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Travel Daily

First with the news

Monday 2nd April 2012

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Emirates says hello

EMIRATES has today launched its new 'Hello Tomorrow' global brand platform (**TD** Fri) which aims to position the airline as the "enabler of global connectivity" - see the front full page of **TD** today.

Fiji flight embargo lifted

THE Fijian government has announced the suspension of a temporary embargo on airlines carrying passengers on flights into Fiji, effective 1pm today.

Heavy storms have left travellers stranded in resorts (**TD** breaking news Fri), with the Fijian government on Sat ordering airlines not to bring in any additional passengers.

The damaged roads which had blocked Nadi off from Denarau and the Coral Coast are now believed to be passable.

However weather conditions are set to worsen, with a cyclone warning currently in place.

The weather is continuing to cause disruption to cruises and local ground transportation, according to Tourism Fiji.

There are no reports of damage to any major hotel or resorts.

Air Pacific has confirmed it will operate FJ910 ex Sydney & FJ922 ex Brisbane to Nadi today but warns due to short notice flights may operate with no food or meals.

MEANWHILE, Qantas Holidays and Viva! Holidays says its making contact with clients of agent's in Fiji to organise their repatriation.

The QH/VH contact centres are also calling agents with pax due to depart between today and Sat 07 Apr in date order to assist with rebooking travel to a later date with no fee of their own.

FURTHER, Accor says its hotels in Fiji - The Sofitel, Novotel and Mercure at Denarau & Novotel in Nadi - are operating "relatively normally" with guests able to get between Denarau & the airport.

Accor's emergency cancellation policy has been instigated allowing guests to cancel their hotel booking up until 6pm of the day of anticipated arrival at no fee.

Titanic Belfast opens

THE world's largest Titanic visitor attraction was officially opened on the weekend in Belfast Northern Ireland, on the site where the doomed ship was designed, built and launched.

The 31 Mar ceremony came exactly a century after the RMS Titanic was completed, with the £97m Titanic Belfast set to become a new "must see" destination in Europe.

The attraction is predicting more than 400,000 visitors will experience Titanic Belfast in its first year, with almost 100,000 tickets already presold.

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Azamara Quest blaze

ABOUT 90 Australians were among 1000 passengers aboard Royal Caribbean Cruise Lines' Azamara Quest off the coast of the Philippines on the weekend when a fire erupted in one of its engine rooms.

The vessel was stranded at sea for about 24 hours, and once propulsion was restored managed to limp into Sandakan, Malaysia.

Five crew members were injured and there was no air conditioning but passengers praised the captain and crew for how they handled the incident.

Azamara said it will refund pax their cruise fare and offer a free cruise as a "gesture of goodwill".

Seven pages of news

Travel Daily today has seven pages of news & photos, a front full page from Emirates plus full pages from: (click)

- AA Appointments
- Creative Holidays

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Travel Daily

First with the news

Monday 2nd April 2012

NOU Service

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Unions arc up at Virgin

AUSTRALIAN Workers Union national secretary Paul Howes has flagged significant union opposition to the new structure for Virgin Australia which allows it to attract more foreign investment.

In an editorial piece in the *Sydney Sunday Telegraph* yesterday, Howes claimed that the restructure could potentially allow an overseas carrier such as Etihad or Air New Zealand to take control of Virgin Australia.

"For all intents and purposes we could have the situation where Australia's no. 2 airline...is effectively in the hands of a carrier owned by the royal family of Abu Dhabi," he thundered.

Howes said that if this is allowed to happen "it will mean the days of ensuring we retain and expand a domestic aviation industry will be over...it will create an uneven playing field for Qantas and will pose a major threat to the jobs of tens of thousands of Australians".

He claimed that Etihad's fuel is "heavily subsidised by their government" and urged that the issue be given "top priority" by Australian regulators.

Angliss Red Centre training

SPECIALIST tourism and hospitality training organisation the William Angliss Institute has been awarded the contract to deliver training to build a skilled Indigenous tourism & hospitality workforce in the Red Centre.

Federal Minister for Tourism Martin Ferguson MP made the announcement as part of the National Indigenous Training Academy at Ayers Rock Resort.

The Institute will receive a million-dollar strategic tourism investment grant to put together a tailored curriculum in business skills, including customer service and understanding customer

expectations, business plans, marketing, environmental management and health & safety.

