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Travel Daily

First with the news

Monday 28th February 2011

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Webjet shuts down Guru

A NEW Sydney travel agency has been forced to change its name after aggressive action by online agency Webjet to "defend its intellectual property".

The new outlet in the suburb of Concord originally registered as Webjet Guru Pty Ltd (**TD 16 Feb**), but when this was highlighted to Webjet ceo David Clarke he hit the roof, claiming the new company was trying to "hijack" the Webjet brand.

In a brief statement issued this morning, Webjet said it had been "successful in its action against

the Webjet Guru entity" which has changed its name, removed its website and deregistered the webjetguru.com.au URL.

"We again make it clear that Webjet will defend its intellectual property and brand and trade mark at all costs against any attack," Clarke said.

The new agency is now trading under the name Travel Biz Pty Ltd.

Renault earlybird

RENAULT Eurodrive is offering new reduced rates as part of its 2011 earlybird special, with 17% commission payable on bookings paid in full by 31 Mar 2011.

Deals include ten free days on a 21-day Laguna lease, or seven free days on other models, with prices starting from \$1299 - **p10**.

Eight pages of news

Travel Daily today has eight pages of news and photos, a **celebrity interview** with Dannii Minogue, plus full pages from:

- AA Appointments
- Renault Eurodrive

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Air India set for MEL - again

THE long-awaited and much-announced launch of Air India direct flights to Australia may actually come to fruition, with Indian media reporting approval of the new route by the country's Civil Aviation Ministry.

The service was first announced in 2007 by former Vic tourism minister Tim Holding, and then again last year (*TD* 21 Jun), but the planned 01 Nov launch date came and went without any sign of the flights commencing.

On Fri the *Times of India* quoted an AI spokesperson as saying that officials had now "approved our request and granted Air India the traffic rights to operate seven

services per week on the Delhi-Melbourne sector".

It's rumoured that Toll Dnata has signed a ground handling contract with AI for its Melbourne flights, with speculation the services could debut in Jun or Jul.

Travel Daily TV soars

TRAVEL Daily's Youtube channel surpassed a milestone on the weekend, with our uploaded videos clocking up more than 200,000 views in total.

The social media phenomenon has seen a number of travel industry firms successfully promote their products, with some of the most popular videos including those on several Royal Caribbean ships (over 31,000 views), Wendy Wu Tours (9000 views), THAI Airways (8000 views), APT (4700 views), Qantas Holidays (1000 views) and Holland America (2700 views).

We have also revamped the look of the *Travel Daily TV* channel - to view click on the logo or see youtube.com/traveldaily.



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*Conditions apply. ^Refer to incentive flyer for full details.

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Travel Daily

on location in
Cape Town

Today's issue of **TD** is coming to you from Cape Town, courtesy of South African Tourism following Meetings Africa 2011.

MOUNT Nelson Hotel, Cape Town has 201 rooms with views of either Table Mountain or the hotel's verdant gardens.

The hotel offers a range of dining options including the newly built Planet Restaurant, with a menu including smoked crocodile, rooibos cured ostrich and of course tasty springbok.

Seven function rooms are available for meetings and conferences including a spacious ballroom, and there's wi-fi connectivity throughout.

The Mount Nelson also offers function coordinators, audio visual machines for presentations and exhibitions and all inclusive conference packages.

Scenic back to Egypt

SCENIC Tours will recommence all its tour departures to Egypt, as per brochure, from 20 Mar.

The tour operator says it's been closely monitoring the situation since violent demonstrations saw the country come to a standstill earlier this month, but based on information from travel partners and local tour operators, a decision to restart its program next month was appropriate.

The move comes in light of all its brochured tour highlights re-opening, reduced curfew hours and airport reopenings.

Scenic says its utilising regular updated info to confirm the safety of its trips, and will make any adjustments that might need to be necessary in order to ensure the safety of guests.

"We believe that now is a great time to visit Egypt as there will be fewer tourists in the major cities with greater opportunity to experience the sites," Scenic Tours said on its website.

Pacific Eurail sales up

EURAIL Group has reported an 11.9% year-on-year rise in sales for Eurail Passes in 2010, to 427,000, compared to the year prior, exceeding original targets and on par with levels before the global financial crisis.

