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Viva! Hols deal

VIVA! Holidays has launched a 48-hour sale on packages to the Naviti Resort in Fiji.

The offer includes five-night stays from \$2,229 per family with sale period ending 9am 26 May. See **page 12** for more info.

Cruising growth slows

AUSTRALIA'S cruise industry will not reach its target of two million passengers by 2020 as growth slows due to infrastructure constraints, CLIA Australasia managing director Joel Katz has confirmed.

Katz released the association's annual ocean passenger Cruise Industry Source Market Report today in Sydney, which showed 1.34 million Australians took an ocean cruise in 2017.

The report showed the Australian cruise market growth rate has slowed to 4.4%, well below the 2016 growth of 21% announced in last year's figures.

Katz acknowledged "the growth wasn't as dramatic as recent years," but emphasised the result still put Australia on par with the world's largest cruise market, the USA, which experienced a growth rate of 4.7%.

CLIA Australasia president Steve Odell said the numbers were "a warning", as the industry started to see the effects of a lack of

cruise infrastructure development in Sydney and across the region.

The 2020 target was set in 2015, when the previous goal of one million passengers was achieved more than five years earlier than forecast (**TD 26 May**).

Odell said to reach the 2020 goal, Sydney would have needed "five or six" more homeport ships. "That's where we're seeing the crunch now because there's no room for big ships in Sydney," Odell said.

Katz reinforced a need to "future-proof" cruise tourism in Australia by resolving "infrastructure constraints and ensure the right regulatory settings to allow more cruising to Australian ports".

"As long as we can solve the lack of cruise infrastructure development in Sydney and across the region, we'll see further increases in passenger numbers," he said.

CLIA Australasia will this afternoon hold an AGM to elect a new president, with Odell set to complete his term.

One&Only promo

ONE&ONLY is offering a 50% discount on the price of a second room for bookings of two consecutive nights at the One&Only Royal Mirage in Dubai.

Offer includes a free day pass to the city's Aquaventure Waterpark and complimentary shuttle transfers - see **page 10** for more.

Today's issue of TD

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

- One&Only Royal Mirage
- AA Appointments jobs
- Viva Holidays

HLO exec shuffle

THE abrupt departure of Russell Carstensen from Helloworld Travel (**TD** breaking news) has seen a restructure of the company's reporting lines, with the Air Tickets division to now report to John Constable, group general manager retail and commercial.

Previously Air Tickets was under Carstensen, who was one of ceo Andrew Burnes' direct reports.

Helloworld Travel's Corporate division which includes QBT will now be headed up by Nick Sutherland, who is currently QBT group general manager, and will become part of the company's executive management team.

Yesterday's resignation marks the end of an era for the company, with Carstensen having been an integral part of Helloworld and its predecessors, under leaders including Peter Lacaze, Rob Gurney, Elizabeth Gaines and now Andrew Burnes.

He has led the Air Product division for more than a decade, and was also instrumental in QBT winning the Whole of Australian Government contract after turning around the previously loss-making division (**TD 12 Dec 2014**) - making him at one stage the company's most highly paid executive (**TD 28 Aug 2015**).

However more recently his remuneration was reduced as part of a "recalibration" of HLO executive salaries (**TD 26 Aug 16**).

More appointments on **page 6**.

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Emirates tariffs up

EMIRATES has announced an increase in ongoing First and Business class airfares to Dubai. Fares will increase by A\$15 each way, effective for all tickets issued on or after 31 May. Existing bookings should be ticketed on/before 30 May.



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QF renews AF codeshare

QANTAS and Air France have renewed their codeshare agreement, allowing more options for travel between Europe and Australia via Asia. Available to book from 05 Jun for travel from 20 Jul, the arrangement means Air France will add its code to Qantas flights between Hong Kong and Sydney, Melbourne and Brisbane, and between Singapore and Sydney, Melbourne, Brisbane and Perth. Qantas will in turn add its code to flights operated by Air France between Paris CDG and Singapore and Hong Kong.

The arrangement also allows Air France customers to join codeshare services on Qantas domestic flights from Sydney to Canberra, Hobart, Adelaide, Cairns and Darwin, while providing reciprocal lounge and frequent flyer benefits for both carriers' customers.

"This is great news for our

customers who want to travel to Europe via Asia, giving them another option to get to Paris and more opportunities to earn Frequent Flyer Points," said the ceo of Qantas International, Alison Webster.

"The return of this popular codeshare delivers on our strategy of partnering to provide customers with access to an expanded network and more seamless travel experiences wherever they want to fly."

