nine consumer magazines in five Asian countries alongside events targeting affluent consumers.



Business Events Manager

Visit Sunshine Coast, the Regional Tourism Organisation responsible for promoting tourism across Queensland's Sunshine Coast, is looking to appoint a dynamic industry professional to manage Business Events Sunshine Coast.

We are seeking an experienced manager who has worked extensively in the business events and conventions sector and is seeking a new challenge in one of Australia's fastest growing regional markets. It is a full-time, fixed term contract for two years.

To learn more about this exciting opportunity with Visit Sunshine Coast: please click here or email Gillian Toner: gillian.toner@visitsunshinecoast.com



Today's issue of *TD* is coming to you from IPW in Denver, courtesy of Visit USA and American Airlines.

THE US Travel Association is this week hosting its annual IPW trade show in Denver, Colorado.

More than 6,000 delegates are expected to attend, including representatives of every region of the USA along with international and domestic buyers and media from more than 70 countries.

We've made our way aboard American Airlines' daily Boeing 787 service between Sydney and Los Angeles, which is conveniently equipped with high-speed internet access.

Check out our in-flight blog at traveldaily.com.au/blog.

ETG primed for growth

EXPRESS Travel Group (ETG) has surpassed a major milestone, having lifted its total transaction value (TTV) by almost a third over the past four years to break the \$1 billion barrier.

Speaking with *Travel Daily* at the Select Travel Group (STG) conference in Macao last week, ETG ceo Tom Manwaring said TTV had increased by 30% in four years, thanks to steady growth and an ability to shift to meet changing market conditions.

Collapses in yields on airfares to Asia highlighted the need for members of STG to diversify with Manwaring saying that "Select has gone from being 90% VFR to about 30%-35% of the business now going longer in Asia, taking holidays rather than just VFR and/or they're going through to Europe or North America".

Reduction in commission levels, increased competition and some

wholesalers selling direct were all cited as ongoing challenges in the business environment however Manwaring assured he was "comfortable where we are with the performance" despite "no massive nett revenue growth."

He said there was "strong double-digit gross revenue growth but the challenge was for that to realise down to the bottom line".

The Independent Travel Group (ITG) was delivering "strong volume sales because they're selling longer trips with more land added," and franchise brand italktravel was also earmarked for growth with Manwaring saying that "three to four shops will be added each year".

For agencies that are considering options, Manwaring quipped "welcome aboard, we've built the ark."

More from STG on **page six**.

Kamchatka: The Russian Far East

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Window Seat

OVERPACKERS of the world come forward. Etihad Airways knows your dirty secret and has posed a constructive solution.

The Middle Eastern carrier announced last week it was placing a giant suitcase in its terminal at Abu Dhabi International Airport, allowing overpackers to make amends in the name of charity.

The carrier says more than 75% of travellers admit to overpacking, so for the holy month of Ramadan it will encourage its passengers to donate a few excess items to the needy.

Signs placed around the terminal ask questions like "Do you really need all three pairs of those shoes?"

The giant suitcase is located in the check-in area of Terminal 3.

TOURISM DEVELOPMENT OFFICER

Liverpool City Council are looking for a Tourism Development Officer to join their team to assist in the planning and delivery of economic initiatives and projects that will enhance Liverpool as a premium City.

As the Tourism Development Officer you will work with stakeholders to effectively contribute to the growth of Liverpool's visitor economy through the delivery of a Destination Management Plan and implementation of all associated activities.

1 x Permanent Full Time - 35 hours, 5 days per week

Salary: \$71,605.96 to \$78,461.82 pa + super

Location: 33 Moore Street, Liverpool

Closing Date: Sunday, 27 May 2018

Your key responsibilities will include:

- Arranging and coordinating activities related to tourism events and forums, as organised by Council.
- Implementing all associated actions, activities and projects outlined in the Destination Management Plan
- Undertaking research, and keep updated, on new tourism industry initiatives

What we offer:

- Flexible Work Arrangements: we offer different types of leave and competitive salaries;
- Equal Employment Opportunities (EEO)
- Health and Well Being program: we offer a range of tools, resources and services to motivate and assist managing physical health and well being

To be considered for this position you will need a minimum 4 years' experience in tourism, economic development, marketing or business-related discipline.

Salary will be dependent upon the relevant skills, experience and competencies of the successful applicant.