The Pacific region was one of the highest growth regions, with a 27% sales rise recorded.

Eurail group md Rene de Groot said all products and the majority of countries in Europe were up by the end of the year.

De Groot says that indicators suggest Eurail pass travellers will be around 470,000 in 2011.

SIA 747 back to SYD

SINGAPORE Airlines will drop one of its two daily Airbus A380 services between Singapore and Sydney for 9 days in Apr, replacing it with a Boeing 747-400 aircraft.

According to GDS displays, the change to SQ221/212 will occur between 03 Apr-11 Apr.



Window Seat

IF SHE'S ever looking for a change from show business, TV star Dannii Minogue may have a second career as a tour guide.

As the host of last week's V Australia/Etihad launch function in Sydney (**TD** Fri) she showed her travel expertise by quipping: "I tell my friends that when they're travelling from London to Melbourne, if they see penguins then they've gone too far."

More Minogue musings in **TD's** exclusive celebrity interview - p7.

EUROPEAN LCC easyJet has caused a furore on a new route out of Tel Aviv, with a pork-only menu seriously offending the sensibilities of Jewish passengers.

Those who didn't like the non-kosher option of ham melts were instead offered bacon baguettes - with most choosing to go hungry during the 5 hour flight.



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Monday 28th February 2011

Sitting pretty in Cape Town



DRAGONFLY delighted South African Tourism's hosted buyers last week with a day at the Cape Winelands.

The group experienced the Township of Langa, with a drive through watching the locals from the shanty town on the outskirts of the township on the street.

Shopping in Africa is not for the squeamish, with our tour guide explaining that locals choose a live chicken to purchase and it will be beheaded and plucked before being taken home.

The first stop of the day included the Spier winery, and then a quick drive through Stellenbosch, a town with lots of

Victorian style buildings.

Solms Delta winery, in Fyndraai proved popular with the group, with a tasting being offered while sitting out under a tree followed by a three course lunch, and the day finished with the group spending up big on local arts and crafts at the Green Square Markets.

Pictured above at one of the many conference spaces at the Mount Nelson Hotel in Cape Town **from left** are: Lee Johns, The Travel Brokers; Vickie Carson, Global Events; Eric Lewanavanua, South African Tourism; Suzanne Baker, Eventionz; Monica Little, The Rip Curl Group and Michelle Kerle, Aon.



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Fijian record imminent

AUSTRALIAN visitor numbers to Fiji are expected to reach an all time high in 2010, with statistics from Fiji's Bureau of Statistics for Nov showing a total of 23,615 Aussies visited the South Pacific destination compared to Nov '09.

For the 11-month tally to Nov, arrivals from this market soared 30% to 288,884.

The figures virtually assure Fiji of eclipsing its target of passing the 300,000 annual Australia visitor mark for the first time, as industry partners have indicated "a very strong December."

The Aussie market is also likely to help push the overall overseas arrivals figure to surpass the 600,000 mark for the first time.

QR Canada flights

QATAR Airways has announced its latest destination with the 29 Jun debut of thrice weekly flights between Doha and Montreal.

It's the first QR port in Canada and its fourth in North America, and Qatar Airways will be the first Gulf carrier to operate flights to Montreal.

Accor quake donation

ACCOR is to donate \$2 from every room sold across the group's New Zealand network to the Christchurch earthquake appeal, through to 31 Mar.

The hotel giant operates a total of 29 hotels in NZ, and expects to raise over \$200,000 to the appeal.



Accounting Officer THAI AIRWAYS INTERNATIONAL - MELBOURNE

We are looking for an experienced person to fill a permanent position in our Accounts Department in Melbourne.

Applicants should have a thorough knowledge of accounting principles, be proficient in Microsoft applications (Excel in particular). Travel industry experience is not necessary but would be an advantage.

The role will suit a person with strong attention to detail, who is well organised and able to meet deadlines. They must also have initiative and the flexibility to work independently.

Written applications to be sent to:

Accounting Manager Australia
Thai Airways International Public Company Limited
75 Pitt Street
SYDNEY NSW 2000

Closing date is 8th March.

Please note, only candidates who meet the minimum requirements will be considered and contacted.