Domestic traffic up

AUSTRALIAN domestic air traffic increased in Mar according to the latest figures from BITRE. More than 5.4 million air passengers travelled during the month, an increase of 4.4% on Mar last year. More than 57,500 flights were operated during the month, a decrease of 2%.



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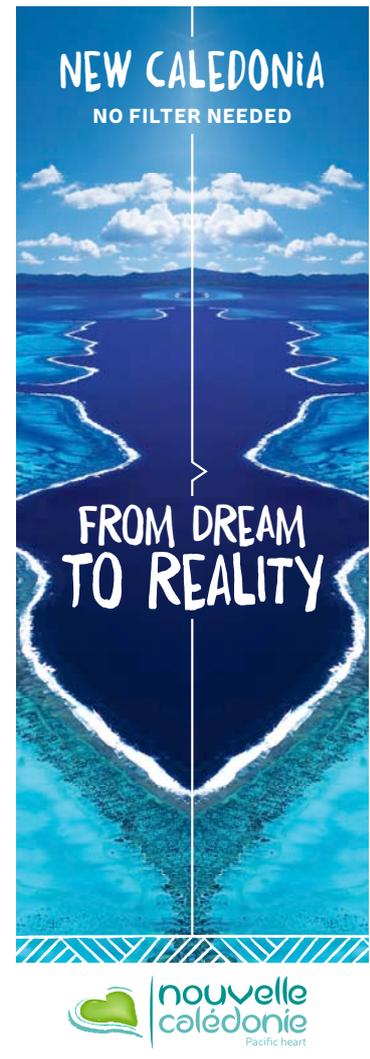
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QR Gatwick debut

QATAR Airways has celebrated its inaugural flight from Doha to London Gatwick, its sixth gateway to the United Kingdom. The new double-daily service is operated by Boeing 787, the first of which was welcomed by a water cannon salute yesterday.



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 virgin australia

BA to Marrakech

BRITISH Airways will launch a new service from London Heathrow to the Moroccan city of Marrakech on 28 Oct.

Flights will operate four times a week on Thu, Fri, Sat & Sun, joining existing eight-weekly services from London Gatwick.

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Mantra acquisition sealed

ACCORHOTELS' takeover of the Australian-based Mantra Group has been given final backing, with the Federal Court yesterday approving arrangements for the \$1.2 billion purchase.

The endorsement follows Fri's vote by Mantra shareholders to support the deal, and means the scheme of arrangement through which Accor subsidiary AAPC Limited will take up all Mantra shares has been approved.

Shares in the local hotelier were suspended from trading on the ASX at yesterday's close of trade, and the scheme is due for implementation on 31 May.

Shareholders will receive \$3.80 per Mantra share, plus a special dividend of 16c per share.

Scenic ship revamps

SCENIC has announced an overhaul for eight of its Space Ships operating on the rivers of Europe, in line with upgrades already applied to *Scenic Sapphire* and *Scenic Diamond*.

Work will begin during the upcoming northern winter, allowing the ships to be returned to service in time for the 2019 river cruise season.

Highlights include a reduction in the number of suites to allow the addition of wellness centres and 48m² Royal Owners Suites.

The ships to be upgraded are *Scenic Ruby*, *Pearl*, *Jasper*, *Opal*, *Amber*, *Crystal*, *Jade* and *Jewel*.

The court's backing follows earlier approvals by the Australian Competition & Consumer Commission and Foreign Investment Review Board (**TD 08 Mar**).

It means AccorHotels will boost its portfolio with more than 135 Mantra properties in the Asia-Pacific region.

Mantra employs more than 5,500 people and operates the Peppers, Art Series, Mantra and Breakfree brands.

A&K flight desk

LUXURY specialist Abercrombie & Kent has announced the introduction of a dedicated Flight Desk, to be headed by flight specialist Sam Puccio.

The desk will assist agents with a "seamless booking process" for competitive fares which match A&K's portfolio.



Window Seat

AUSTRALIA'S craving for its national capital is so powerful the good people at VisitCanberra have had to find a way for us to quench our thirst as we go about our daily lives.

Its new campaign, Canberra in a Can, involves vending machines that dispense "drinks" containing a little taste of the bush capital - from free tickets and vouchers to discounts.

The machines will be in locations including Sydney's Wynyard Park and Melbourne's Federation Square on select days until 31 May - **CLICK HERE**.



Senior Retail Travel Consultant

A GREAT OPPORTUNITY to join one of Australia's best travel agencies.

Travelrite International Balwyn has a vacancy for an experienced, enthusiastic and successful Senior Retail Travel Consultant to join its busy and growing retail business in Balwyn, Melbourne.