To view the position descriptions please visit www.liverpool.nsw.gov.au

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#IPW2018 off with a bang



ABOUT 50 Australian buyers and media delegates are in Denver this week for the US Travel Association's annual IPW trade show, with the Australian delegation hosting a launch party which attracted 150 suppliers.

The strong turnout reflected the ongoing importance of the Australian market, which remains the 10th largest inbound source of visitors for the USA.

Australians stay longer, spend more and visit more US states on their visits, and the market continues to develop through the ongoing efforts of the Visit USA committee which has already this year updated hundreds of agents at events in Sydney, Melbourne, Brisbane, Perth, Wollongong, Canberra and Newcastle.

The Visit USA secretariat organised the welcome function which included presentations from sponsors such as Visit Lake



Charles and Choose Chicago, along with Anaheim which will host IPW in 2019.

Pictured above are: Visit USA Organisation Australia committee members Caroline Davidson from Davidson Communications; president Lucy Rowe from Kent Marketing; and David Clark from The Walt Disney Company - more pics at facebook.com/traveldaily.

MEANWHILE earlier in the evening host state Colorado showcased its culinary offerings in a fabulous 'Taste of Colorado' event at the Denver Milk Market.

Inset is Colorado's Australian rep Kylee Kay of APTMS with Liz Birdsall of Colorado Tourism.

CAPA
2018 Melbourne Aviation & Corporate Travel Summit

Want to hear Andrew Burnes share his vision for the future of the travel industry?

LEARN MORE

Fireside chat with Helloworld CEO & MD | 24 May, Melbourne



Famil in Focus

FAMIL in Focus is our occasional feature, showcasing some of the photos from recent industry famils. If you would like your famil featured, email advertising@traveldaily.com.au.



Dresden shines for Germany TravelMart

ABOUT one thousand buyers and tour operators from around the world, including an Australian contingent, have attended the 44th Germany Travel Mart in Dresden, the city capital of Saxony.

The Culture Palace (Kulturpalast) in the heart of Old Town (Altstadt) hosted the welcome gala with attendees from 51 countries.

Gala entertainment included an inspired contemporary performance by the Dresden Frankfurt Dance Company, the angelic voices in song of 40 members of the Dresdener Kreuzchor (traditional 800-year-old Dresden Boys' Choir) and an impressive breakdancing troupe accompanied by a cool jazz trio.

Dresden Mayor Dirk Hilbert joined other dignitaries including German National Tourist Board ceo Petra Hedorfer, and city leaders in expressing a commitment to making Germany a prime destination while Dresden's history, rebuild, culture, music, food, architecture and dance were highlighted.

During the Germany Travel Mart workshops, the Australian buyers met with a range of local operators and agents - generating new contacts and tapping into new tourism trends and ideas.

Sue Finn from UTracks described the Germany Travel Mart as an excellent opportunity to create itineraries based on new offerings.



THE Australian group (L to R): Nicola Jilks, Flight Centre Travel Group; Niksa Glavocic, Scenic; Sally Barry, Eastern EuroTours; Sue Finn, UTracks; and Stefanie Eberhard, German National Tourist Office.



LEFT: Sue Finn, Stefanie Eberhard, Niksa Glavocic, and Sally Barry checked out Dresden Castle and some of the other sights that Saxony has to offer.

Trafalgar seeks new marketing chief

TRAFALGAR has commenced advertising for a new head of marketing, following the resignation of Katherine O'Neill after seven years in the role.

The company is seeking an experienced marketer to work in key areas such as to develop brand and marketing strategies in the Australian consumer direct and trade distribution channels, regionalise core brand messages for Trafalgar and CostSaver, and manage marketing relationships with key retail agency accounts.

IIPT Summit canned

THE upcoming International Institute for Peace through Tourism global summit planned for Montreal in Aug 2018 has been cancelled after the withdrawal of support by the UN World Tourism Organization.

CA Sydney boost

AIR China will reintroduce three class Boeing 777-300ER services on the Beijing-Sydney route over the upcoming northern winter scheduling period.

The larger aircraft will be used instead of the current A330-300s.



The Singapore Tourism Board (STB) is a National Tourism Organisation and the lead agency for tourism, one of Singapore's key economic sectors. We bring the Passion Made Possible brand to life by differentiating Singapore as a vibrant destination that inspires people to share and deepen their passions. We are seeking dynamic individuals with passion for the tourism sector to be part of our team.