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Radical recruitment

BUSABOUT, HAGGIS and Shamrock Adventures, three members of the Radical Travel team, have appointed Glenn Barrington as sales manager for NSW and the ACT.

Warwick addition

WARWICK International Hotels has added the 44-room Martin's Relais in Bruges to its collection, the group's fifth Belgian property.

Daintree re-opens

DAINTREE EcoLodge & Spa in Qld re-opened for business after power was re-established to the region following the impact of the recent Cyclone Yasi.

The property didn't suffer any major structural damage during the cyclone but used the 'down time' to upgrade 15 'treehouse' bays, the Daintree Wellness Spa and other facilities.

LG Group to Sydney

BUSINESS Events Sydney says it will host LG Group incentive delegates from Korea between Mar-Jun and Sep-Oct, luring 3000 people and generating about \$14.4m to the local economy.

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- Minimum of 2 years Business development experience
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- Excellent written and verbal skills, good analytical skills and sound judgment, confidence in dealing with all aspects of correspondence
- Proficient in Microsoft Office including Excel, Word, Powerpoint Outlook & internet
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- Must have experience in HTML
- Relevant degree in IT
- Mandarin speaker preferred

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Let's hear it for New York



NEW York City (NYC) enjoyed its most successful year for tourism in 2010, drawing a record-breaking 48.7 million visitors.

Speaking to **TD** in Sydney last week, NYC & Company vp travel and tourism public relations, Christopher Heywood, said Australians accounted for a massive 509,000 visitors last year.

The 21% growth compared to 2009 (**TD** 13 Aug 09) positioned Australia as the fourth largest overseas market of visitors to NYC after the UK, Germany and France.

Heywood attributed an increase in flights and the strength of the Aussie dollar to a higher volume in business and leisure travel, longer stays (average 11 nights) and high participation rates in activities amongst Australians.

12 staff from NYC & Company arrived in the country last week to attend the four-day Visit USA Travel Trade Promotion events held in Brisbane, Melbourne, Sydney and Perth (today).

"We sent our biggest delegation ever to Australia this year following the fantastic response, including the great buzz and vibrancy, we're receiving from the Australian travel industry", NYC & Company vp tourism development, Makiko Matsuda Healy, told **TD**.

Matsuda Healy said the visiting delegation has had some "great meetings with the wholesalers here", and noticed that the operators are working in advance on their programs and offering a good product selection due to the strong exchange rate.

And according to Matsuda Healy, there will be more marketing activities implemented for the growing Australian trade industry including events, famils, competitions and new incentives for specialist agents of NYC & Company's online training academy - nycgo.com/training.

Pictured above at The Pavilion Restaurant in Sydney last Fri is the NYC & Company delegation, Leslie Platt-Rao, Marriott & Renaissance Hotels; Alison Roberts-Brown, AVIAREPS Oceania; Allison Rodgers, The Broadway Collection; Chris Heywood & Makiko Matsuda Healy, NYC & Company; Neslihan Cafer, Marmara Manhattan Hotel; Lucille Yokell, The Wellington Hotel; Mary Farrell, Top of the Rock; Tara Nixon, Circle Line Sightseeing Cruises; Jon Peahl, Empire State Building Observatory; AnneMarie Wilson, Denihan Group - Affinia Hotels; Sue Jones, AVIAREPS Oceania and Tom Travers, Hotel Beacon.

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March 21	Sydney (Mercur)
March 22	Perth (Mercur)
March 24	Melbourne (Mercur)

*All events are from 8pm to 9pm, except Sydney which starts at 6.30pm

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Brochures of the Week

WELCOME to Brochures of the Week, *Travel Daily's* Mon feature. If your firm is releasing a new brochure of which you'd like to make the industry aware, send a brief description summarising its features and itineraries, including an image of the front cover and contact details to brochures@traveldaily.com.au.



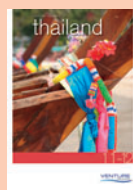
Travel2 - Hong Kong, Macau & China 2011/12

Travel2 has included new accommodation options in Kowloon in its newly launched Hong Kong, Macau and China brochure. Also new for the year is the inclusion of Viking River Cruises offering a 12 day itinerary cruising down China's Yangtze River.