Travelrite International, established in 1985, continues to enjoy strong and profitable growth in retail, cruising and across its range of unique special interest tours. We are looking for and experienced and enthusiastic senior consultant to join our team of 30 happy staff at Balwyn.

An attractive salary, with travel and other attractive benefits, will be paid.

Call Alex Ruggero, Retail Travel Manager, Travelrite International Balwyn toll free on 1800 630 343 or email alex@travelrite.com.au to set up a confidential interview.



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Helloworld team hits IPW

THIS crack threesome from Helloworld Travel are among the more than 50 Aussies currently in Denver, Colorado for the US Travel Association's IPW trade show.

They've been hard at work over the last few days, meeting with key industry partners and sourcing new product.

Other buyers in Denver include representatives of Excite Holidays, Flight Centre, Luxury Escapes, Bunnik Tours, Adventure World, Intrepid, Venture Far and many more.

Pictured at the Colorado stand are, from left: Joe McCormack,



Helloworld's gm procurement; Mark Brooker, destination and procurement manager; and Renee Oliver, international procurement leader.

NZ maintenance

AIR New Zealand has announced details of further schedule changes forced by maintenance requirements in its 787-9 Dreamliner fleet.

The changes affect specific departures from 02-22 Jul, including later operation of some Auckland-Houston and Auckland-Hong Kong flights.

Melbourne-Queenstown and Auckland-Nadi flights have also been adjusted on 21 Jul and 22 Jul respectively - **CLICK** for details.

New gm for park

TROPICAL North Queensland's oldest Aboriginal tourism business Tjapukai has appointed Traditional Owner Shirley Hollingsworth as its new gm.

The Djabugay descendant is the first of her tribe to be appointed to the cultural park's most senior role, and says she looks forward to maintaining the "balance between business & culture".

Serko's NDC tick

SERKO today announced it had received Level 3 Certification for its involvement in IATA's New Distribution Capability (NDC) in partnership with Qantas (**TD Tue**).

The approval is for its Zeno travel and expense management technology, which becomes the first platform of its type to achieve the accreditation.

Serko ceo Darrin Grafton said Zeno's connection to the new Qantas Distribution Platform (QDP) would allow the company to offer richer content including detailed product descriptions and frequent flyer information.

"With airlines evolving their technology capabilities there is so much potential to build a richer, more personalised experience for our mutual customers," he said.

MEANWHILE Qantas will offer a 15-minute webinar on its QDP next Thu, 31 May.

The info session will be offered at four times - **CLICK HERE**.



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Thursday 24th May 2018

Travel Daily
on location in
Denver, Colorado

Today's issue of *TD* is coming to you from IPW 2018 in Denver, courtesy of Visit USA and American Airlines.

TODAY was the final day of IPW 2018, with all eyes now turning to Anaheim, California where next year's event will take place in the first week of Jun 2019.

Once again the top talent rolled out at lunchtime, with a surprise intimate performance by US singer/songwriter Rob Thomas.

Tomorrow delegates leave the Mile High City, with some heading home while others exploring Colorado on a wide array of post-familis.

Some are also exploring Denver itself, with the assistance of CityPASS which has just added the Colorado capital to its global attractions portfolio.

Cool Washington DC

WASHINGTON DC is keen to build its tourism credentials beyond being simply the seat of US government, with a host of developments under way including the Eaton Workshop hotel, established by the owners of Langham Hospitality Group.

Also new for 2019 is the International Spy Museum, while the iconic National Air & Space Museum is undergoing a US\$1b seven-year renovation.

The city is tapping into its creative soul with the #MyDCcool hashtag, with Destination DC president and ceo Elliott Ferguson noting that because most of the city's daytime attractions are free, that leaves more money to spend on dining and shopping.

DC continues to boost its global connectivity, with Cathay Pacific launching new non-stop Hong Kong flights in Sep while United Airlines today debuted a new Edinburgh-Washington flight.

Disney heads to Galaxy's edge



THE dark side was out in force at a special Disney VIP reception during IPW 2018 in Denver last night, with plenty of *Star Wars* Storm Troopers and Sith Lords keeping delegates in line.

To balance things out, C3PO and Chewbacca also made an appearance, while guests were treated to "dark food" (squid ink pasta) and some very Disneyesque electronic cupcakes.

The event helped celebrate the big news that the new *Star Wars: Galaxy's Edge* land will open at Disneyland Resort in California in about 12 months' time, and a few months later at Walt Disney World Resort.