1. Manager, Oceania (Based in Sydney)

Reporting to the Area Director, you will be responsible for campaigns and marketing activities that raise awareness of Singapore as a leisure destination and to drive visitor arrivals. You will be responsible for engaging the leisure travel trade through activities, educationals and product update sessions. Another key role you are required to play is to identify and build relationships with strategic partners - airlines, wholesale, retail or others. You must be results-oriented, independent and a self-starter. Knowledge of digital and social marketing will be an asset.

Candidates should have a degree from a recognised university, with at least 4 years of relevant experience, strong communication and negotiation skills, good background knowledge of Singapore, and must be a resident of Australia. A good network of industry contacts is essential. This is a 15-months contract position commencing from 1 August 2018 and involves some domestic/international duty travel.

Applications with detailed resume and expected salary should be sent by 1 June 2018 to STB_Infosingapore@stb.gov.sg

2. Expression of Interest in Tender

Marketing Representative Services for Victorian Market (based in Melbourne)

The STB is seeking Expressions of Interest from suitable parties to provide marketing representation services in Victoria for a period of one (1) year, with an option to renew for a further one (1) year.

The objectives of the marketing representative are to engage with the travel trade in Victoria; build awareness, consideration and advocacy of Singapore as a compelling leisure and business destination to drive visitor arrivals to Singapore from the Victoria market.

The closing date for tender submission is 8 June 2018 at 3:00PM (AEST). To obtain the tender documents, please send your expression of interest to Rebecca_lavender@stb.gov.sg



GARDENING guru Graham Ross from Channel 7's *Better Homes & Gardens* helped VisitBritain celebrate the royal nuptials last Fri, attending an intimate lunch at the new, and very British, Duke of Clarence pub in the Sydney CBD.

Ross told **TD** upcoming episodes of the show aimed to build on the huge interest generated by Sat's wedding ceremony between Prince Harry and Meghan Markle.

He said a team from the show was also heading to the UK in the coming weeks to film more content, noting a strong upsurge in demand which has made securing large blocks of accommodation difficult in some popular locations.

As well as his extensive TV and radio broadcasting activities, Ross and his family run a long-standing travel business which has been in operation since 1978.

Ross Garden Tours takes clients on trips across the world, with upcoming tours visiting the UK, Europe, Singapore, Japan, Sri Lanka, India, Scotland & Wales, Portugal, Mexico and Cuba as well as a plethora of garden-focused holidays across Australia.

VisitBritain's Mark Hayes, who is **pictured** above with Graham Ross, confirmed that the Royal wedding had already seen a huge surge in visitation, citing figures from Airbnb which said its hosts in London took in about 42,000 guests last weekend.

Etihad Colombo cut

ETIHAD is reducing flights between Abu Dhabi and Colombo from two to one daily from late Oct, with a recent schedule update also confirming a similar halving in frequencies to Kathmandu.

Office Manager

italktravel Rutherford

Hunter Global Travel Services, Trading as italktravel Rutherford are looking for a highly motivated Office Manager to join our experienced team.

We are a member of the Express Travel Group which is an exciting company that is constantly evolving in this ever changing industry.

Now is a good time to consider a "change" and make a difference in our business. This full time role is incentivised and includes an attractive salary package for the lucky candidate.

To apply for this role you must have the following attributes:

- Minimum 5 years travel industry experience preferably management experience
- Proficiency in Galileo or other airline reservations system essential
- Great customer service skills, time management and organisational skills
- Exceptional communication skills with the ability to drive sales, meet targets and motivate your team
- A "Can Do" attitude and willingness to continue to learn and develop using the wide range of training programs and supplier events on offer
- Be a great team player and lead by example

Please send your resume and cover letter to:
mark@maitland.italk.travel



Maitland

Rutherford

The Junction

STG winners shine in Macao



MEMBERS of Select Travel Group were bestowed with an array of awards on Sat night, capping off a successful 2018 conference in Macao.

The night was opened with a martial arts display by Shaolin monks before Tom Manwaring, ceo of Express Travel Group (ETG), addressed attendees and announced that in 2019, all brands within ETG will come together for a combined conference for the first time.

Best & Less Travel based in NSW achieved a trifecta, taking out national agent of the year award for the third year running. The same agency also scooped a diamond award for achievement in sales.

