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# Travel Daily

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Thursday 6th Jun 2013

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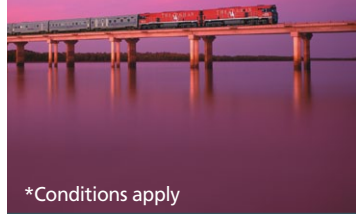
## EK A380s to Zurich

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## ATAS criteria revealed

**COUNCIL** of Australian Tourist Officers gm Peter Baily last night unveiled the framework of the new Australian Travel Accreditation Scheme, which will see participants required to comply with a list of nine criteria.

Many details of ATAS are still under discussion, but a finalised draft framework is expected to go before the ministerial Consumer

Affairs Forum in about a month.

Speaking at the CATO agm, Baily said criteria for being part of ATAS include being a "travel intermediary," abiding by a code of conduct, and compliance with the Australian Consumer Law.

Members will also need to be able to verify consumer engagement via advertising and/or brochures, be a "fit and proper entity," and have commercial safeguards such as indemnity insurance in place.

ATAS participants will also have a commitment to workforce development, a mechanism to resolve complaints - and of course pay an annual fee.

Participation will be optional, and he said that a national roadshow to unveil final details to the industry is planned for Aug.

The draft timetable envisages the scheme formally launching in Feb 2014, with implementation from 01 Jul next year after the TCF ceases operation.

Baily also said it's anticipated that current TCF participants will not require a 2012/13 audit, but this is subject to confirmation.

## Scenic's Riva to now be called Emerald

**SCENIC** Tours has confirmed that its new 4-star European river cruise operation (**TD** 18 Feb), to be utilised by Evergreen Tours, will now be called Emerald Waterways rather than Riva.

According to md Glen Moroney, the name change follows a query from Italian superyacht builder Riva about possible confusion.

Evergreen Tours gm Angus Crichton told **TD** the ship names will be revealed soon.

"These new custom-built ships with their unique 'pool by day that transforms to a cinema at night' have certainly been proven popular judging by the consumer demand and interest from our travel agent partners, which has been great," Crichton said.

### Seven pages of news

**Travel Daily** today has seven pages of news & photos, plus full pages from: **(click)**

- TMS Asia Pacific jobs
- AA Appointments jobs
- Travel Trade Recruitment

## ACTE winner

**CONGRATULATIONS** to Adrijana Monevska from Lufthansa, who was the lucky winner of free registration for the upcoming ACTE Sydney Executive Forum (TD Fri) which takes place 27 Jun - details at [www.acte.org](http://www.acte.org).

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## New Rialto gm

**INTERCONTINENTAL** Hotels Group has announced the appointment of Blair Roxborough as the new gm of InterContinental Melbourne The Rialto.

Roxborough is also Area General Manager (Vic and SA) for IHG, with previous roles including gm of Parkroyal Perth, Crowne Plaza Christchurch and IHG area gm of NZ's South Island.

More appointments on [page 6](#).

## Catalonia sets up new Australian office

**THE** Spanish territory of Catalonia, in the country's north-east, has established a presence in Australia, with the Catalonia Tourist Board also confirmed last night as CATO's newest member.

The office is headed up by Judit Hidalgo, who told **TD** the move reflected strong interest from the Australian market in travel to the region, driven by convenient flight access to Barcelona and the burgeoning cruise market.

Spain itself does not have a local presence, with the Spanish National Tourist Office operating from a regional base in Singapore.

## Boeing upholds 787 dream

**BOEING** says it is determined to emulate the success of its 737 program with the 787 *Dreamliner*, while admitting the latter scheme has faced ongoing challenges.

"It's been really tough," Mike Sinnett, Boeing's vp chief product engineer and 787 program said of the delays and troubles which have plagued the carbon composite jet for several years.

In Jan, issues with lithium-ion batteries overheating caused the 787 to be grounded globally for three months while a solution was researched, tested & proven before being put back into action.