Guests will be able to immerse

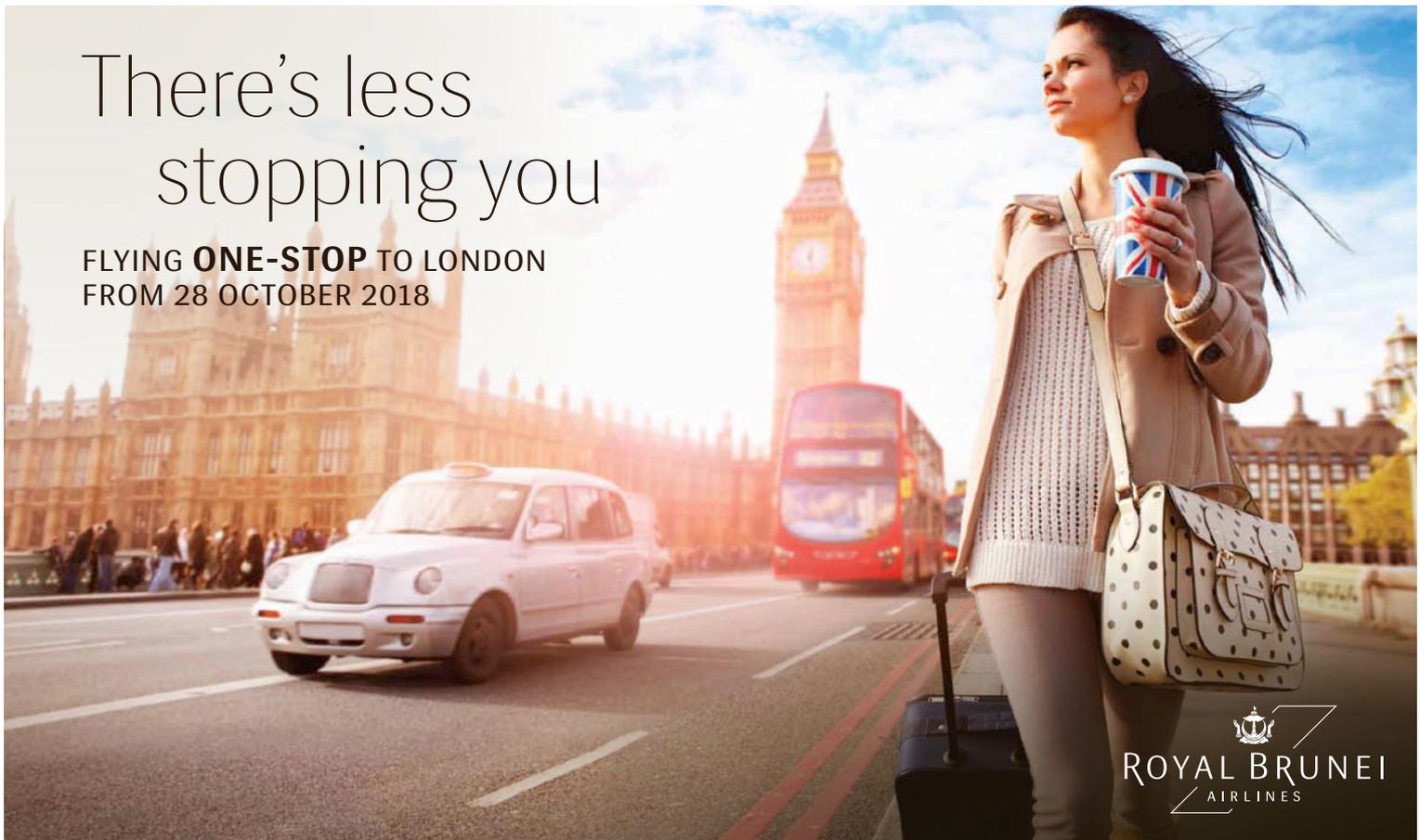
themselves in their own *Star Wars* adventure, with the new precincts featuring two major attractions - a ride where they are placed in the driver's seat of the Millennium Falcon spacecraft, and another where they're in the midst of the action in a gigantic hangar bay battle between the First Order and the Resistance.

Disney has released a preview video to inspire and excite the industry and their clients about what's in store - online now at traveldaily.com.au/videos.

Pictured above being well protected by their special Storm Trooper security detail are David Clark from Disney Australia and Lucy Rowe of Kent Marketing.

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More Quest for Canberra



PLANS to develop a second Quest property in Canberra have been revealed, with the new property set to open at 240 Canberra City Walk in late 2019.

The estimated \$15 million development will be headed up by Sandran Property Group, and will include the transformation of a commercial office building into the 84-room hotel.

Quest gm for growth James Shields said the site was ideally positioned between Canberra Centre & the National Convention

Centre and would capture the city's growing tourism.

