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## Qantas Channel is here

TODAY marks the rollout of Qantas' new distribution model, the Qantas Channel, with the airline promising the change would "modernise the way agencies book fares and deliver personalised experiences to customers".

Qantas Executive Manager Sales and Distribution Igor Kwiatkowski said the benefits of the platform are "expected to start flowing through in the coming months".

The offering is a new agreement between the airline and its agency partners and will see those who have signed up, over time, be able to offer customers new content, sourced from the NDC-enabled Qantas Distribution Platform (QDP).

Kwiatkowski said the airline had

deliberately taken a "phased, collaborative approach" so the channel could "be delivered in the most seamless way possible".

"We've observed other international airlines adopt new distribution models and recognise that the adoption of the new technology takes time," he said.

He confirmed greater reward and recognition of Frequent Flyers and the ability to deliver targeted offers for agency partners were in the pipeline.

Agencies that have not registered for the channel may incur a channel fee, in addition to no longer being able to access a wide range of traditional fares being made available via indirect channels.

### Today's issue of TD

Travel Daily today has six pages of news and photos, including a native page Qatar, plus full pages from:

- Scenic
- AA Appointments jobs
- Singapore Airlines
- Rocky Mountaineer

### Qatar Economy

FRESH from winning its fifth World's Best Airline gong at the 2019 Skytrax World Airline Awards, Qatar Airways is highlighting the virtues of its Economy class offering, including the introduction of its new "Quisine" catering concept.

More info on **page five**.



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Are travel industry disruptors just doing what's always been done in a new way? Find out in the August issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## Amadeus API launch

**AMADEUS** has launched a new enhanced version of its Amadeus Travel API service for travel agents - now featuring NDC capabilities.

The latest iteration allows users access to new content and fares from its airline driver customers, with AERTICKET, American Express Global Business Travel, BCD Travel, and House of Travel all early adopters of the product.

"Over the last year, we have worked hard alongside our NDC [X] partners to develop scalable, user friendly solutions that will give agencies access to content sourced through an NDC connectivity," said Rudy Daniello, Executive Vice President, Customer Operations, Travel Channels, Amadeus.



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## Crown hits back at claims

**CROWN** Casino has taken out full-page newspapers ads slamming a joint investigation conducted by *60 Minutes*, *The Age* and *The Sydney Morning Herald* that linked the entertainment company to illegal activity (**TD** 31 Jul).

Labelling the media coverage a "deceitful campaign against Crown", the response from the company's Board of Directors excoriated allegations linking Crown to Asian crime gangs and fast-tracked visa applications.

"As a board, we are extremely concerned for our staff, shareholders and other stakeholders, as much of this unbalanced and sensationalised reporting is based on unsubstantiated allegations, exaggerations, unsupported connections and outright falsehoods," the full-page read.

"We are always striving to

ensure we have the highest levels of governance and a commitment to the highest standards."

The allegations Crown directly refuted in the ads included: that the Chinese President's cousin was found on a Crown-owned jet by Australian law enforcement, and that it has any links to an organised crime syndicate called "The Company".

The Crown response ads have been taken out in a number of News Corp newspapers including *The Australian* and *Herald Sun*, however Fairfax newspapers have declined to run the advertisement, instead publishing an article of their own responding to each of Crown's counterclaims.

Fairfax's responses to Crown included assertions that its investigations was "carefully sourced using Crown's documents, former employees, credible commentators, dozens of sources from the industry, law enforcement and elsewhere".

## Scenic's earn & learn

**SCENIC** is today promoting its new e-learning courses for agents on its South East Asian river cruising itineraries (**TD** 31 Jul).

The first seven agents to complete the Scenic and Evergreen cruising modules before 30 Aug will receive \$250 worth of Scenic Rewards points.

The next 50 consultants will earn \$50 worth of points.

See **page seven** for more info.

## Singapore recruits

**SINGAPORE** Airlines is continuing its recruitment drive for a range of commercial roles in Australia across Sydney, Melbourne, Brisbane and Perth (**TD** 24 Jul).

Positions include account executives, marketing administration, & loyalty officers.

Applications for the recruitment closes 07 Aug - see **page nine**.