Travel2 - Singapore & Malaysia 2011/12

This expanded brochure includes new highlights such as Star Cruises and Pangkor Island, while accommodation offerings have been boosted in Singapore, Sentosa Island, Kuala Lumpur and Langkawi.

Brochures available from TIFs; book online 24x7 via Calysponet.

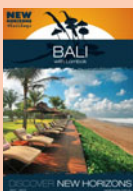


Venture Holidays - Thailand 2011/12

New inclusions in the brochure are itineraries based on a luxurious floating tented camp in Khao Sok National Park and much more. A broader range of sightseeing programs are being made available in Bangkok, Phuket, Chiang Mai and Koh Samui as well as 13 new hotels in Bangkok and other popular destinations - 1300 303 343.

Freestyle Holidays - Hawaii 2011/12

This new look brochure offers a range of hotels, villas and apartments that will cater to all budgets and tastes. Value add inclusions range from a surf lesson in Oahu, Haleakala Summit Sunrise Bike tour in Maui and a body glove snorkel and dolphin sail on the Big Island. Myer One shopping credits with every booking. Call 1300 665 470.



New Horizons Holidays - Bali with Lombok

With Indonesia being a big growth market for New Horizons, this new brochure offers an additional 21 new hotels in the region including W Retreat and Spa, Seminyak and The Seminyak. Also introduced are nine new tours that include the stage show - Bali Agung at the Bali Theatre. For more info see newhorizons.com.au.

Russian Travel Centre - Russia, Trans Siberian, Baltics 2011

The expanded brochure features a fully flexible Trans Siberian rail program with timetable details and prices, and stopover packages in 9 locations. River cruising now includes Lower Volga cruises and the popular *M/S Tolstoy* has been added to the fleet. New are culinary tours for independent travellers on the 'A Taste of Russia' itinerary and 'Flavours of Russia' tour featuring Maggie Beer. More info at eetbtravel.com.



Tempo Holidays - Spain and Morocco 2011

Tempo has added new Spain by Train and Self Drive itineraries for the independent traveller. Also covering Portugal and Tunisia the brochure has kept its best selling product from previous years including the historic Parador properties in Spain and its eight day invitation to Morocco coach tour - tempoholidays.com.

15% Schoolies comm.

TRAVEL consultants are being offered 15% commission when making reservations to Bali through youth specialists, BookSchoolies.com by 31 Mar.

The firm introduced Bali to its school leavers program last year. "We expect the destination to be in hot demand again this year because of its 'wow factor' coupled with value for money and exclusive bonuses," said ceo Matt Lloyd.

Seven-night packages at Bali Sunset Club start at \$1,499pp.

Orient Express Q4 up

ORIENT-Express Hotels has reported a US\$13.1 million rise in fourth quarter revenue from owned hotels, up to US\$102.2m.

Regionally, revenue for Q4 from Asia Pacific properties, which include The Observatory Hotel in Sydney, was US\$10.6 million, an increase of US\$1.8m, or 20% a year-on-year rise.

Travel Daily
First with the news

Monday 28th February 2011

Sunlover incentive

SUNLOVER Holidays is giving consultants the chance to win \$1000 a day for 15 days as part of its 'Welcome to Queensland' campaign launched today.

For a chance to win, travel agents need to book any of the 130 Queensland Hottest Deals available in the promotion - see agents.sunloverholidays.com.au.

EY signs with Astana

ETIHAD Airways has announced a new codeshare agreement with Kazakhstani flag carrier Air Astana, allowing EY passengers to fly onwards to Kazakhstan on Air Astana's 11 weekly flights to Abu Dhabi from Almaty and Astana.

The Jetset Travelworld Group

Operations Manager - Airline Representation Melbourne CBD Based

The Jetset Travelworld Group has an exciting new role in its Airline Representation Division. As the Operations Manager you will report directly to the General Manager - Air Services and be responsible for the efficient planning and management of the operational functions in Australia and NZ.

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to apply, or for a full position description contact recruitment@wotifgroup.com



Gap Cuban Homestays

GAP Adventures is predicting "significant interest" from its Cuba homestay program which relaunches tomorrow, available on four different itineraries.

Skal Toronto fundraiser for Qld



ABOVE: Skal Club of Toronto last week held a 'Bang-up Bash' to raise funds for Skalleagues and tourism colleagues affected by floods in Queensland.