"As Australia's capital, Canberra is bustling with government workers, conventions and corporate meetings," he said.

"Quest Canberra City Walk will cater to the increased demand for corporate accommodation in this expanding hub."

The property will feature studio, one and two-bedroom apartments as well as a business lounge, conference facilities and a gymnasium.



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.

Scenic has announced **Mandy Dwyer** as its new Manager PR, Communications & Editorial. Dwyer has previously worked in various marketing roles at Nitmiluk Tours, and Voyages Hotels & Resorts.

Sandra Cahill has been appointed as Sales Manager for **Oman Air**. Cahill brings extensive sales experience from previous roles at Pandaw Cruises, Oman Tourism, Air France/KLM and Gulf Air.

Trafalgar has promoted **Conrad McCall** to the position of Global Trade Engagement Manager, based out of Geneva. McCall began his career at Trafalgar as Sales Manager, before moving to Senior Sales Manager.

Global travel and event business **ATPI** has welcomed **Melissa Peel** as Global Sales Support & Multinational Bid Manager. In her new role, Peel will work alongside ATPI's global commercial group & local sales team.

Jan Hutton has joined the team at **Destination NSW** as General Manager Marketing. Hutton brings a strong background in destination marketing, digital innovation and tourism content to the role.

Complete Travel Marketing has appointed **Cecilia Chan** to the position of Sales & Marketing Executive. Chan previously worked at Shangri-La Hotels & Resorts for 12 years, holding roles in food & beverage, & sales.

Wyndham Vacation Resorts Asia Pacific has announced it has welcomed **Jerry Crump** as General Manager of **Ramada Resort Phillip Island**. Crump brings more than 20 years' industry experience to the role.

Vietnam self-famil

ASIA DMC has launched a new self-famil to Vietnam, available for travel May to Sep 2018, and May to Sep 2019.

The tour includes visits to Hanoi, Suoi Mu, Ninh Binh and ancient village Hoi An, as well as a Ha Long Bay cruise; **EMAIL** for info.

Lufthansa "Light"

GUESTS travelling on routes to North America on Lufthansa, SWISS, Brussels Airlines and Austrian Airlines will soon have access to a new Economy "Light" fare, catering for those flying with carry-on bags only.

For an additional fee, pax will be able to reserve their seat, or add one extra piece of luggage.

Six Flags park deal

FIVE new theme parks will join the Six Flags portfolio following a purchase agreement with affiliates of Premier Parks LLC.

Houston's Wet n' Wild Splashdown, Wet n' Wild Phoenix, NY's Darien Lake, and Oklahoma's White Water Bay and Frontier City will be operated by the company from Jun 2018.

Best Western QLD

BEST Western Plus North Lakes Hotel is the latest hotel to join the group, located on Queensland's iconic Lake Eden.

The property features 46 brand new rooms, a conference & function centre, a boardwalk restaurant and waterfront bar.

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You'll work closely with the Channel Strategy Manager, Groups Team Leader, and influence the internal Sales and Operational teams to ensure Groups (mass passenger movement), MICE and charter business objectives are met. As the successful candidate, you'll have your finger on the pulse, be results driven and know how to maximise a sales opportunity!

If this sounds like you, why wait apply now, head to <http://applynow.net.au/jobs/ni/APT372>

SQ showcases seats in CBR



SINGAPORE Airlines has installed a seat display at Canberra Airport to showcase its new Next Generation cabin products offered to Business and Premium Economy class pax on board its Boeing 777-300ER and Airbus A350-900 aircraft.

The seats will be also used to host agents and VIPs, with viewing members of the public also scoring a chance to win two Premium Economy class tickets to Singapore.

Pictured: SQ cabin member Hui Zhen Chua; SQ area manager NSW/ACT, Greg McJarrow; SQ manager ACT, Hugh Chevrand-Breton; and SQ cabin member Jian Xiang David Soin.

Aussies Auckland dip

AUSTRALIAN visitors to Auckland International Airport (AIA) dropped by 20% in Apr when compared to the corresponding period in 2017.

The significant downturn was driven primarily by the cessation of the Emirates Tasman service (**TD** 11 Oct 17), an earlier Easter period, and the absence of the World Masters Games that were held in Auckland during the Apr period last year.

Overall AIA experienced a 2.8% growth in total passenger numbers for Apr 2018.



win your morning tea!

Travel Daily loves donuts so to celebrate International Donut Day happening on 1 Jun, we're giving readers a chance to win a dozen donuts delivered to your office, on us!

In order to get in on this tasty action, all you need to do is write a short donut ditty, with the best entry taking home the prize. It can be a song, a poem, as long as it's 6 lines or less.