A mentoring program will also be offered, matching students to coaches with hands-on business experience.

The program is offered under the T-QUAL grants program to encourage tourism development.

DJ daily Sydney-Darwin

VIRGIN Australia this morning operated its inaugural Sydney-Darwin flight, with the route to be served daily from today.

The DJ product includes the new Business Class cabin, with the carrier also set to open a new Lounge at DRW in 2013.

The service will connect with the new Silk Air four times weekly Singapore-Darwin flights.

Norfolk Island plan

THE Norfolk Island govt says it's making it easier for long term visitors to stay on the island, as well as allowing self-funded retirees to live there as part of a five year Road Map to create a sustainable future.

The plan also incl the new Air NZ 3-year contract underwritten by the Aust govt which launched 01 Mar, with Chief Minister David Buffett saying "the certainty this initiative has provided for the local tourism industry has been warmly welcomed".

Indian Pac. Gold refit

GREAT Southern Rail will this month launch freshly renovated Gold Twin cabins aboard the Indian Pacific as part of a two year refurbishment program.

The Gold Cabins now feature an all new modern, compact ensuite bathroom, new soft furnishings & fittings and in-cabin five radio channel audio system.

"These refurbishments are just the beginning of a range of exciting changes that we will be introducing over the next twelve months," GSR chief executive Chris Tallent said last week.

Oceania foodie cruise

OCEANIA Cruises will launch new Culinary Discovery Tours at over 25 ports worldwide when it launches *Riviera* in May 2012.

The new tours enable guests aboard either *Riviera* or *Marina* to explore local food markets in small groups, side-by-side with an expert chef, initially in Asia, South America and the Caribbean.

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This role also involves some office administration duties. Previous administration experience is a plus but not essential.

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Only shortlisted applicants will be contacted.

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Trafalgar revamps AWS program

TRAFALGAR has overhauled its European Autumn Winter & Spring product offering for 2012/13, pulling apart last year's program, changing the pace and inclusions, and offering savings of up to 36% on peak summer season tours.

MD Matthew Cameron-Smith said the "significant changes" to the off-peak program has been largely based on the success of Trafalgar's At Leisure product,

with its slower pace, ample free time and unique inclusions.

That includes Trafalgar's Be My Guest dining, Hidden Treasures experiences & Insider Highlights.

"The philosophy of At Leisure to allow guests more free time is certainly woven right through the Autumn Winter Spring program," Cameron-Smith told **TD**.

He said Trafalgar is conscious that consumers are looking for good value and this has been met with itineraries priced from \$99 per day all inclusive (based on the 14-day Best of Turkey trip).

2012/13 prices are "significantly lower" than last year, Cameron-Smith said, with cost savings achieved by leveraging exchange rates & working hard with suppliers.

The AWS program features 33 trips thru 18 countries, incl three new tours - an 8-day Paris & Rome trip, a 9-day Best of Morocco tour and a 9-day France trip.

There's also four Christmas-style tours in the Europe & Britain program, incl Christmas in Paris & a Christmas Markets itinerary.

Trafalgar is offering a special Singapore Airlines \$999 companion fare to Paris or Rome that can be booked in conjunction with the AWS program, for bookings paid in full by 30 Jul 2012.

Venture Indo escapes

VENTURE Holidays has rolled out a range of land only packages in Indochina which incl accom, brekkie and transfers.

Options offered are a four-night Heart of Cambodia Tour priced from \$519ppts and a five-night Myanmar Discovery Tour priced from \$1,386ppts - 1300 303 343.

New SQ Aussie pass

SINGAPORE Airlines has today opened sales of a new "Visit Australia Airpass" which offers SQ international customers the opportunity to visit up to ten domestic destinations.

The pass, developed as part of the SQ/Virgin Australia alliance, covers 29 Australian destinations and offers a choice of itineraries across 61 DJ domestic routes.

Virgin Australia group executive of Alliances Merren McArthur, said the new product would "support tourism in Australia by attracting guests from Singapore Airlines' extensive network throughout Asia and beyond."

PER retail opportunity

PERTH Airport is seeking proposals for opportunities from retailers to set up shop in the new domestic terminal, expected to start trading from early 2013.