**Champagne on  
Champagne Beach, anyone?**

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*Air Vanuatu*  
airvanuatu.com/agents

## Travelport NGS push

**TECHNOLOGY** company Travelport has announced that it is offering the first phase of Next-Generation-Storefront (NGS) capability in collaboration with several airline partners.

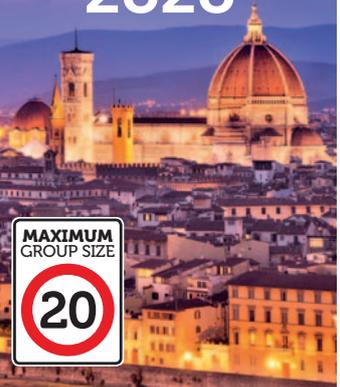
The NDC-enabled NGS tech, developed by The Airline Tariff Publishing Company (ATPCO), allows users to compare multiple fares across different airlines' flights all on one interface.

The new displays will also show categories such as Basic Economy, Standard Economy in a single display alongside one another, enabling greater user choice.

"Displaying multiple options enhances consumer choice and gives airlines upsell opportunities," said Travelport's CCO Stephen Shurrock.

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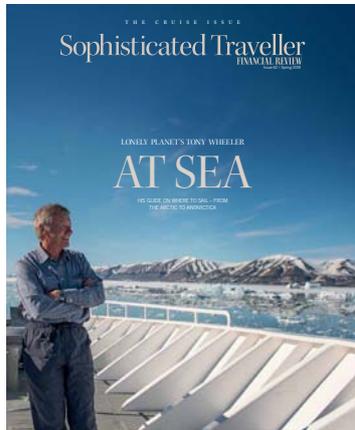
**(SAVE  
\$500  
PER PERSON)**  
Book by Sep 27th 2019\*



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## Sophisticated Trav



**LONELY Planet** co-founder Tony Wheeler is set to feature on the cover of the upcoming edition of *Sophisticated Traveller* (pictured), which will be inside tomorrow's edition of the *Australian Financial Review*, and the *AFR Weekend*.

The 60-page annual cruise issue highlights the strength of the industry and insight from Wheeler on his experience cruising the Arctic Circle.

## Travel Daily on location in Greenland

Today's issue of *TD* is coming to you courtesy of Hurtigruten Cruises, aboard the new *MS Roald Amundsen*.

**THIS** is an expedition, and passengers on board *Roald Amundsen* are learning to expect the unexpected, as each day evolves depending on the conditions and other factors.

Currently the ship is heading south to Scoresbysund in Greenland, where we will pick up a pilot who has been mandated by local maritime authorities to help guide us through the ice.

And speaking of ice, it is everywhere, with the captain having to carefully navigate through massive sheets and floes which stretch for kilometres as far as the eye can see in every direction - absolutely amazing!

## NCLH shuffles exec deck

**NORWEGIAN Cruise Line Holdings (NCLH)** has announced a major restructure to its Asia Pacific operations in a bid to manage the "ongoing growth of its business".

Heading up the list of the four newly created roles is Ben Angell, who has been promoted from Vice President of Marketing APAC to Vice President, General Manager, Norwegian Cruise Line, Australia and New Zealand.

Reporting into Angell will be Nicole Costantin, continuing in her role as Vice President Sales, along with Damian Borg, Senior Manager National Accounts, and Michelle Wiederman, Senior Marketing Manager.

Meanwhile, Lisa Pile has been made the new Vice President, General Manager, Regent Seven Seas Cruises, Australia and New Zealand.

In the role she will oversee a yet-to-be-named Director of Sales, as well as Matthew Vince, Senior Marketing Manager OCI/

## IASC Qantas subs

**QANTAS** has made two applications to the International Air Services Commission (IASC) relating to capacity on its routes to Indonesia and Chile.

The Australian airline has requested the allocation of 744 seats of capacity on Indonesia routes for five years, and has also sought to renew its allocation of 1,847 seats a week on Chile routes.

Submissions regarding the applications can be made by 13 Aug by sending an email through to [iasc@infrastructure.gov.au](mailto:iasc@infrastructure.gov.au).

## Rocky promotion

**ROCKY Mountaineer** is informing agents what makes them different from other train operators in a special feature in *Travel Daily* today.

For details on the experience the operator provides, see **pg 10**.

RSSC, and BDE Angela Tobeck.