Send your entries to donuts@traveldaily.com.au

Entries close 30 May.

IHG Thai expansion

INTERCONTINENTAL Hotels Group (IHG) has signed on eight new properties in Thailand across many of the country's key resort destinations.

The contracts involves both new builds and conversions and will boost numbers across IHG's Holiday Inn, Holiday Inn Express and Staybridge Suites brands and add more than 2,000 rooms.

Resorts will be spread across Pattaya, Rayong, Phuket, Khao Lak and Koh Samui and will open between this year and 2027.

VA wheelchair SSR

VIRGIN Australia (VA) is reminding its trade partners that passengers who require a wheelchair from check-in, or to & from the aircraft, are required to submit a Special Service Request (SSR) in their reservation.

From this month the airline also requires requests for a wheelchair on board be added to the guest's reservation.

To view a copy of VA's Special Needs and Assistance Guide when requesting these Special Service Requests, **CLICK HERE**.



Eastern Trade Marketing Executive Department of Tourism and Culture

Administrative Officer (Remuneration Package Range \$99,444 - \$110,971)

International Operations
Darwin
Ongoing

All you an all-rounder with a solid understanding of the tourism and travel industry with an eye for detail and creative flair? Do you feel the urge to work with a passionate team promoting the best of Australia to South East Asia?

Tourism NT is seeking an energetic, dedicated and experienced marketing executive to join the fast-paced dynamic world of international marketing.

The role involves managing a team in Singapore, developing aviation campaigns with key airline partners, implementing trade distribution initiatives, monitoring campaign progress, identifying content gaps, and providing support across the wider Eastern hemisphere region...just to name a few.

Located in the tropical city of Darwin, if you're up for a challenge and seeking a fun, dynamic workplace to implement your destination marketing skills and broaden your horizons come and join our team.

Key Duties and Responsibilities:

- Manage and execute aviation and cooperative trade campaigns and projects for the Singapore market, aimed at increasing both the knowledge of and the desire to sell the Northern Territory
- Develop, manage and maintain positive working relationships with Tourism Australia, STOs and airlines and identify and implement strategic alliances with other industry partners to build the profile and create positive outcomes for destination Northern Territory
- Work in conjunction with International Marketing team to ensure that South East Asia and Singapore have a profile in Global Media and Partnership activity

Essential Selection Criteria:

- Substantial experience in successfully coordinating tactical marketing campaigns with key stakeholders including airline and trade partners
- Significant knowledge of the Singaporean market and aviation landscape
- Significant project management experience with success in delivering multiple projects on time and within budget

Desirable:

- Demonstrated knowledge of the NT tourism industry, its products and attractions
- Tertiary qualifications in communications, marketing or related discipline

Quote vacancy number: 40162

Closing date: 29 May 2018

Applications should address the Selection Criteria. For a copy of the Job Description and to apply online please visit www.nt.gov.au/jobs or contact Rachel Crowley, Eastern Markets Manager 02 9361 1967.

PICTURE YOUR LIFE OUT HERE – www.OurLifeOutHere.nt.gov.au

Excite's top agents kick-start their day, Hawaiian-style!

IN CONJUNCTION with Hawaii Tourism Oceania, Excite Holidays recently held two exclusive agent events to celebrate their campaign, *'Hawaii: The Spirit of Aloha'*.

The celebrations kicked off at The Clean Treats Factory in Sydney's trendy suburb of Alexandria, followed soon after by a second event in Brisbane at South Beach Social, which offered incredible views of the Brisbane River and city skyline.

At each event, a group of 30 agents were treated to a delicious breakfast spread complete with pastries, fruit platters, acai bowls, juices and more.

The Excite Holidays marketing team was in attendance at both events, along with three representatives from Hawaii Tourism Oceania.

Hawaii's Island Chapter Representatives had also flown out especially for the event, with reps from the Islands of Hawaii, Maui, Kauai, and Oahu all on hand to chat to agents about their



HAWAII'S Island Chapter representatives: Karishma Chowfin from Oahu, Maile Brown from Kaua'i, Randy Parker from Maui, and Teresa Cosgrove from the Island of Hawai'i.

destinations and share the Aloha Spirit!

Along with full stomachs, agents also walked away with gift bags bursting with Excite Holidays and Hawaii Tourism Oceania merchandise.

Excite said the events "were a huge success and showed agents why Hawaii is still a top destination for Australian travellers".

Visit engage.exciteholidays.com/hawaii to download the curated guide on Hawaii.

