



We are in search of the next epic **Business Development Manager** representing the multi award winning cruise line everyone is talking about – **Virgin Voyages**, exclusively through **Travel the World**, based in Sydney. We are looking for a charismatic, dynamic and passionate individual with strong strategic and commercial acumen and a focus on achieving results. At Travel the World, we offer outstanding working conditions within a highly supportive and vibrant team environment.

About the Job

Our rockstar Business Development Manager will be responsible for growing trade business through a set of “Red Hot” strategic accounts and other channels across NSW & ACT.

In this role, you will oversee the development and implementation of quarterly and annual plans for select Strategic trade partners. You will curate focused plans aligned to Virgin Voyages commercial goals, maximising ROI, widening channel distribution and generating high levels of engagement from your travel agents “First Mates”.

Across your regions you will also be responsible for identifying new potential business partners, acting as a point of contact for retail branches and other developing accounts and hosting visits, events and other trade/consumer shows when required. Relationship building and strong commercial acumen will be key to driving you towards success.

Essential Duties and Responsibilities

- Strategic Accounts – day to day contact for a set of high performing trade partners. Working with Travel the World Director of Sales to negotiate mutually beneficial commercial arrangements, multi channel, ROI focused marketing plans and curating training and engagement strategies
- Develop strategic account plans to keep us focused on maximising bookings, revenue and return on investment
- Provide regular reporting on account performance, competitor and industry analysis and identifying future opportunities
- Developing and enhancing relationships with key stakeholders and decision-makers both externally and internally
- Delivering training and presentations to frontline sales agents and representing the Virgin Voyages brand at major consumer and trade events
- Perform other duties as required. Travel within Australia & New Zealand and overseas will be required.

Key Relationships

- Travel the World Sales Team
- Virgin Voyages – Head of Sales, Australia & NZ
- Strategic Account HQ contacts
- Regional and State Managers for your accounts

Financial Responsibilities

- Bookings & Revenue
- Upselling onboard revenue opportunities including Bar Tabs, Shore Things
- Expenses

Qualifications

- 5+ years of BDM or Account Management experience
- Cruise, Travel, or Hospitality industry experience preferred
- Bachelor's degree preferred
- Proven experience in sales negotiations and measuring ROI
- Proven relationship building experience
- Clear driving record

Knowledge And Skills

- Commercially focused
- Strategic thinker
- Proactive problem solver
- Charismatic presenter
- Dynamic and flexible to changing industry demands
- Strong negotiation and relationship building experience
- Ability to assess and make decisions quickly and effectively
- Thinks outside the box
- Self driven with exceptional time management
- Significant understanding of the Australian travel market and cruise industry

Today's issue of TD

Travel Daily today features five pages of the latest news including **Business Events News**, plus a front cover wrap from **Travel The World** and a full page from **Tourism NT**.

No TD tomorrow

TRAVEL Daily will take a break tomorrow to soak up the sun and crack a cold one on Australia Day, before returning refreshed (and maybe a little sunburnt) on Mon.

ACCC compliance push

THE Australian Government is being urged to specifically include competition as a new objective in Sydney Airport's slot management scheme to improve access to emerging domestic airlines such as Rex and Bonza.

Outlined in the ACCC's recent submission to the Federal Government's Aviation Green Paper, the competition watchdog said defining competition as an objective will make it easier for decisions to be made in line with intentions of the *Sydney Airport Demand Management Act 1997*.

The ACCC said slot management has become increasingly crucial to competition, with the changes able to be done while maintaining noise management measures including the hourly movement cap and the daily curfew.

The submission called for the 'Compliance Committee' outlined in the Act to be converted into a separate body operating independent of airlines, going further than a recommendation

in the Harris Review of 2021.

Currently, this body includes up to seven individuals appointed by Federal Transport Minister, Catherine King, nominated by airlines currently using Sydney Airport, the airport itself and Airport Coordination Australia.

This means airlines which may be misusing slots are members of the committee responsible for enforcing the rules.

"The incentives against any genuine action to fine slot abusers is substantial and appears to represent a failure of policy design...the design is one where the strongest legal sanction in support of slot compliance is not likely to ever be used," the Harris Review stated.