Retail options available include food and beverage, news and books, convenience, gift and other specialty products.

Poesia free upgrades

MSC Cruises is offering a free upgrade to an outside cabin when booking a seven-night Caribbean cruise on *MSC Poesia* in an inside cabin, for travel Dec to Apr 2013.

Prices start from \$709ppts, or \$809ppts when booking an outside cabin and receiving a balcony at no extra cost.

The deal is available until 30 Jun.

Fraser Suites appoints

FRASER Suites Sydney has appointed Gwen Parker to its Sydney Sales team as Business Development Manager.

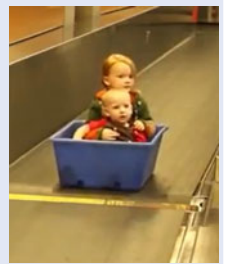


Window Seat

CANADIAN carrier Westjet yesterday announced a new product innovation sure to be welcomed by many travellers craving a peaceful flight.

Dubbed "Kargo Kids," the initiative will see some Westjet services operate with child-free cabins, with younger travellers instead accommodated in the cargo hold where they will have lots of toys, a supervisor and a "state of the art feed trough".

It will also help improve the airport experience for parents, who can enjoy some serenity



after their kids are dispatched at check-in on their "travel toboggan" (pictured).

It's of course an April Fool's joke - for full details see traveldaily.com.au/videos.

VIRGIN Group also made the most of 01 Apr, with Sir Richard Branson launching a new Virgin Volcanic vehicle to take tourists to the centre of the earth.

Customers for the US\$1m trip are said to include actor Tom Hanks, with the service using heat-resistant materials to plunge three passengers into the "molten lava core of an active volcano".



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Nancy-Bird comeback

QANTAS has confirmed it plans to re-introduce its wing-repaired A380 to commercial service on 28 Apr as QF127, subj to operational requirements and availability.

Mobile HotelClub

ACCOM website HotelClub has launched a new mobile portal accessible for iPhone, Android, Blackberry and Windows Mobile devices, at m.hotelclub.com.

Features include last minute prices for same-day bookings at hotels 'nearby and available', hotel reviews & search filters.

It's available in 15 languages and 19 currencies.

TQ pro MP selections

TOURISM Queensland ceo Anthony Hayes has applauded the LNP's appointment of Ministers to the state government's portfolio.

Jann Stuckey was late last week named as Minister for Tourism, Major Events, Small Business and Commonwealth Games, while Gavin King was appointed as Assistant Minister for Tourism.

Hayes said TQ "welcomes such a senior appointment for tourism."

Swissotel Phuket

SWISSOTEL Hotels & Resorts has added its first property in Phuket, after being appointed to manage the current Courtyard by Marriott at Kamala Beach.

Officially rebadged as the Swissotel Resort Phuket since Sun, the property is Swissotel's first resort in Southeast Asia.



Rd 6 Winner

CONGRATULATIONS

Craig Owens

from *Bunnik Tours*

Craig is the top point scorer for Round 6 of *Travel Daily's*

Super 15 Rugby industry footy tipping competition, and has won an iCrib – a great little beanbag for an iPad, e-reader or tablet, courtesy of Life!®.

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Major Prize Sponsors

1st Prize: 3-night holiday to New Zealand, courtesy of **Emirates & Novotel Hotels**



Iran buying QF jets

IRAN Air has bolstered its aircraft stock, acquiring the first of three Boeing 747-300's from Al Sayegh Airlines - jets formerly operated by Qantas but sold in 2010.

Bran new Romanian experience



ABOVE: Cox & Kings and Qatar Airways joined forces recently to showcase Romania to a group of eight Aussie travel agents over eight days.

The group navigated their way through Bucharest, Brasov, Gura Humorului, Sibiu and Sighisoara, taking in some of the country's famous sights including Dracula's Castle, the Palace of Parliament and the frozen Red Lake.

Pictured at Bran Castle from left

(front) are: Amanda Ridsdale, Flying Colours Travel; Ros Callao, Atour Travel and Jacqui Nelson Albury Travel.

Back row: Adrian Martin, Qatar Airways; Jenny Morris, Coopers Travel; Theo Ikosidekas, Pan Australia Travel; Kristen Cahill, Gregor & Lewis Bespoke Travel; Judy Pratt, Hawthorn Travel & Cruise; Kelly McDonald, Cox & Kings and Kate Stedman, Complete Travel.