Jason Worth has also been appointed Vice President, General Manager, Oceania Cruises, Australia and New Zealand, while Felix Chan has been tasked with the Vice President, General Manager position for all three brands in Asia.

The restructure has seen the departure of VP Sales Oceania Cruises Steve McLaughlin.

All roles report to the cruise line's SVP, MD, APAC Steve Odell.

## AFTA NTIA video

**WHILE** the festivities of the AFTA National Travel Industry Awards (NTIA) may have waned in the passing week since the industry's night of nights, there's now a chance to relive many of the highlights from the evening.

*Travel Daily* and *travelBulletin*, as the media sponsors of the NTIA have produced the official highlights video giving you the opportunity to spectate the industry's premier awards night.

The highlights video continues the longstanding media partnership between *Travel Daily*, *travelBulletin* & AFTA, providing extensive coverage of the awards and unmissable exclusive behind-the-scenes content.

To view the NTIA video **CLICK HERE** and see *travelBulletin's* coverage in the NTIA special edition **HERE**.

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## Window Seat

**IF YOU** have a problem, if no one else can help, and if you can find them, maybe you can hire... the A-Team.

On the other hand if you're looking to surprise some Flight Centre Agents - go for sign-carrying ninjas!

Masters in the art of surprise, a team of ninjas has been stalking Flight Centre stores as part of a prank by Avalon Waterways.

Agents were targeted by a secret shopper looking to book an Avalon river cruise, only for the ninjas to walk behind the "customer" holding signs featuring vistas seen from an Avalon suite.

"We wanted you to get a feeling from an Avalon suite," the would-be client said.

## Canada megafam

**AGENTS** can win one of 30 spots on the 2019 Canada Mega Fam by signing up to the Canada Specialist Program and making at least one Air Canada booking before 04 Sep.

When registering, agents will be shown five itineraries and asked to rank them in order of their preference.

Each itinerary will be for five nights, with the fam wrapping up with a two-night stay in Vancouver - see **page four**.



**CPE TRAVEL**

## Travel Team Leader

CPE Travel is an established boutique agency located in the heart of New Farm, where we have been supporting the luxury travel market and the group itineraries of CPE Conferences. Our office hours are Monday through Friday from 8:30 - 5:00 p.m. with free on-site parking. We're currently seeking a travel agency supervisor to lead the team at our Magellan Travel affiliated agency by improving overall customer experience through knowledge and skill sharing, work processes enhancement, training and development and use of technology.

Learn more about this great opportunity and apply today at [CPEtravel.com/Jobs](http://CPEtravel.com/Jobs)

Want to generate enquiries?

Send your clients a customised edition of *Travel & Cruise Weekly* magazine

[CLICK HERE FOR INFO](#)

## Your Travel portal

**HOST** agency Your Travel & Cruise is adding a live airfare and hotel bookings tool to its platform, in addition to the live cruise bookings it already offers.

Your Travel & Cruise Managing Director Les Farrar said the addition of flight and hotel bookings provided agents with a unique advantage to help them grow their business.

"We're the only Australian host agency that provides our agents with their own personalised website with built-in consumer booking tools, and by adding flights and hotels to the mix, we're offering even more value to our agents," he said.

The portal offers a search of all major airlines and hotels, and more than 19,000 cruises.

## ACCC raises QF concerns

**THE** Australian Competition and Consumer Commission (ACCC) has raised concerns over Qantas' purchase of a 19.9% stake in Alliance Airlines back in Feb (*TD* breaking news).

The acquisition came as a surprise to Alliance Airlines, who at the time said it had not received any approach from Qantas prior to the purchase (*TD* 01 Feb 2019).

Launching an investigation as to whether Qantas' acquisition was in the best interests of competition on 12 Feb, the ACCC today released a list of concerns including whether it was likely to "hinder competition between Qantas and Alliance Airlines" or adversely affect "Alliance Airlines' ability to grow and compete either now or in the medium to

longer term".

Qantas has responded to the ACCC's concerns, insisting the move was driven by Alliance Airlines representing a profitable business with "attractive levels of exposure to the resurgent resources charter market".

"As we made clear when announcing our stake, we have not sought any management control or a board seat and remain a passive investor in Alliance," the carrier stated.

"We respect the role of the ACCC and have agreed not to expand our shareholding in Alliance while the ACCC continues its investigation".