The ACCC said the Compliance Committee must be empowered to impose its own penalties including withdrawing slots and pursuing civil action in the Federal Court in the event of serious and persistent slot misuse. *ML*

Air Canada webinar

AIR Canada is inviting agents to learn about its new NDC program in the carrier's upcoming webinar sessions on Tue 30 Jan and Wed 31 Jan at 9.30am AEDT.

Those tuning in will hear about the benefits of the program, which includes expanded product content such as best available seat inventory and discounted ancillary pricing, as well as details of the Distribution Cost Recovery program - register **HERE**.

TRAVELMARVEL

Travel More

EUROPE RIVER CRUISING



2025 PREVIEW PRICING OUT NOW

Access your FREE marketing tools now via our trade portal

ATG CONNECT

Unique Tourism win

FIJI'S Jean-Michel Cousteau Resort on Vanua Levu has tasked The Unique Tourism Collection to handle its Sales and Marketing activities in Australia and NZ.

The Sydney-based UTC will work closely with trade partners to promote the property and drive business from the two markets.

Jean-Michel Cousteau Resort features 25 bures overlooking the ocean or landscaped gardens and is also home to the world-famous Jean-Michel Cousteau Dive Centre where guests can explore coral reefs with expert divers.

Virgin's next BDM

TRAVEL The World is on the hunt for a high-performing Business Development Manager to work on its Virgin Voyages account - for more details, see today's **front page**.

Win a trip to the NT

JOIN Tourism NT's live webinar and start your journey to becoming a Northern Territory expert and you can win a trip to see it all for yourself.

Webinars are scheduled for 06 and 07 Feb - see **page six** to find out how to register.

TRAVELMARVEL

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NOTES:

- Museums
- Culture



Window Seat

THOSE of us who are drawn to dark tourism will appreciate Travel Nevada's latest offering - a 'Paranormal Passport' which encourages visitors to explore the US state's most haunted locations.

From its over 600 ghost towns to its Extraterrestrial Highway, not to mention an eerie outdoor sculpture park and a frightening clown-themed motel, the Silver State is replete with supernatural sightseeing opportunities.

Free to download, the Paranormal Passport allows travellers to digitally check in at nearly 50 sites, earning points to put towards a spooky prize pack - so if you aren't afraid of ghosts, you can find out more info [HERE](#).

IASC Virgin support

FOUR submissions have been received at the eleventh hour in support of Virgin Australia's request for 2,464 seats per week on flights to Indonesia.

The Transport Workers Union, Flight Attendant's Association of Australia, the ACCC and one private submission are all calling for Virgin's request to be granted.

Arguments in Virgin's favour cite a commitment from VA to hire Australian crew to work on these flights plus competition benefits.

New Geraldton jetty

WESTERN Australia Premier Roger Cook has opened a new Breakwater Tourism Jetty in the town of Geraldton, designed to improve boarding on vessels heading to the Abrolhos Islands.

The new jetty can accommodate larger commercial vessels of over 25 metres in length and provides better access to the Geraldton CBD retail precinct for visitors.

Linkd expands its team

LINKD Tourism has announced the appointment of Michal Zdanowicz, who has held high-level marketing roles at Tourism WA and Scenic Cruises, as its new Senior Account Executive.

He is tasked with managing the trade relations and marketing for New York State Tourism, in addition to supporting the PR team across all destinations represented by the agency.

"Michal has a clear passion for destination marketing and the travel industry as a whole...I am confident we will see him take the success of our clients to the next level," Linkd Owner and MD Kylee Kay shared.

The Sydney-based agency has also promoted its Public Relations Manager, Trina Shepherd, to the role of PR Director, which will see her take the reigns from Polly Simmons, who will be on maternity leave between 15 Feb until early 2025.



"Over the past two years Trina has demonstrated a wealth of knowledge and connections within the industry and with media," Kay enthused.

"I'm confident that her promotion will see her excel with determining the strategy and direction of the team and our key PR clients." JM

New Cal flash sale

AS PART of its latest flash sale, Aircalin is offering discounted fares from Sydney and Melbourne to Noumea, starting from \$499 return, until 01 Feb for travel dates in Feb, Mar, and Apr.