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Supplier Updates

WELCOME to *Supplier Updates*, *Travel Daily's* new regular feature.

Agents can now access the latest special deals and promotions being offered by suppliers, simply by **CLICKING HERE**.

Supplier enquiries for notices: advertising@traveldaily.com.au

10% off Peregrine

PEREGRINE Adventures has a 10% discount off all new bookings which depart before 31 Dec 2012 when booked before 30 Apr.

Park Hyatt Siem Reap

HOTEL De La Paix Siem Reap in Cambodia is to close its doors on 30 Jun 2012 ahead of a complete renovation project.

When the property reopens in the first quarter of 2013 it will offer 107 rooms and be branded as the Park Hyatt Siem Reap.

Philippine visa ext.

THE Philippines has extended its free visa for tourists staying 21 days or less to 30 days, available to citizens of 166 countries.

More Disney ventures

ADVENTURES by Disney, the touring company of The Walt Disney Company, has expanded its global range of vacations to include the Far East.

In 2013, Adventures by Disney will offer an 11-night itinerary to Southeast Asia, taking in Laos, Vietnam and Cambodia, including Saigon, Hanoi, Luang Prabang, Hoi An, Siem Reap & Angkor Wat.

More info, pricing and dates are still to be advised.

The company is also adding a new one-day tour of Los Angeles, called Lights, Camera, Magic.

The tour covers Hollywood, The Walt Disney Studios, Beverly Hills, Rodeo Drive and the Sunset Strip.

Airbus €2b R&D spend

AIRCRAFT manufacturer Airbus says despite a challenging economic environment it plans to invest about €2 billion on environmental research and development this year.

In the last 10 yrs aviation grew 45% while fuel stores have only increased 3% - "that is the best evidence for our industry's long track record in going green," an Airbus spokesperson said.

Airbus plans to recruit 4,000 new highly-skilled staff in 2012.

Hahn Air appoints

E-TICKETING platform Hahn Air has appointed Kai Utermann as its new executive vice president of sales, a position that sees him in charge of new business and product development.

Getting high at the Fairmont

TRAVEL industry guests enjoyed some fabulous Accor hospitality at the revamped Fairmont Resort in the NSW Blue Mountains last weekend.

The property is now part of Accor's MGallery collection, having recently completed a \$10m renovation.

There's a new inviting lobby, all rooms have been transformed with new bedding, furnishings and fittings, while all 13 meeting rooms and the Grand Ballroom have been upgraded along with a major makeover of the iconic Embers Bar.

A new 150-seat auditorium is also under construction, to be completed in coming months.

If occupancies are any indication the refurbishment appears to already be bearing fruit, with the resort full to the brim on the weekend with a number of group bookings.

As well as experiencing stunning autumn weather the resort operated a range of activities



including a cupcake workshop, Segway tours, massages, guided bushwalks and a chocolate appreciation class.

There was also a fantastic degustation dinner prepared by the property's Executive Chef, Rebecca Kaye, who is leading a renaissance in the property's culinary offerings with a strong focus on local produce.

There was also a stunning high tea, and **pictured** sampling the culinary delights are Gaynor Reid and Peter Hook from Accor with the Fairmont's Tamara Summers, associate director of sales.



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To successfully undertake this challenging position you will have senior operational management experience, ideally gained within a TMC or service based industry. A proven ability to drive and implement change that positively shifts organisational performance and outcomes will be essential to succeed in this role. You will have excellent strategic capabilities along with exceptional communication, influencing and leadership skills. Tertiary qualifications in Business Management are highly desirable.

This role can be based in Sydney, Melbourne or Brisbane.

Confidential applications to: jobs@bcdtravel.com.au.

Applications close 9 April 2012.



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Applicants must have the right to live and work in Australia. Please send your detailed CV to employment@au.qatarairways.com by 11 Apr 2012. Only those candidates that have made the shortlist will be advised.



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Viva la Travel Concepts



ABOVE: Travel Concepts & The Cruise Centre recently celebrated the opening of new expanded offices with two functions - one for travel trade partners and another for valued clients.