In Jun, Qantas CEO Alan Joyce said the airline planned a full takeover of Alliance Airlines at some point in the future, an ambition he asserted while speaking on the sidelines of the IATA conference in Seoul (*TD* 12 Jun 2019).

"We made our intentions clear, our medium- to long-term objective is to try a full take-over of Alliance Airlines...there is a lot of synergies with Network Aviation which flies the same Fokker 100 aircraft," Joyce said.

The ACCC is taking submissions on its concerns until 21 Aug.

## Qantas, DNSW deal

**QANTAS** and Destination NSW have signed a three-year, \$25 million marketing deal to boost tourism, following on from a previous similar deal from 2016 to 2019.

The agreement will see the State promoted across Australia, as well as in key international markets, such as China, Hong Kong, Indonesia, Japan, NZ, North America, Singapore and the UK.

The new agreement comes after the recently-launched Passenger Perks (*TD* 30 Jul), which promotes special deals across all Australian states and territories for international passengers only.

## Scenic theatre clip

**SCENIC** has provided a glimpse at *Scenic Eclipse's* interiors, sharing a time-lapse video of the vessel's hi-tech theatre, ahead of the new vessel's first departure in two weeks.

Designed using advanced cinemascope technology to create an immersive 270-degree experience, the theatre will be a focal point for entertainment, Discovery team education and lecture sessions.

*Scenic Eclipse* will sail on her maiden voyage out of Reykjavik on 15 Aug (*TD* 26 Jul).

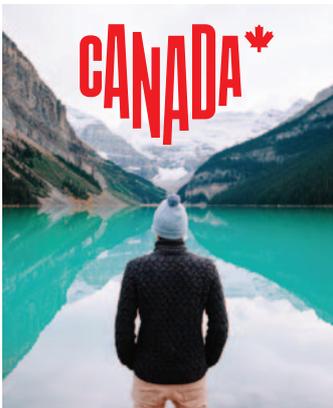
[CLICK HERE](#) to view the video.

## Finnair commission

**FINNAIR** is making changes to the standard BSP commission in Australia.

Effective from 02 Sep, tickets with a point of commencement in Australia will attract 5% commission, while tickets with a point of commencement outside will attract 0%.

All existing bookings for ticketing up until 01 Sep will attract 5%.



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## SUSTAINABILITY MATTERS

Today's Sustainability Matters is brought to you by *Hurtigruten*

### How do you kick off your sustainability journey?



From our experience at Hurtigruten, it is essential that you have a champion for change and a business that desires change.

Step 1. Find that champion(s) which must include someone in leadership.

Step 2. Build a frame work. Hurtigruten use 9 of the UN Sustainable Development Goals <https://sustainabledevelopment.un.org/?menu=1300>

Step 3. Create a vision for your business and set milestones.

Step 4. Commit to tough choices

I noticed that Reho Travel; the world's first B-corp Travel business outlined some good steps to change; in summary; [^We moved our office...to improve staff wellbeing and reduce our footprint; our offices are carbon neutral Reho have strict purchasing guidelines; repurpose merchandise; recycling is mandatory, and single use plastic, straws and paper coffee cups are all banned].

Well done - Love it!

Start this positive journey by making good choices. Hurtigruten puts sustainability at the core of our decision making and an example is that our new Melbourne office is in a very funky certified B-corp Co-working Hub. You can make change happen.

<https://www.hurtigruten.com.au/green-pioneer#/>

*Damian Perry, Managing Director APAC, Hurtigruten*



Content produced in collaboration with Qatar Airways

**QATAR** Airways recently won the World's Best Airline for the fifth time at the 2019 Skytrax World Airline Awards.

This is the first time any airline has been awarded World's Best Airline for the fifth time.

Qatar Airways is committed to delivering the best travel experience for all their customers, including in Economy class where they offer several advantages over other airlines.

When travelling with the airline, every passenger receives free seat selection for every flight.

Seats can be assigned during the booking process or selected afterwards in the Manage Booking section of the airline's website, though seats with extra space like the bulkheads and exit rows can only be assigned at airport check-in.

Qatar Airways also offers a generous baggage allowance, with 30kg standard for all Economy class fares.

In addition, when travelling on QR-operated flights, passengers who are Privilege Club Silver get an additional 10kg allowance free of charge, 15kg if they are Privilege Club Gold or oneworld Sapphire and a massive extra 20kg if Privilege Club Platinum or oneworld Emerald.