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Canada Platinum status

ACCESS to discounted vouchers and passes that can be redeemed for personal holidays to Canada is part of a new Platinum rewards tier in Destination Canada's agent training platform.

The new upper tier is open to agents completing modules in the Canada Specialist Program (CSP) to earn Platinum status and certify themselves as an expert.

Platinum status is earned after completing 22 Provinces/Territory/Cities chapters.

Agents can track their progress in the revised program and upon reaching Platinum, obtain a personalised badge which can be added to personal credentials.

Destination Canada Australia Trade Account Director, Nathan McLoughlin, said the new rewards are certain to be popular.

"Experience has shown us that providing agents with the means to access tourism experiences on their own personal travels is a key force in ensuring the industry is able to sell Canada to their clients," McLoughlin said.

"Destination Canada has continued to work to update and ignite agents' enthusiasm for Canada with new CSP modules, exclusive CSP fams and CSP webinar training." *ML*

Riviera fly/cruise

RIVIERA Australia has launched three new Europe fly-stay-cruise packages, each paying 10% commission to booking agents.

Leading the charge is a 21-night 'Marvels of Europe' tour featuring four nights in Amsterdam, a train to Cologne followed by a 14-night river cruise to Budapest, along with sightseeing in both cities.

The 19-night 'Tapestry of Spain and Portugal' itinerary features an 11-night Iberian tour and a week-long round-trip river cruise from Porto.

In France, a 12-night itinerary offers TGV train service from Paris to Avignon before a seven-night river cruise from Lyon to Nice plus much more.

For more info, call Riviera Australia on 1300 857 437.

Uniworld agt rates

UNIWORLD River Cruises is offering agent rates of up to 60% off selected European sailings if booked by 29 Feb.

To be eligible to access the deal, agents must have completed the Uniworld University online training course.

Eligible agents can book up to two staterooms on selected cruises including 'Brilliant Bordeaux' and the 'Enchanting Danube' from Budapest to Passau plus many more.

Uniworld is also waiving the solo supplement on many popular European itineraries following a 31% rise in solo passengers in 2023 compared to 2019.

[CLICK HERE](#) for more details.

Traveltek celebrates 25 years



A QUARTER of a century after its formation, travel technology innovator Traveltek is riding a wave that spelled out a record year for the company in 2023.

Cathay back to BCN

CATHAY Pacific will resume its seasonal nonstop route between Hong Kong and Barcelona, with three flights weekly running from 17 Jun to 26 Oct.

Venice tax in effect

AFTER several delays, tourism officials in Venice have finally launched a reservation platform for day-trip visitors to Venice to purchase passes for €5pp (A\$8).

The platform is initially selling tickets for 29 peak dates between Apr and May 2024 and on weekends from May to Jul.

The Venice Access Fee is in place in an effort to combat overtourism to the city, however its introduction has seen multiple delays (*TD* 19 Jul 2022).

Travellers with hotel stays in Venice are exempt from the fee.

Once paid, the system issues a QR code and instructions on how to redeem the pass.

In a year which saw Traveltek launch its new cloud native agent desktop solution 'Connect', its North American business soared to comprise nearly 50% of all new business written.

Traveltek Chief Executive Mel Barritt described 2023 as an outstanding year for the company with record growth and revenue.

"We look forward to building on our legacy of innovation and excellence, and to continuing to serve our clients with the same passion and dedication that has defined us for the past 25 years."

Pictured above toasting to success at the festive Traveltek Christmas Party, from left, is CFO David Hayward, CEO Mal Barritt, CCO Cressida Sergeant and COO Stuart Cotterell. *ML*

Titan bonus comm

AGENTS can earn a bonus 5% commission by booking any of Titan Travel's worldwide itineraries before 31 Mar in a new incentive launched to kick off 2024.

With all Titan Travel tours guaranteed to depart, the bonus commission will be automatically applied for bookings made via the Titan Agent Portal.

The Chat with Jenny

Travel Daily

Conversations with women in travel

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NZ open for biz

BUSINESS Events Industry Aotearoa (BEIA) is inviting hosted buyers to apply for MEETINGS 2024 from 31 Jan.