The club held a silent auction for prizes including trips on the Rocky Mountaineer and VIA Rail,

land packages in Australia with Monograms and Trafalgar and bottles/cases of wine.

\$11,500 was raised by the Toronto Skalleagues and the figure was added to by a donation from visiting 2011 President of Skal International Canada, John R. Scott, of \$5,600.

Pictured at the event **from left** are: Scott Barker, Big Bark Graphics; Valerie Saunders, The Travel Guides to Canada; Katrina Sagan, The Wotif Group; Stuart Morcombe, President, Skal International Toronto; Sohail Saeed, Holiday Inn Toronto Airport-East; Thomas Vincent, Skal International Councillor and John Scott, Skal Int'l Canada.

SWISS First a la carte

SWISS International Air Lines will launch a new a la carte dining concept to First Class guests on night flights from Wed, providing pax a "greater choice in how they use their time aloft."

New contemporary fine bone chinaware and Riedel glasses are also being introduced.

Jumeirah launch deal

JUMEIRAH Dhevanafushi in the Maldives is offering opening rates priced from US\$6,210 for a three night-stay in the Beach Revive.

The deal incl domestic flights for two, speedboat transfers, a 3-hour spa session, brekkie, one dinner, a sunset cruise and more, valid for stays from 15 Mar-30 Sep - jumeirah.com/maldives.

Travel Daily Exclusive

Celebrity Interview with Dannii Minogue



Travel Daily caught up with Etihad Airways' ambassador of two years, Dannii Minogue during the V Australia/Etihad Airways joint venture launch event in Sydney last week.

Dannii, an Australian singer, songwriter, actress, television and radio personality, model, fashion designer and younger sister to Kylie Minogue, rose to fame in the early 1980's for her roles in *Young Talent Time* and *Home & Away*.

Today, Minogue is kept busy looking after her first son Ethan Edward Smith, and regularly travelling between Australia and the UK where she's a popular judge on the talent shows *Australia's Got Talent* and *The X Factor (UK)*.

What has been one of the highlights of your career so far?

It would definitely be having a baby. It is so hard to be away from him.

What is your favourite holiday spot?

I have a few. First is Ibiza - I love the music and laid back island life (or perhaps it's because she met partner Kris Smith there). Second is Miami - the first time I visited the Everglades I fell in love with this place. And third is Melbourne because I look forward to coming home, seeing my family and being able to relax.

What is the one thing you cannot leave home without?

My phone, which is a Blackberry. But I am considering getting the iPhone 4.

Do you have a travel tip you can provide our readers with?

Wear 'flip-flops' when travelling, especially through airport scanners to save time and the hassle of taking shoes and socks off. I always travel with my Hollister brand slippers - they are inexpensive and look great, particularly the ones you can get with jewels on them.

What features do you look for when choosing a hotel?

A good view, bathroom and centrally located to where I need to go.

What is your favourite piece of luggage?

My Louis Vuitton roller bag. For my 30th birthday I asked my friends to all put in (money) and get this as a present for me. It's worth the money they paid as it still looks brand new after 10 years.

Who is someone you wish you could sit next to on a plane?

Jackie Chan. Oh, I love that guy!

What is one food you would like to see added to an airline menu?

Popcorn. I get offered popcorn when I fly with Etihad Airways. It's great when you're watching a movie because it feels just like you're at the cinemas. I think every airline should make this available to passengers.

Where are you planning on travelling to next?

Sydney and then Perth as we're holding auditions for the next series of *Australia's Got Talent*.

And finally, how does it feel to be an ambassador for Etihad Airways?

I'm converted. I felt privileged to be asked to be their ambassador two years ago. They are a professional airline and the MEL to LON route is perfect for me, having to regularly travel between my two 'home towns'.

Win a copy of Dannii Minogue's book!



Travel Daily is giving away a copy of Dannii Minogue's newest tell-all memoir, *My Story*, valued at \$35.

For your chance to win this great prize, be the first reader to email the correct answer to this question to - dannii@traveldaily.com.au.

Where is Etihad Airways' home base?

WIN A 'RANGO' FAMILY PASS



Travel Daily has teamed up with Best Western and Paramount Viacom this week and is giving 5 lucky readers the chance to win a family movie pass to see *Rango*.