All Economy class seats offer the comfort of a soft blanket and the chance to unwind and relax, with attentive cabin crew taking care of the rest.

On long-haul flights,



every passenger receives a complimentary amenity kit with lip balm, dental kit, eye mask, socks, and ear plugs.

When it comes to in-flight entertainment, Qatar Airways' Oryx One provides 4,000 wide-screen entertainment options.

Passengers can also stay connected to the world with wi-fi on-board the airline's A380, B787, A319 and selected A320, A321, A330, A350 and B777 aircraft and complimentary messaging service for one hour.

For those travelling with children, Qatar Airways' on-board Oryx Kids Club will keep them occupied, with in-flight activity packs and dedicated children's channels and games on the Oryx One entertainment system.

Enjoy the Economy class experience when flying Qatar Airways to over 160 destinations worldwide.

For more info on Qatar Airways Economy class [CLICK HERE](#).

## QR introduces Quisine

**QATAR** Airways will bring its new catering concept, Quisine to its Economy class cabin from August this year.

The airline currently offers a seasonal salad, choice of three mains courses and dessert for every main meal service and the Quisine concept will introduce 25% larger appetisers and main courses and 50% larger desserts.

When it comes to packaging,

Qatar Airways is demonstrating its commitment to the environment by increasing the recyclable and biodegradable products used in meals by 80%, and 80% of tray items comply with the ban on single-use plastics.

Complimentary non-alcoholic and alcoholic beverages will continue to be available throughout the flight.



## Experience the World's Best Airline

qatarairways.com

GOING PLACES TOGETHER

## Aus says aloha to Hawaii



**HAWAII** Tourism Oceania (HTO) attended Get Global 2019 last week with key delegates from the Hawaiian Islands, including representatives from Prince Hotels, the Alohilani Resort Waikiki Beach, Current Affairs Hawai'i and Hawaiian Airlines.

The appearance wrapped up a successful sales mission week for HTO across three cities in Australia, with the trip including a Pau Hana Evening in Brisbane, client visits in Melbourne and a luncheon with the US Consul General in Sydney.

Visitors to the Meet Hawai'i Zone at Get Global had the opportunity to network with the suppliers from the Hawaiian Islands and receive an exclusive Meet Hawai'i destination pack.

**Pictured** saying aloha in Sydney are: Kritsada Phadungkiatipong, Hawai'i Tourism Oceania; Tiffany Richardson, Current Affairs Hawai'i; Philip Richardson, Current

Affairs Hawai'i; Bradley Doell, Prince Resorts Hawai'i; Joyce Weir, Hawaiian Airlines & Rob Riter, Alohilani Resort Waikiki Beach.

### SkyBus MEL works

**SKYBUS** yesterday completed the final stage of its \$3m overhaul of the ticketing and passenger infrastructure at Melbourne Airport across terminals 1, 3 & 4.

The project allows SkyBus to accommodate greater passenger numbers coming through the airport through to 2030.

The enhancements include new e-kiosks and waiting areas.

### IHG in Japan

**INTERCONTINENTAL** Hotels & Resorts has opened ANA InterContinental Beppu Resort & Spa in one of Japan's renowned hot spring destinations.

The resort is located in the Oita Prefecture in Kyushu.

## APPOINTMENTS

**WELCOME** to Industry Appointments, *Travel Daily's* Thursday feature which is brought to you by **Travel Trade Recruitment**.

If you have just appointed someone to a new position and would like to update the industry email appointments@traveldaily.com.au.



Munich Airport's Supervisory Board has named **Jost Lammers** as the airport's new President and Chief Executive Officer. Lammers will succeed Dr. Michael Kerkloh, who will retire at the end of the year.

**Vera Straubinger** has stepped into the role of Head of Marketing at **Trafalgar**. Straubinger joined Trafalgar after seven years at Suncorp, most recently as its Group Brand Strategy Lead.

**Natalie Freeman** has taken on a new Sales Manager, Victoria and Tasmania role with **Dream Cruises**. She joins the cruise line from her role with Creative Cruising as National Key Account Manager and Business Development Manager (Queensland & Western Australia).

**Association of Australian Convention Bureaux** has announced the appointment of **Gareth Martin** to its board, who was also recently appointed Chief Executive Officer of Perth Convention Bureau.