The business events showcase, which takes place 19-20 Jun in Rotorua, will highlight the country's best MICE products and services.

Fully-hosted buyers can book 26 appointments over two days from a choice of up to 200 exhibiting organisations, and will receive free transport to Rotorua, accommodation at one of eight host hotels, and tickets to social events.

A new Hobbiton Movie Set tour, destination famils, and a special Matariki dinner are also included in the hosted buyer program.

For more information, [CLICK HERE](#).

AIME '24 BIGGEST IN 10 YEARS

THIS year's Asia Pacific Incentives and Meetings Event (AIME) is shaping up to be the biggest in a decade, with 63% more exhibitors than last year set to showcase their offerings.

More than 3,500 visitor buyers are set to descend on the Melbourne Convention and Exhibition Centre (MCEC) next month, alongside 570 exhibitors and more than 600 buyers from 33 countries.

For the first time since the pandemic, international destinations such as the United States, the UK, Canada, India, Italy, and more are registered to attend the prestigious MICE event.

"Off the back of our incredible 30th anniversary AIME in 2023, this year we return even bigger and better than ever," AIME Event Director Silke Calder shared.

"We are excited to welcome the



business events community back to Melbourne and are thrilled with the incredible support we've received from international destinations along with Australia's convention bureaus - every state in Australia will be represented."

Attendees will notice all-new zones, including 'The Boutique', a dedicated section for operators offering bespoke and highly customisable experiences, and the DMC Network, which

will bring together destination management companies from around the world.

MEANWHILE, time is running out for passionate events professionals to apply for Australian Business Events Association's Emerging Leaders Challenge, which gives them the opportunity to share their ideas at the AIME Leaders Forum.

Submissions close 9am AEST next Thu, 01 Feb, [HERE](#). JM

Zangari promoted

MICHELLE Zangari has been announced as the new Senior Manager, Live Events at the International Convention Centre (ICC) Sydney.

After joining the venue in 2016, Zangari worked her way up into the role of Ticketing and Bookings Manager in 2021.

She is now entrusted with leading nine Live Events team members delivering event management, operations, ticketing, booking, business development, partnerships and merchandise management.

Corporate meetings venue with a twist

THE newly opened luxury Visama Mae Chan tented camp in northern Thailand is now available to hire for private corporate events.

Situated on 12 acres and surrounded by forested hills, rice paddies and small villages, the five-star camp can be booked for board meetings, strategic planning retreats, and incentive reward bookings.

There are 10 safari tents available with air conditioning,



wi-fi, as well as a bathtub, rain shower, refrigerator, large balcony, and more.

Teams can enjoy a variety of activities, including hiking and biking trips, cooking classes, yoga, archery, fireside movie screenings, and BBQs.

Destination Aus

REGISTRATIONS are now open to attend the 2024 Destination Australia Conference, which takes place 13 Mar at the ICC Sydney.

With 'The next chapter for sustainable growth' as the theme, the full-day conference will focus on the future of Australian tourism, and will be followed by a networking event in the evening - register to attend in-person or virtually, [HERE](#).

Connect with your clients and ramp up your social media content

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appointments@traveldaily.com.au

Jason Liberty, the current President and CEO of Royal Caribbean, has been named as the new Chairman of **Cruise Lines International Association (CLIA)**. Liberty brings an extensive background in the cruise industry including over 18 years with the cruise line, and will continue to push for decarbonisation and sustainable growth in the industry as chair of the association.

Flight Centre Travel Group has appointed **Sarah Quinn** as its Global Head of PR and Communications after a three-year tenure at Visit Victoria, where she was Head of Media and Communications. Quinn brings close to two decades of industry experience to the table, including roles at Air Asia and Destination NSW. She was also the principal media advisor for the Gold Coast 2018 Commonwealth Games.