Shown here during the evening were most of the Travel Concepts

BA adds LON/Venice

BRITISH Airways is to introduce a new year-round services from London City Airport to Venice from late summer when it takes delivery of its 14th Embraer 190.

& The Cruise Centre staff...in Paris?

No, not quite, but in front of a wall sepia mural of the City of Lights in the new Seminar Room.

Pictured from left are: Mel Haycock, Stella Haycock, Donna Kranas, Andrea Donald, Jill Tait, Cathy Grosin, Robyn Cartwright, Gilda McManus, Isabelle van Bentum, Robyn Stevens, Elizabeth Clarke and David Brandon.

More easyJet fees

PASSENGERS flying with easyJet will soon be hit with a £12 fee per person to preselect their seats on five of the carrier's routes.

The fee will run concurrent to the existing 'first-come-first-served' seating policy.

Pullman Thai Hotel Gs

ACCOR's Pullman hotel brand will manage two new "designer lifestyle" properties in Thailand opening early this month.

Pullman Bangkok Hotel G and Pullman Pattaya Hotel G are sister properties to Hotel G Beijing.

LOT 787s to Chicago

LOT Polish Airlines is to operate Boeing 787 Dreamliner services between Warsaw and Chicago, beginning in Jan next year.

The carrier intends to roll out new aircraft interior design, new inflight menus & beverages and new on-board equipment from Apr ahead of the 787s arrival.

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 plus contact details to brochures@traveldaily.com.au. **And don't forget our FREE brochure listing service at www.traveldaily.com.au/brochures.***



Creative Holidays - Mauritius 2012

This new stand alone brochure for Mauritius showcases the diversity of the tropical Indian Ocean island. Eight new hotels have been added to the program ranging from three star properties incl the Casuarina Hotel and Coin De Mire to five star choices such as the Les Pavillions Resort, Beau Rivage and Intercontinental Mauritius.



Discover the World Marketing Travel - Discover Cruising 2012/13

The tailor made SeaTours of Distinction brochure features itineraries in the Arabian Peninsula, Cuba and the Mediterranean. Created for the discerning traveller, the brochure showcases the intimate yacht/ small ship experience of Variety Cruises that carries between 44-72 guests - discovertheworldtravel.com.au.



Destination Austria Holiday Journal - Experience 2012

The new brochure presents Austrian product available on the Australian market with inspiring stories about music, art and culture, travel tips and helpful information. It offers 52 pages of Austrian content and is an excellent reference guide and holiday journal.



Adventure World - Ski NZ and South America 2012

The new Ski NZ and South America brochure for Adventure World offers a range of packages for the upcoming southern hemisphere winter season with recommendations on all ski levels. A family deal is being offered at Mt Hutt where kids stay, eat and ski and free. Brochures are available through TIFS.



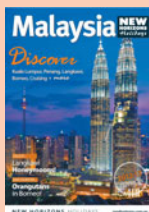
Topdeck - Australia and New Zealand 2012/13

Featuring Fiji for the first time, the new program showcases 33 trips and a total of 6500 departures. New day tours available include a 4WD tour of Fraser Island. Australia tours now include the 10 day Adelaide to Perth itinerary and 3 day Top to Bottom from Sydney to Melbourne and 11 day Down South and Outback.



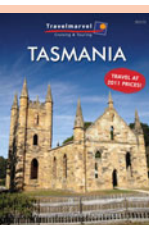
Queensland Rail Travel - Discover Queensland's unique holiday experiences 2012/13

A collection of journeys are available in the new Queensland Rail brochure spanning the reef, outback, rainforest, beach and city. A number of packages have been included to suit individual needs. For more info visit the travel centres or queenslandrail.com.au.



New Horizons Holidays - Malaysia 2012/13

A comprehensive range of new product has been designed for the New Horizons Holidays brochure. New properties include the Berjaya Times Square in Kuala Lumpur, Golden Palm Tree Resort on the Sepang coast and Lone Pine Hotel in Penang. New off the beaten track experiences have also been added.



Travel Marvel - Tasmania 2012/13

Six Tasmania tours are being offered at 2011/12 prices, with a series of early booking bonuses of up to \$600 per couple are being offered in conjunction with the launch. The program highlights many centrally-located hotels and must-see attractions. Frequent departures, and itineraries that incorporate both east and west Tasmania are featured in this new brochure.