### Force for Good

**A FORCE** For Good is on the hunt for "the most Inspiring Women in Travel" to fill the last spot in the lineup for its 2020 event on 06 Mar in Sydney.

Held on the Fri before International Women's Day, the event aims to drive diversity and inspire females within the travel industry.

The organisation is urging those who have an amazing story and care about making a difference, or know someone who does, to get in contact **HERE**.

### UNESCO addition

**ORE** Mountains, on the border of Germany and the Czech Republic, is the newest UNESCO World Heritage Site.

In 2019, the UNESCO World Heritage Committee admitted 29 sites to the World Heritage list, bringing the current total of cultural and natural sites to 1,121 in 167 countries, with 46 in Germany & 13 in Czech Republic.

The mountains are notable for their idyllic landscapes, unique river valleys and settlements.

### Cairns tourism hub

**NEW** economic modelling released yesterday shows a Global Tourism Hub in Cairns could attract between 50,000 and 500,000 extra tourists a year to North Queensland.

Pricewaterhouse Coopers' *Tropical North GTH economic impact analysis* also showed between 150,000 and 300,000 visitors would likely stay longer in North Queensland as a result of a Global Tourism Hub.

### Club Med giveaway

**CLUB** Med is offering agents the chance to win a waterproof Bluetooth JBL speaker "to celebrate the opening of sales for the 2020 sun season".

To win the speaker, agents must make a booking between 31 Jul and 30 Sep, and share a post promoting the Club Med summer 2020 campaign on their socials.

The company is also running an Super Early Bird offer until tomorrow on 2020 Club Med holidays, which is guaranteed across all dates, rooms and services.

**LOOKING FOR A SPECIFIC INDUSTRY SUPPLIER?**

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# —AGENT ACADEMY—



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The next 50 consultants will receive \$50\* each in Scenic Rewards points.

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\*Conditions apply, refer to [scenic.com.au/agentacademy](https://scenic.com.au/agentacademy)



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Love the travel industry but tired of the front line? Here's a chance to try something new whilst enjoying Monday - Friday hours, a top salary and great bonuses. As part of the AA team your days as a recruitment account manager will involve meeting candidates, building strong relationships with existing clients and growing your client portfolio via networking to ultimately make a perfect client/candidate match. Interested? Call our MD today.

**RARE ROLE WITH INDUSTRY SUPPLIER**

**SENIOR ACCOUNT MANAGER  
SYDNEY –SALARY \$120K PLUS PLUS**

Having just won a significant account our client are in need of a Senior Account Manager to take the lead of this large Account. We are looking for someone extremely polished who has worked on large market accounts and is confident presenting to board rooms, liaising and negotiating at the CEO level. Ideally someone from a corporate background who has had experience within the banking or insurance industry would be an advantage.

**ON THE ROAD AGAIN**

**TRAVEL INDUSTRY BDM  
SYDNEY- SALARY \$70K BASE PLUS CAR AND BONUS**

We are searching for a Sales Executive who is passionate along with the ability to source and secure new business to join this industry leader. You will have a real drive, passion and understanding of the travel market along with the ability to establish relationships and conduct presentations to secure wins for the business. Be rewarded with a supportive team and be proud to walk through the doors with this product under your arm

**BRING YOUR STRATEGIC SKILLS**

**CORPORATE ACCOUNT MANAGER X 2  
SYDNEY- SALARY UP TO \$110K**

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.

**EXPERT HUNTERS WANTED**

**BUSINESS DEVELOPMENT MANAGER  
SYD, MEL, CBR, BNE - \$80K PLUS SUPER PLUS BONUS**

These roles rarely come up so if you are a true sales professional from a corporate TMC or Industry background we want to hear from you. Positions in SYD, MEL, BNE and CBR, you will have a solid sales background, experience cold calling and building solid pipelines. You will be rewarded with a base salary of \$80K plus super plus commission. Work hard and you could see yourself earning up to \$150K, fast career progression also on the cards.

**THE RAREST OF OPPORTUNITIES**

**REGIONAL SALES MANAGER  
MELBOURNE AND SYDNEY- UP TO \$112K PKG**

If you're well connected within the travel market and looking for a first class product to represent – don't miss out on this challenging BDM opportunity. Along with managing and growing existing leisure accounts you'll be confident in identifying and building new business opportunities to increase revenue, experienced in presenting and have strong negotiation skills. Previous experience in a similar industry sales role is preferred. Top package.