Other winners on the night included Be Travel Services in Vic for air sales, Ingwest Travel & Tours in Qld for touring sales and Advance Travel in NSW for agency of the year for cruise sales.

Plenty of prizes were awarded to members including upgradable Business class flights with major sponsor Cathay Pacific to anywhere within the airline's network, year-long access to Virgin Australia's lounges and a Royal Caribbean cruise.

Pictured are: Ari Magoutis, exec gm ETG, Medhi Juddani, md Best & Less Travel, Murad Juddani, manager Best & Less Travel, Tom Manwaring, ceo ETG.

Roman steps down

AIR Tahiti Nui regional manager Australia/New Zealand Alan Roman has announced he will step down from his role later this month to spend more time with his family.

SUPER XV ROUND 14 WINNER

Congratulations

TIM OLIVER

from **globalCARS.com.au**

Tim is the top point scorer for Round 14 of *Travel Daily's* Super XV footy tipping competition. He's won \$100 travel credit courtesy of Expedia.

Expedia **TAAP**



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



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.



APT - Canada & Alaska 2019

APT has launched its 2019 Canada & Alaska program, featuring the USA, which introduces a range of small ship expedition cruising tours, including the 27-day Sparkling Rockies & Alaska Expedition Cruise. The brochure also signals the return of the 22-day Rockies Odyssey & Alaska Cruise, which features a two-day Rocky Mountaineer journey and a seven-night Inside Passage cruise on board a Holland America Line ship.

New to 2019 is the 15-day Grand Western National Parks Small Group Discoveries tour where guests can enjoy wine tasting in Sonoma Valley.



Adventure World - Ocean Expeditions 2018/19

Adventure World has released its first brochure dedicated to ocean expeditions, detailing options ranging from tall ship experiences with Star Clippers, through to wildlife encounters with Lindblad Expeditions. A highlight is the 22-day Antarctica, South Georgia and The Falklands expedition which includes four days of observing the colonies of king penguins on South Georgia Island with Lindblad Expeditions. In Hawaii, there's a seven-night journey with UnCruise Adventures which explores the wildlife-rich waters of the island chain.

SA wine campaign

THE South Australian Wine Industry Association has embarked upon a \$2m marketing campaign to boost the number of international visitor numbers heading to SA's wine regions.

The push targets China, the United States and the UK.

"Our message to the world is that South Australia is open for business and our cellar door is always open," South Australia Minister for Trade and Tourism, David Ridgway said.

Adelaide defends

ADELAIDE Airport has defended its security measures following reports over the weekend that security failures had led to weapons and live ammunition passing through baggage checks.

The Sunday Mail reported allegations of multiple security failures over recent months.

Adelaide Airport said it would not "comment on specific events", but emphasised "safety and security of our customers is of utmost importance" and assured it worked closely with its security providers "to ensure any identified issues are acted upon immediately".

Vic ecotourism

THE Victorian Government has dedicated \$1.5m to create a new nature park called Wildlife Wonders just outside Apollo Bay, on the Great Ocean Road.

Visitors to Wildlife Wonders will receive a guided walking tour by qualified conservationists through protected habitat.

NT tourism push

THE first Tourism NT dedicated tourism campaign within Shenzhen and Southern China has debuted ahead of Donghai Airlines commencing direct flights from Shenzhen in China to Darwin on 30 May (**TD** 13 Apr).

The campaign promotes Darwin as "the gateway to Australia", highlights the 5.5 hour direct flights and showcases Darwin and the Top End "as a must-see bucket-list destination".

It includes outdoor advertising as well as digital and content marketing, advertising on social sites and in-flight videos and magazine editorial.

Meanwhile, registrations are now open to the tourism board's annual "Adventure NT" sales mission which will visit Shenzhen, Shanghai and Singapore from 21-27 Oct.

Delta shows A350

DELTA Air Lines has showed off its new Airbus A350 aircraft in Los Angeles ahead of its deployment on flights between the Californian city and Shanghai from 02 Jul.

The carrier also previewed its Delta One Business class suite.

Virgin top on time

VIRGIN Australia has topped on-time departure and arrival figures for the second month in a row, data released today by the Bureau of Infrastructure Transport and Regional Economics (BITRE) shows.

The carrier's on-time arrival rate was 85.2% during Apr, ahead of Qantas (83.0%), Jetstar (79.9%) and Tigerair Australia (69.0%).