That delay was on the back of a nearly four-year push-back in the delivery of the first commercial 787 jet to ANA.

Sinnett - who has been involved with the 787 program for the past 11 years - confessed "it has been a challenging program and it's been a tough program.

"However it's been hard for all the right reasons," he commented.

The aircraft manufacturer exec said the *Dreamliner* concept was aimed at honouring airline partners and passengers.

"We wanted to make sure that not only were we 20-30% more fuel efficient and 20% more cost efficient, but we did that while at the same time leaving something aside for the passengers as well, so that it could be the best experience that they've ever had on an airplane - a 6,000ft cabin, more oxygen, more humidity, bigger windows, a smoother ride.

"It was hard because we changed everything, but we did it for the right reasons," Sinnett said.

Speaking at a special event in Seattle to mark the addition of Qantas' 250th Boeing ([page 4](#)), Sinnett said the 787 hopes to replicate the maintenance and operational reliability & efficiency of Boeing's workhorse jet.

"One thing I'll say is that the 787 carries with it the learnings and heritage of all our Boeing airplanes, but we've learnt so much from the 737, and we want to be just like the 737," he said.

The 737 has been in production since 1967, with more than 4,500 currently in operation at over 500 airlines, and represents over 25% of the global commercial jet fleet.

## NZ to lift VA stake

**THE** Australian Competition and Consumer Commission has advised Air New Zealand that it intends to conduct public enquiries into this morning's proposed increase of Air NZ's shareholding in Virgin Australia to 22.99% (**TD** breaking news).

In a stock exchange announcement, Air NZ said it had entered an agreement to acquire a further 3% of the shares of Virgin Australia, affirming its "strong belief and confidence in Virgin Australia and the strategy it is pursuing under the leadership of John Borghetti and his team".

Air NZ said under the agreement, it will consider acquiring the additional shareholding "to the extent it is permitted to do so under the Australian Corporations Act," with the move also subject to customary Foreign Investment Review Board conditions.

The airline said it was not seeking a position on the board of Virgin Australia, and "nor does it have the intention of obtaining control" of the airline.

Other major Virgin Australia foreign shareholders include Etihad and Singapore Airlines.

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## Virgin ups the ante on Perth

**COMPETITION** is warming up even more in the WA market, with Virgin Australia this morning confirming it will operate wide-bodied A330 flights on all Sydney-Perth weekday flights effective from Oct (**TD** breaking news), in addition to A330s on Melbourne-Perth and two-thirds of its Brisbane-Perth services.

The carrier has also responded rapidly to escalating demand on Perth-Karratha, with the addition of three weekly Embraer E190 jet flights to the Pilbara, departing Perth at 6am each Mon, Wed and Thu - boosting its operations between the cities to 34 flights weekly.

Virgin Australia Regional

Airlines Group Executive, Merren McArthur, said the move followed the integration of the recently acquired Skywest Airlines into Virgin Australia, giving it a "strong West Australian base and focus."

"We will continue to review market demand and look forward to growing our regional services right across Australia," she said.

The A330 transcontinental deployment will follow the carrier taking delivery of its 7th A330, with chief commercial officer saying the enhancements, along with the launch of a new VA pier at Perth airport next year "will see Virgin Australia lift the standard of air travel in Western Australia to the next level".

## QH/Viva! NTIA silver

**QANTAS** Holidays and Viva! Holidays have signed on as a Silver Sponsor of the 2013 National Travel Industry Awards, sponsoring the Best Hotel Resort Group category..

The event will be the biggest NTIA yet, with 1200 guests already confirmed for the industry's night of nights on 20 Jul, according to AFTA ceo Jayson Westbury, who said the judging process was underway.

"The calibre of finalists this year is extremely high and the winners [will] absolutely be the best of the best," Westbury said.