Each family pass is valued at \$58 and valid for two adults & two children. Not valid on Tuesdays, Saturdays after 5pm or public holidays. Valid even when No Free Ticket restrictions.

For your chance to win one of five family passes, simply be the first person to send through a correct answer to the daily question below to:

rangocomp@traveldaily.com.au

On BestWestern.com.au you can now search by City, Airport and _____?

Hint! Visit BestWestern.com.au



LAST CHANCE TO WIN THIS AMAZING PHUKET ESCAPE



Throughout February, **Travel Daily** was giving travel consultant readers the chance to win an indulgent Phuket holiday package for two, courtesy of Anantara Phuket Villas and Strategic Airlines.

The prize includes Strategic Airlines return business class flights for two from Brisbane or Melbourne to Phuket; five nights accommodation in a luxurious one bedroom pool villa at Anantara Phuket Villas; daily buffet breakfast and return transfers.

Anantara Phuket Villas offer guests complimentary iPad access to read the paper, book a massage or schedule a dive excursion to the Similan islands whilst enjoying Thai fusion tapas and chilling to lounge mood music at The Tree House, aptly named for the spiral staircase ascending to the bar which winds around an old Banyan tree.

Anantara Phuket Villas are represented in Australia by Exclusive Resorts. For more info email exclusiveresorts@smink.com.au.

Every week **Travel Daily** was asking a different question relating to either Strategic Airlines or Anantara Phuket Villas.

There was four questions in total. Now, the subscriber with the most correct entries and the most creative response to the final question (below) will win this stunning Phuket escape.

Email your answers to all questions by COB today to:
anantaracomp@traveldaily.com.au

Q.4: In 25 words or less, tell us which Diversion experience would you choose and why if you won this luxurious five-night escape at Anantara Phuket Villas?



Amadeus profit rises

AMADEUS has released its full year results for 2010, with a 24.3% increase in "adjusted profit" to €427.3 million.

Revenue rose 10.6% to €2.68 billion, with the figures showing a 25.6% increase in total billable travel transactions to 849.9 million.

Amadeus said it had maintained its leadership position in travel distribution with 36.7% of total GDS travel agency air bookings during the year.

Cruise deal extended

ROYAL Caribbean and Celebrity Cruises have extended their Earlybird Sales for a further month, now until 31 Mar 2011.

Savings of \$900 pp and onboard credit of US\$150 are available.

DL switch FLL to MIA

DELTA Air Lines has ditched its direct Los Angeles-Ft Lauderdale service to instead fly direct to Miami, also in Florida, effective 09 Jun 2011.

Monday 28th February 2011

Travel Daily
First with the news



ABOVE: Travel Counsellors recognised its latest 'Gold' members at its conference held at the Palazzo Versace Hotel on the Gold Coast this month.

Pictured above with their awards and certificates, from left are: Claudia Silk, Trish O'Brien, Mel Ingles, Nadine Kutz, Rosemary Metcalf and Christine Jenkins.

Claudia Silk also received the TC Score award, and was presented with a Thai holiday in recognition of her dedication to providing excellent customer service.

Worldhotels real time

WORLDHOTELS is now showing real time rates and availability for independent hotels in search lists on Google Maps and on related Google Place pages.

The service enables users to select arrival and departure dates in Google Maps and it will then check the best price and availability at hotels represented by Worldhotels in the region.

At this stage the new service is being offered throughout the Americas, Europe and Asia.



Discover the *World* Marketing

Marketing Manager

Full Time - North Sydney
Newly Created Role

Established in 1981, Discover the World Marketing has over 80 offices in more than 60 countries. Discover is the largest travel representation company with more than 55 major clients worldwide. Our Australian office represents a variety of airlines, hotel chains, a cruise line and other global travel companies.

We are currently seeking a highly motivated and suitably experienced Marketing Manager. The role is an exciting new opportunity created due to the exceptional growth of our company.

Reporting to the Country Director, the successful applicant will be responsible for the management of our Marketing department. The ideal candidate will have a minimum of five years work experience in the travel industry with a minimum of two years in a related role.

Competitive remuneration based on experience.

Click here to view the full job description.