AFL Rd 1 Winner

CONGRATULATIONS

Carmela Paredes

from APT

Carmela the top point scorer for Round 1 of **Travel Daily's** AFL industry footy tipping competition, and has won a complimentary pass for two people to Sydney Aquarium, courtesy of Merlin Entertainments Group.



Major Prize Sponsors

1st Prize: 4-night holiday to Dubai, courtesy of Emirates and Holiday Inn



2nd Prize: 5-night holiday to Vanuatu, courtesy of Air Vanuatu & Iiriki Island Resort & Spa



Morning meal service

LUX Bus America will be offering onboard meal service on its bus services from Anaheim and LA to Las Vegas, beginning 09 Apr. Info - www.luxbusamerica.com

WIN A TRIP TO NEW CALEDONIA



Throughout April, **Travel Daily** is giving one lucky reader the chance a win an amazing holiday for two people to New Caledonia, courtesy of **New Caledonia Tourism, Aircalin** and **GLP Hotels**.

The prize includes Aircalin Return Airfares from SYD/BNE to Noumea, return airport transfers, three nights accommodation in a superior room at Le Nouvata Hotel Noumea, one night accommodation in an overwater bungalow at L'Escapade Island Resort including return boat transfers and a day trip to Amedee Lighthouse.

Every day **Travel Daily** will ask a different New Caledonia-related question – just read the issue and email us your answer. There will be 18 questions in total, which will also be posted on our website.

At the end of the month the subscriber with the most correct entries and the most creative response to the final question will win this fantastic holiday to New Caledonia.

How many rooms, all with sea or pool view are located in the Le Nouvata Hotel?

Email your answers to: newcalcomp@traveldaily.com.au

Hint! Visit www.glphotels.com

Click here for terms & conditions



New Dreamworld land

DREAMWORKS has launched its new DreamWorks Experience precinct over the weekend, featuring family rides & attractions based on characters from the animation company's films, such as Shrek and Puss in Boots.

"Guests will absolutely feel as though they are wandering through the lands made famous in DreamWorks Animation films," the Gold Coast theme park's ceo Todd Coates said.

Another land based on the adventures of dragon warrior Po will be completed later this year.

Carnival Triumph seized

US MARSHALS briefly seized the *Carnival Triumph* cruise ship when it arrived in the port of Galveston on the weekend, under a court order by a judge in a US\$10m lawsuit filed against Carnival Corporation.

The case was filed late last week on behalf of a German woman who was killed in the *Costa Concordia* catastrophe, with Costa a sister brand to Carnival.

After some negotiations, a confidential deal was reached which released *Triumph* for its five-day Mexican voyage.

Shire Travel movie night



ABOVE: Shire Travel in Sydney celebrated its 1st anniversary late last month with manager Lisa Allan hosting a client movie night as a thank you to customers and staff for making its first year of operation such a success.

The event was sponsored by Travelscene and Qantas.

Shire Travel is a division of Spencer Travel.

Pictured from left are: Maria Pantazis, Qantas; Lisa Allan, Dayna Porter, Shire Travel staff with clients Robyn Broad, Sandra Maloney and Karen Treloar.

Riding the Italian rails

INTERNATIONAL Rail has seen sales spikes of 60% for rail trips in Italy over the last 12 months, the company announced today.

A range of specials available only to agents, fully-electronic ticketing and the introduction of four classes of travel on several routes contributed to the result.

Alamo US earlybird

ALAMO has extended its USA & Canada earlybird free upgrade on select vehicle categories for all bookings made before 30 Apr.

The deal applies to bookings travelling between 01 Apr-31 Mar.

AirAsia X SYD first

THE first AirAsia X Kuala Lumpur-Sydney flight will take place today, with Tourism Malaysia expecting the service to "dramatically increase" Aussie numbers to Malaysia.

Tourism Malaysia Sydney director Shahrin Mokhtar said Australia is currently Malaysia's seventh largest source market, and said that in addition to the "budget-friendly" flights, "Australians will also enjoy the strong value-for-money proposition and diversity Malaysia offers to travellers".

MEANWHILE, former Tourism Authority of Thailand marketing manager Peter Power has been appointed as the new marketing manager for Tourism Malaysia.