## Q Streaming success

**QANTAS'** inflight Q Streaming platform has been "extremely well received" by passengers, says airline exec. Steve Limbrick.

Limbrick, who is QF's Executive Manager Sales, Marketing and Distribution for Qantas Domestic, said Qantas has been pleased with the take-up by passengers for the entertainment option.

Q Streaming is being offered on 16 of QF's 767-300 aircraft on domestic and Hawaii services, with passengers offered Apple iPads equipped with 200 hours of programming.

He said the take up of the Q Streaming service has been much greater than the inflight wi-fi option previously trialled on A380s flying to the USA, where on some flights Qantas was lucky to have a handful of pax request the inflight connectivity.



## Window Seat

**A CRUMBLING** heritage prison in Pennsylvania, USA is hosting a unique culinary experience this weekend, with the aim of providing an authentic experience to guests wanting to get a taste of its 142-year history.

Eastern State Penitentiary was once "the most famous and expensive prison in the world," and is open for tourists year round in central Philadelphia.

Prison Food Weekend activities include tasting from a delectable menu which includes "Beef, Salted and Broiled with Indian Mush," said to be a typical inmate dinner of the 1830s.

There's also 'Nutraloaf' which is a tasteless dish currently served to inmates as a "behaviour modification meal".

## ATE2014 dates

**TOURISM** Australia has revealed that Australian Tourism Exchange will take place from Sun 11-Thu 15 May 2014, with the venue confirmed as the Cairns Convention Centre (**TD** 01 May).

Registration and market briefings will take place 11 May, once again followed by the four day global format for the trade show component which was introduced for ATE2013 in Sydney.

In previous years, TA has run separate 'Eastern' and 'Western' modules for ATE.

ATE2014 regos will open in Sep.

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## Travel Daily en route to Honolulu, Hawaii

Today's issue of *TD* is coming to you from over the Pacific, courtesy of Qantas and Boeing.

**TRAVEL Daily** is today fortunate to be aboard a brand new Next Generation Boeing 737-800, soon to enter the Qantas fleet.

Having come off Boeing's final assembly line at Renton just days ago, and with the freshly applied livery just set, **TD** is joining a very small group on the 'ferry flight' from Boeing Field back to Australia.

Due to aircraft flight range, the flight to Oz will include a stop in Honolulu later today, and then a brief refueling stop in Nadi, Fiji on Fri before its arrival into Sydney that same afternoon, and Melbourne on Fri night.

This particular 737-800 is the 101st 737 to enter the QF fleet.

## CATO in good stead

**THE** Council of Australian Tour Operators has more than \$40,000 in accumulated funds, after recording a break-even year in 2012, according to figures revealed at last night's CATO agm.

GM Peter Baily said income of \$42,000 was almost balanced by outgoings, with CATO now having 110 members in total.

## Abu Dhabi hotels full

**ABU** Dhabi says its 142 hotels and hotel apartment properties had their best Apr on record this year, with 236,704 guests checking in, up 20% year-on-year.

Guest nights jumped by about 30% to 738,797 with an average 3.12 night length of stay, up 8%.

Occupancy rose 12% and the average room rate dipped 6% to US\$123.30, with the Abu Dhabi Tourism & Culture Authority citing events such as the World Travel and Tourism Council Summit for the strong performance.

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**Philippine Airlines**

## Boeing orbs for QF pool room



**QANTAS** and Jetstar last night celebrated the recent delivery of the Qantas Group's 100th Boeing 737 and 250th Boeing aircraft to its fleet while in Seattle.

Held at the Palisade Restaurant overlooking Puget Sound, the city of Seattle and Mt Rainier in the distance, both companies used the occasion to recognise their long-standing relationship.

**Pictured** with ornamental glass

enclosed Boeing bi-plane orbs in celebration of the partnership, from left are Mike Sinnett, Boeing 787 program vice president of engineering & chief project engineer; Mark Dal Pra, Jetstar Boeing 787 program director, Steve Limbrick, QF exec manager sales, marketing and distribution for Qantas Domestic and Carolyn Brandsema, Boeing 737 program vice president engineering.