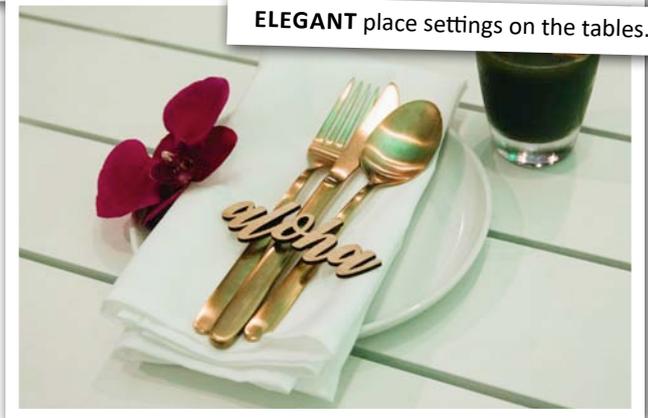


AGENTS were welcomed with traditional kukui nut leis. **Pictured:** Naomi Thomas from Great Southland Tours.

MAILE Brown with Paul Davies, itravel; Teresa Cosgrove, Kieran van Bunnik, Cruise Express; and Charis Ricafuente, Hawai'i Tourism Oceania.



ELEGANT place settings on the tables.



SHELLEY Moen from Our Travel with Karishma Chowfin and Justina Dimapils from Our Travel.

TERESA Cosgrove from the Island of Hawai'i Visitors Bureau presenting in Brisbane.



MAILE Brown from Kaua'i Visitors Bureau presenting in Sydney.

HAWAII TOURISM
OCEANIA



FC high achievers rewarded



A TEAM of Flight Centre Travel Group's top Queensland achievers was whisked away to Thailand recently on the Infinity incrowd Qld Reward trip.

The group stayed at properties including SALA Samui Chaweng Beach resort, Santhiya Koh Phangan and SO Sofitel Bangkok.

During their stay they packed in some action and adventure with Quad bikes, Muay Thai

Boxing, snorkelling, foodie tours and yoga, mixed in with spa treatments and time to enjoy a little shopping.

Pictured are: Glen Kilpatrick, Jade Thorpe, Haley Naylor, Lauren Miller, Glynn Spencer, Beth McNeill, Kyra Temczuk, Donna Grant, Brook Mocha, Vivienne Teague, Lee-Anne Cottam, Belinda de Vries, Jessica Greer, Rebecca Walsh and Rebecca Zafir.

DISCOVER *Los Angeles*

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Travel Daily TIME Scholarship

WIN A SCHOLARSHIP
VALUED AT OVER \$2,000

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



HK mates rates

NEW World Millennium Hong Kong Hotel is offering airline and travel agent associates an industry rate starting from HKD1,200 for a one-night stay.

Valid for stays until 30 Jun, quote DISAIR&TA when booking.

Hyatt Leverage

HYATT has introduced a global business travel program called Hyatt Leverage, designed to make "booking travel more seamless".

Using Hyatt Leverage, businesses can access a 15% discount off the standard rate at all participating hotels, as well as 5% off qualifying stays at Oasis home rentals.

Employees can access discounts using a unique program number, to be managed by a program administrator, who can then track room spend in a dashboard.

Regional boost

A SUITE of new investment and marketing tools has been released by Tourism Australia in a bid to provide a snapshot of key tourism spots in the Whitsundays, Katherine, Margaret River, Kangaroo Island, East Coast Tasmania, Canberra, the Great Ocean Road & Snowy Mountains.

The collateral covers visitation, airport infrastructure and accom.

Syd arts precinct

A FRESH arts precinct for Sydney in Walsh Bay is one step closer, with the project's two state-significant planning applications receiving approval.

NSW Minister for Planning Anthony Roberts said the project would "attract thousands of new visitors every month and will become a great tourist drawcard for our city".