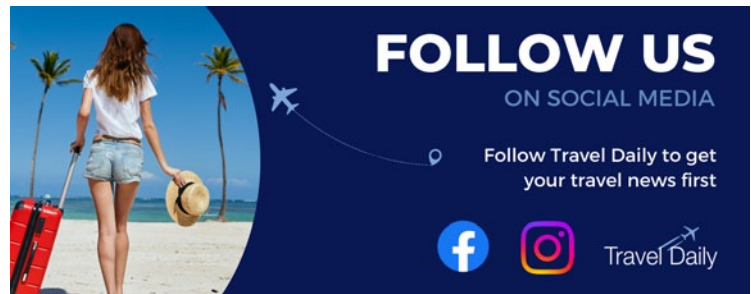
The Sydney-based **TFE Hotels** has announced the appointment of **Asli Kutlucan** as Chief Executive Officer of Adina Hotels in Europe. The appointment is a bid to "solidify" the hotel operator's strong leadership base in Europe, as the international hotelier boasts more than three decades of hospitality experience from around the world. Kutlucan is based at Adina's head office in Berlin.

John Lewis has taken on the new role of Sales Manager, Australia at **Avis Budget Group**. Based in the Brisbane, Queensland, the sales professional brings more than 20 years of experience in the travel business scene, including a decade with Corporate Travel Management and a five-year stint at FCM Travel Solutions Australia. Most recently, Lewis was Business Development Manager at World Travel Protection.

Tropical North Queensland resort **Lizard Island** has announced a new onsite General Manager. **Mark Leslie** carries over three decades of tourism and hospitality experience heading up some of the world's most renowned resorts across Africa, the UK, and more. Leslie was most recently posted as General Manager and owner's representative at the private Moskito Island in the British Virgin Islands, which houses Sir Richard Branson's private estate.

Daniel Finch has taken on the role of Chief Executive Officer of **The Star Brisbane**. Finch, who boasts a significant career in the travel and hospitality industry, transitions from Expedia Australia after nine years as its Managing Director. He has also held key executive positions in Australia, New Zealand, the United Kingdom, and Asia.

ANA and **The Walshe Group** have announced **Michael Fletcher** as the airline's new National Sales Manager, effective 15 Jan. The sales expert has a strong background in retail travel, air ticket consolidation, airlines and luxury hotels, including lengthy stints at Virgin Australia and American Airlines. In his new role, Fletcher will be responsible for developing customer relationships across the Australian market.



Take this to the Banksy



ACCLAIMED international exhibition 'The Art of Banksy: Without Limits' (**pictured**) opened in Sydney this week.

The exhibition celebrates Banksy's creativity and thought-provoking messages, and includes several "experiential" areas, and more than 160 works, including new originals added for the tour.

It opened on Wed in Town Hall, presented by entertainment platforms Fever, European company Events, and production company Muse Marketing & Entertainment.

The Sydney leg follows stops in Brisbane and Adelaide, before

Mary Rossi session

MARY Rossi Travel is hosting a Hedonistic Hiking information afternoon, which will see the tour operator's Jackie Parsons take attendees through its all-inclusive guided walks.

Hedonistic offers hikes in Australia and Italy - for more information on the 13 Feb Zoom session, **CLICK HERE**.

The Art of Banksy heads to Melbourne and Perth.

The exhibition has also been to Europe, the Middle East, Asia, and the US, having welcomed more than 1.65 million visitors.

"We are thrilled to be bringing this museum-quality experience to Sydney and as we've seen in both Brisbane and Adelaide, we're certain that Sydneysiders will relish in Banksy's ability to provoke, shock, and even disturb society," Muse founder Kemal Gurkaynak said. *MS*

UA ditches MAX 10

UNITED Airlines is removing the Boeing 737 MAX 10 from its internal plans, saying it "can't count on it".

UA Chief Executive Officer Scott Kirby told an earnings call the airline will work with Boeing on exactly what this will mean for its order of 277 MAX 10s.

United is the largest customer for the MAX 10, and Kirby clarified to investors that United is not cancelling its order altogether.

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Tuesday 6 February

11.00am (AEST) | 9.30am (ACST) | 1.00pm (NZST)

Wednesday 7 February

1.00pm (AEST) | 11.30pm (ACST) | 3.00pm (NZST)

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* For registration and eligibility, visit trade.northernterritory.com