Virgin's departure rate was 85.6%, leading Qantas (81.8%), Jetstar (77.3%) and Tigerair Australia (69.2%).

Overall on-time performance in Australia averaged 83.2% for arrivals and 83.1% for departures, down from 85.4% and 85.1% respectively during Apr last year.

The cancellation rate was 1.2%, down from 2.1% in Apr 2017.

Outriggers open

OUTRIGGER Hotels and Resorts has confirmed its Hawaii properties are open and unaffected by the current volcanic eruption on the Big Island.

This includes Outrigger's Island of Hawaii condos, which are about 160km from affected areas of the island, the group says.

The Hawai'i Tourism Authority has said all major tourism sites remain open and flights are continuing as normal (**TD** Fri).

BA amenity kits

BRITISH Airways' new bedding and amenity kits by The White Company (**TD** 23 Mar) will be introduced in Business class on Sydney services from this week.



**Travel Daily
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**WIN A SCHOLARSHIP
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This month, *Travel Daily* is providing one reader with a scholarship opportunity through the Travel Industry Mentor Experience.

If you have a heavy respect for learning, self-development and are not shy of being challenged then we want to pair you up with a mentor through TIME.

If you've got what it takes, apply **HERE** and *Travel Daily* could be awarding you with a \$2,000 scholarship.

Further details about TIME can be viewed **HERE** or email **TIME@traveldaily.com.au**

Travel Daily



NRL ROUND 11 WINNER

Congratulations

MATTHEW MARKS

from Flight Centre

Matthew is the top point scorer for Round 11 of *Travel Daily's* NRL footy tipping competition. He's won \$100 travel credit courtesy of Expedia.



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

NSW LTF/5/18/2019 / ACT/TP/18/00256

Bunnik keeps its mystery



BUNNIK Tours recently hosted a mystery day trip for 40 travel agents around Sydney.

The tour operator's business development managers Walter Delorie and Lachland Burnet hosted the group for a coach famil along Sydney's coast, splitting into two groups of 20 so agents could experience what it's

like to travel with Bunnik.

Highlights of the mystery adventure included a guided tour of Sydney's Q Station in Manly, followed by a delicious three-course meal in Palm Beach.

The journey then concluded at Sydney's Central Station.

Pictured: The group at the Dunes Restaurant in Palm Beach.

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Travel Daily is part of the Business Publishing Group family of publications.

Produced each weekday since 1994, *Travel Daily* is Australia's leading travel industry publication.

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****NEW** ARE YOU A BUSINESS LEADER?**

GENERAL MANAGER

GOLD COAST – EXECUTIVE PKG ON OFFER

We are looking for a senior executive with extensive experience in leading an online business. You will be responsible for the successful cultural, commercial and financial performance of the company. Executive package on offer for the right candidate. Experience in Ecommerce, online platforms, strategies, sales, marketing and business operations required along with a track record in leading and developing teams.

****NEW** IT SALES**

BDM/AM- INDUSTRY SUPPLIER

SYD/MEL – UP TO \$120K PLUS BONUS PLUS SUPER

We are looking for a talented business development manager who is ready for their next move, you would ideally come from an IT sales role or Corporate TMC and have a proven background in sales. This role will see you looking after 70/30 split sales and account management. Included in the package is a great base salary plus a strong bonus scheme and many other benefits. Please send your CV with a cover letter.

****NEW** SHOWCASE YOUR STRATEGIC SKILLS**

STRATEGIC SALES MANAGER

MEL/SYD– \$110 BASE PLUS CAR ALLOWANCE PLUS BONUS

These roles rarely come up so if you are a true sales professional from preferably a corporate background we want to hear from you. Looking in Sydney and Melbourne, you will have a solid sales background preferably from a TMC, enjoy a great base salary up to \$110k plus a car allowance, commission, super and other benefits. Enjoy flexibility in your daily work environment and endless career opportunities.

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** BEST OF BOTH WORLDS**

SALES MANAGER

PERTH – SALARY \$80-90K

A great new role exists for an experienced sales professional to sink their teeth into. As a Sales Manager you will grow business through existing accounts as well as identify, build a pipeline & convert new business opportunities. Strong base salary plus bonus on offer for the right candidate. Previous experience in travel or hospitality developing new business & managing a portfolio of accounts is essential along with high level presentation, negotiation & communications skills.

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.

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 margins, 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.

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