Please send your applications to hr@discovertheworld.com.au

Applications close on 15th of March and only successful candidates will be contacted.

Travel Daily is Australia's leading travel industry publication. Produced each weekday since 1994, the newsletter is first with the latest industry news and is available by paid subscription to people within the travel industry. Sign up for a free 14 day trial subscription at www.traveldaily.com.au.

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TRUST THE EXPERTS WITH YOUR EXECUTIVE CAREER IN TRAVEL

** EXECUTIVE ROLE – SYDNEY **

**MANAGING DIRECTOR – INSPIRE AND DELIVER
SYDNEY – EXECUTIVE SALARY PACKAGE AVAILABLE**

This is an exciting opportunity for an exceptionally talented business leader to take this great Brand forward and drive company growth. We are looking for someone with passion for the travel industry, strong negotiation & relationship skills and the ability to be an energetic & inspirational leader. You will have great communication skills and the ability to inspire your team by setting clear objectives and celebrating success.

** EXECUTIVE ROLE – MELBOURNE **

**GENERAL MANAGER INTERNATIONAL PRODUCT
MELBOURNE – EXECUTIVE SALARY PACKAGE NEGOTIABLE**

Move to Melbourne and be part of the Executive Team of this large travel operator. You will have a high level understanding of commercial aspects including extensive dealings with international product development, profitability, cost & margin management and competitor analysis with a proven track record of sustaining and delivering profits while managing your team.

A FRESH APPROACH TO CORPORATE TRAVEL

CORPORATE SALES MANAGER

SYDNEY / PERTH – SALARY PACKAGES OTE \$115K ++

Work on the cutting edge of corporate travel and join a global company that is expanding. If you can build rapport, articulate your sales methods and ability to close the sale, and you're motivated by joining a company that will reward & recognize you for your achievements, this position will put you on the front line of travel technology and in the front seat to reap the rewards from growth. Brilliant salary package available.

ALL LEVELS OF ACCOUNT MANAGEMENT

SENIOR ACCOUNT MANAGERS

SYDNEY/BRISBANE/MELBOURNE – TOP SALARY PACKAGES

If you're a senior corporate Account Manager with expertise and confidence in managing high profile, high volume accounts whilst leading a team, you really should consider making a move. You must be tech-savvy and have advanced numerical skills with the ability to consolidate complex data into clear information to the clients. Currently there are several roles available so be quick to have a choice.

COMBINE YOUR TALENTS IN SALES & OPERATIONS

MANAGER SALES SUPPORT & IMPLEMENTATION

SYDNEY – SALARY PACKAGE TO \$75K

This is a unique role within Corporate Travel that requires experience & knowledge in sales, leadership and operations. Leading a team, you'll be able to multi-task and allocate work across a team that is the backbone of the operation. Supporting a national team and facilitating client implementation projects, you'll be ready to move into a critical role within a dynamic TMC environment. Amadeus knowledge would be an advantage.

THE FUTURE SUCCESS IS IN YOUR HANDS

GENERAL MANAGER

MELBOURNE - SALARY PACKAGE OTE \$90k - \$100k +

This unique role working for a small operator will entice with so many varied components. As a senior sales manager your role will incorporate operational management of the consultancy team, management of National BDM's and assistance with product and marketing. Strong analytical and communication skills will be required along with a successful track record in increasing sales and industry relationships.

LEAD THIS BOUTIQUE OFFICE

CORPORATE OPERATIONS MANAGER

MELBOURNE - SALARY PACKAGE TO \$90k depending on exp.

Feel at home in this intimate TMC office where you will be overseeing a team of consultants. You will need to possess the required skills and have exceptional knowledge of corporate travel, training and development and client relations. This role allows you to take full management control of this boutique office environment and understanding of monthly financial requirements necessary as well. Perfect for a great all-rounder.

ARE YOU A BORN HUNTER?

SENIOR SALES MANAGER

PERTH- SALARY PACKAGE TO \$100k +

Are you a motivated go-getter who knows how to build relationships, negotiate deals and deliver outstanding results? Our client is looking for the best in the west and you will be well rewarded with excellent salary + bonus + incentives. Experience with new business acquisition is required with your professional approach and strong communication skills to be able to negotiate contracts.

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