**IT SAVVY**

**JUNIOR ANDROID DEVELOPER  
BRISBANE – UP TO \$90K PKG**

Come and join a leading travel organisation in Brissie in their IT team. As part of the mobile team you'll be responsible for planning and developing the company's App. Your knowledge and experience using Java and Kotlin along with end to end mobile testing will see you quickly step into the role and be up and running in no time. This will be the start of a long and promising career with a global leader. Call to find out more.

**INCREASE ONLINE TRAFFIC**

**DIGITAL MARKETING SPECIALIST/OPTIMISATION  
BRISBANE - \$80K PKG**

We are looking for a digital marketing expert to join a growing team in Brisbane. Using your extensive online experience and knowledge you will be able to assist in creating an amazing online environment for customers and increasing conversion rates. Your firsthand website development experience, Google material design skills & Ecommerce knowledge will see you excel in the role. Strong salary package & long term development on offer.

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## Career Opportunities

Singapore Airlines is the world's most awarded airline; recognised for exceptional customer service and providing the highest standards of international air travel.

We are recruiting now for a number of new positions in a range of commercial disciplines across the country.

### Melbourne

- Account Executive - Corporate
- Account Executive - Agency
- Inside Sales Supervisor - Corporate
- Inside Sales Executive - Corporate
- Inside Sales Executive - Agency
- Marketing Communications Executive
- Loyalty Marketing Executive
- Corporate Strategy Officer
- Loyalty Officer
- E-commerce Officer
- Marketing Admin Officer

### Brisbane

- Account Executive - Agency
- Inside Sales Executive - Agency
- Snr Partnerships & Activation Associate

### Sydney

- Management Trainee
- Account Executive - Agency
- Inside Sales Executive - Agency
- Sales Operations Supervisor
- Sales Operations Officer
- Sales Operations Admin Officer
- Snr Partnerships & Activation Associate
- Snr Human Resources Officer
- Administration Officer

### Perth

- Account Executive - Agency
- Snr Partnerships & Activation Associate

For more information and to apply, visit [singaporeair.com/aucareers](http://singaporeair.com/aucareers)  
Applications close 7 August 2019.



## World-class views with world-class lodging

### At night, the landscapes turn to dreamscapes.

**TRANSLATION?** What makes Rocky Mountaineer different from other train experiences is that we only travel during the day, so your clients will never miss a minute of the jaw-dropping landscapes they've come to see. Guests will enjoy a great night's sleep at one of our carefully chosen hotels, waking up refreshed for a new day of sightseeing.

Rocky Mountaineer offers a variety of fine hotel accommodations along with the two onboard service options: SilverLeaf Service and GoldLeaf Service - otherwise known as extraordinary and even more extraordinary. Both options offer luggage transfers and on-site restaurants or fabulous dining

options within walking distance so your clients can explore the region's cosmopolitan cities and picturesque towns without giving up a moment of beauty sleep.

### SLEEP TIGHT, EVERY NIGHT

Clients booked on SilverLeaf Service packages are treated to accommodations similar to the Elk + Avenue Hotel in Banff where they can experience exceptional comfort and warm hospitality in the heart of Banff National Park and the Canadian Rockies. This property offers all the comforts of a modern hotel, including flat screen televisions, fitness facility, indoor whirlpool and dry cedar sauna.

For guests who opt to travel in GoldLeaf Service, there's the iconic Fairmont Banff Springs – Canada's "Castle in the Rockies" – providing legendary hospitality for more

than 125 years. The hotel is a luxury mountain resort offering a championship golf course during the summer, and the award winning 38,000 square foot European-style Willow Stream Spa. Of course, these are just a couple of examples from a plethora of Rocky Mountaineer hotels partners in Vancouver, Victoria, Banff, Lake Louise, Jasper and Calgary.

Have clients who are celebrating a special occasion? Make each evening even more luxurious for them, offer to upgrade their GoldLeaf Service accommodations to include superior views or more spacious rooms.

With all of these lodging options, you can tailor your clients' journey to meet their needs and exceed their expectations while they experience the Canadian Rockies on the trip of a lifetime.