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

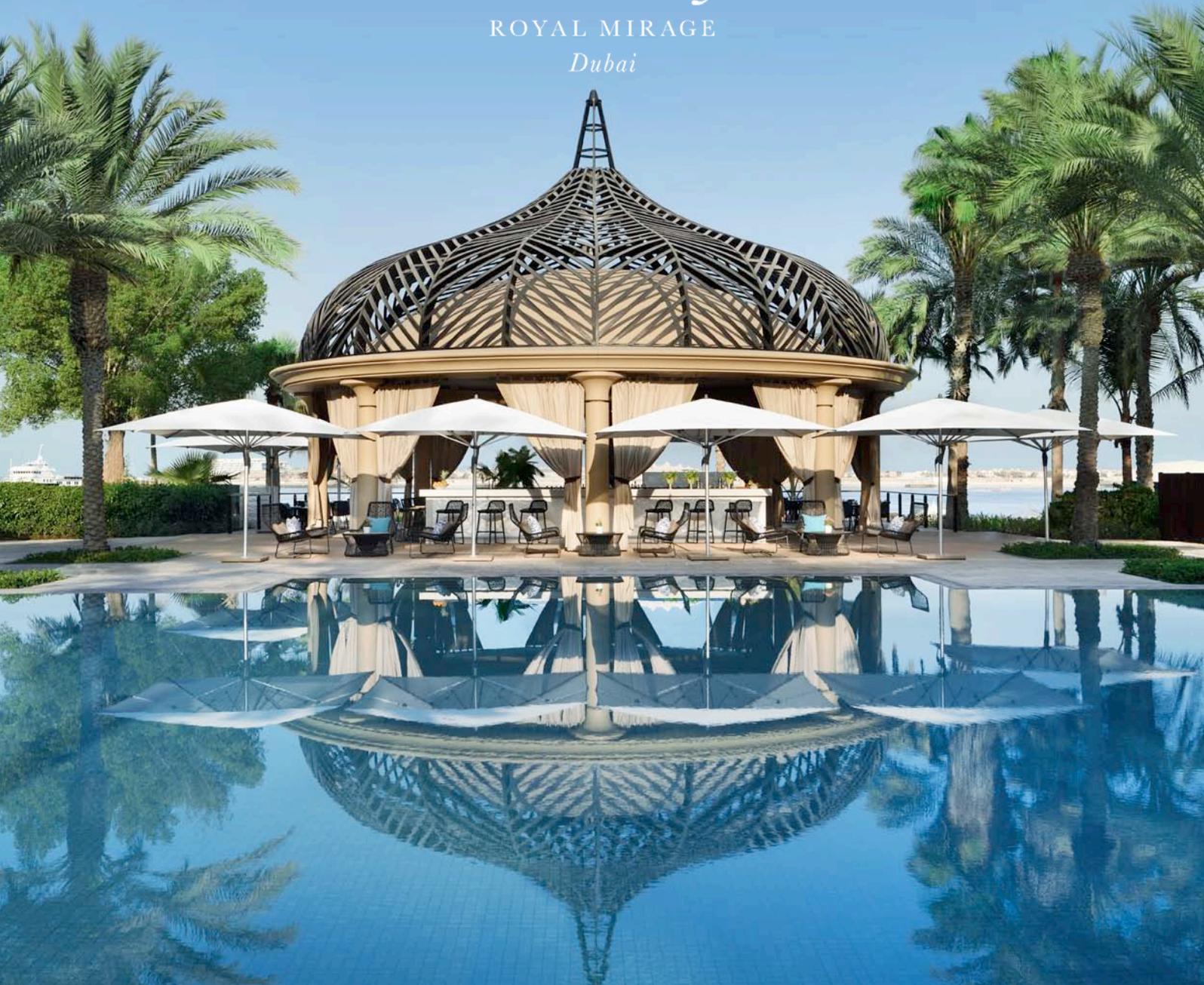
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****NEW** KEY ROLE AVAILABLE**

GENERAL MANAGER SALES

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We are looking for a senior executive with extensive experience in leading global sales teams. You will be responsible for the successful cultural, commercial and financial performance of the business. Executive package on offer for the right candidate. Experience in global touring, strategies, sales, marketing and business operations required along with a track record within a global environment 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** HOTEL SALES**

SALES MANAGER MICE

MELBOURNE – SALARY \$70-75K PLUS BONUS

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

****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.

LEAD & INSPIRE

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!

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.

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.

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.

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INCLUDES:

- 5 NIGHTS at The Naviti Resort in a Garden View Room ****
- FREE guaranteed room upgrade to an Ocean View Room
- Full breakfast, lunch and dinner daily plus drinks including local beer, house red and white wine, sparkling wine, local brand spirits, soft drinks and non-alcoholic cocktails
- 2 FREE Cocktails
- 2 FREE Firewalking vouchers
- 2 FREE Naviti Village passes
- FREE unlimited Sigatoka shopping trips
- 1 FREE Sunset Bay Cruise, Coral Viewing Cruise and guided snorkelling trip
- FREE use of non motorised watersports equipment
- FREE golf green fees
- FREE Kids' Club (5-11 years)
- Return coach transfers from Nadi airport to hotel

5 NIGHTS from **\$2,229*** per family

VALID FOR TRAVEL:
1 - 30 Jun, 17 Jul - 21 Sep,
15 Oct - 25 Dec 18, 5 Jan - 31 Mar 19

based on two adults and two children (2-11 years) sharing



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