MU cancels Dreams

BOEING late last week confirmed the cancellation of 24 *Dreamliner* aircraft from customer China Eastern Airlines.

MU has replaced the 787 order with 45 B737-NG aircraft.

Westin Lake Vegas

STARWOOD Hotels & Resorts Worldwide has opened its second Westin branded resort property in greater Las Vegas.

The 493-room Westin Lake Las Vegas Resort & Spa (previously the Loews Lake Las Vegas Resort) is located about 15 mins from The Strip in the man-made resort folly.

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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THE PEAK OF LARGE MARKET ACQUISITIONS CORPORATE SALES

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If you are a highly motivated results orientated sales person with a track record of winning large tenders read on. Working for a dynamic, growing brand you will have the energy and drive to match the business objectives and have the ability to open doors with "C" level executives within Top 500 companies. Your CV must outline your successes and you must be able to articulate your passion for business development.

BE THE DRIVING FORCE BEHIND A GREAT BRAND REGIONAL HEAD OF SALES & MARKETING

SYDNEY – SALARY PACKAGE OTE \$120K + benefits

This exciting Brand is looking for someone to lead and innovate to grow the business in the Australasian market. To be successful here you'll need proven skills in strategic planning, leading & developing teams, financial acumen, P&L management and market intelligence. The strength of your relationships across the travel trade and your grasp of B2B sales & marketing strategies will lead to continued growth.

LIFESTYLES OF THE RICH & FAMOUS BUSINESS DEVELOPMENT EXECUTIVE

SYDNEY – SALARY PACKAGE \$65K+

This unique business is offering an experienced BDE the chance to mix it with the rich & famous. This new sales role has huge potential to grow and evolve to become a truly national role based on your skills, results and determination. Working with a client based across the corporate, government, entertainment and high end leisure market, you'll enjoy great variety within a fun team environment. Move for this unique opportunity.

CRAVING AN INTERESTING PORTFOLIO?

CORPORATE ACCOUNT MANAGER

SYDNEY & BRISBANE - SALARY PACKAGE \$80K++

Manage a unique portfolio of clients with the objective of growing revenue, increasing margins and retaining the business. You need a thorough knowledge of corporate travel as well as top line communication & negotiation skills needed to deal with people at all levels. Take this opportunity to secure a unique client portfolio and to work with a dynamic travel organization that rewards success.

DON'T LET YOUR AIRFARE SKILLS GO TO WASTE

INDUSTRY ACCOUNT MANAGER

SYDNEY – SALARY PACKAGE \$60K+

If you have experience in sales, working on the road and managing relationships with travel agencies, this new role will give you a targeted product to promote and assist agents in selling more of it. You'll need very strong knowledge of air product and fares, and be motivated to drive sales growth to reach targets. Working as part of a small happy team, you'll be given scope for further development & great benefits.

THE PRICE IS RIGHT

PRODUCT DEVELOPMENT – ONLINE RATES

BRISBANE – SALARY PACKAGE OTE \$80k

Do you have the ability to drive margins to increase bottom line sales plus have the ability to develop relationships with your suppliers so you can gain the best rates in the market? We want to hear from you! With your previous experience working in online hotel distribution or within a larger hotel developing rate strategies, you will have the ability to facilitate the price that has that competitive edge!

THE SECRET IS OUT – NO. 1 EMPLOYER

2 X CORPORATE TRAVEL LEADERS

MELBOURNE & PERTH - SALARY PACKAGE TO \$75k

These fabulous travel brands are where you will want to belong. Come on board today as their new team leader/manager. You will be highly motivated and have the maturity to be able to handle this hands-off management role overseeing all operational requirements. Strong corporate travel background is essential along with previous supervisory experience, leading & motivating teams and developing talent.

IF YOU LOVE TO TRAVEL, THIS IS PERFECT

BUSINESS DEVELOPMENT MANAGER

SYDNEY – SALARY PACKAGE TO \$70K inc CAR + BONUSES

If you love to travel, working on the road and managing a large territory this role is available now with a leading five-star tour operator. You will be managing your own call cycle, visiting travel agencies with the objective of driving increased sales, creating incentives and hosting educational trips. This is a fantastic role with a leading Brand, and perfect for someone who loves life out on the road. Uncapped bonuses too.

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