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### 1\_Le Loft Restaurant

One of the culinary highpoints of Vienna is the Gault Millau awarded Restaurant Le Loft – it is located on the 18th floor of the Sofitel Vienna Stephansdom in Vienna's trendy 2nd district, a short walk from the city centre. The excellent cuisine is complemented with one of the most spectacular views of the city. The glass walls surrounding the restaurant high above the city brings Vienna's panorama to your table.

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### 2\_Hotel Sacher Salzburg

Salzburg, Mozart's birthplace, a jewel of baroque architecture, and nestled in glorious mountains, is the perfect setting for an equally grandiose hotel. The recently renovated rooms of the Hotel Sacher Salzburg are decorated with original works of art, antiques, and sumptuous wall hangings. Attentive guest services, gourmet cuisine, and attention to detail are the main ingredients of the Sacher experience.

[More information](#)



### 3\_Riedel glass manufactory

To experience the symphony of glass and taste of a truly outstanding wine get a behind the scenes look at the Riedel factory in the picturesque riverside town of Kufstein/Tirol, where these exquisite glasses are made. Explore an amazing range of finest handcrafted and mouth-blown wine glasses and go on a journey through the sensory world of glass, crystal and craftsmanship.

[More information](#)



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## Fraser Suites Perth launch bash



**OPENING** its doors to great fanfare late last month, the new Fraser Suites Perth kicked off life in the WA capital with a glittering party hosted at the property.

In attendance were a number of key industry partners, agents and representatives from international and domestic clients.

Taking out the lucky door prize was Jacqui Andree from Rio Tinto, who is now off to London thanks to Qatar Airways, with accom provided by Fraser Suites London.

Andree is **pictured** above centre with Matthew Rubie, Frasers Hospitality; Alice Lyons, Fraser Suites Perth; Justin Kestel, Qatar Airways and Marius Tymosiewicz from Fraser Suites Perth.

## Happy Birthday Scoot

**DESTINATION** NSW CEO Sandra Chipchase has wished a happy first birthday to Singaporean low-cost carrier Scoot, which landed in Sydney for the first time one year ago yesterday.

"Singapore is a key international source market for NSW with more than 113,000 overnight visitors to year-end March 2013, which is an increase of 30 per cent," Chipchase said.

Scoot has joined forces with Destination NSW to market Sydney in a destination campaign running until Mar next year, with a "Love Every Second in Sydney" Facebook promotion alongside print and radio advertising.

## Jetstar HKG investor

**QANTAS** this morning revealed that Hong Kong tourism, property and hospitality conglomerate Shun Tak is an additional investor in Jetstar Hong Kong.

Shun Tak will hold 33.3% in the fledgling carrier, alongside Qantas and China Eastern Airlines which will also have a third each.

Capitalisation of Jetstar HKG remains unchanged at US\$98m, meaning the partners will each now contribute up to US\$66m.

## Peak EK London fare

**EMIRATES** has released new peak season London specials to celebrate its new \$3m, two-year partnership with VisitBritain.

Return seats from Perth to either Heathrow or Gatwick start from \$2,292, or \$2,334 ex MEL, for sale by 17 Jun and valid for travel between 12 Jul - 15 Aug.

**MEANWHILE**, EK also today announced it would boost its sporting portfolio by becoming the jersey-front sponsor of the New York Cosmos in the US Major League Soccer competition.

## SB advance purchase

**REMOVAL** of a 21-day advance purchase restriction on the W-Class fare to Noumea (**TD** Tue) is with Airalin (SB).

## MH Perth incentive

**MALAYSIA** Airlines and Tourism Malaysia are offering 20 Apple iPad minis as part of an incentive for WA agents booking its direct flights from Perth to Sabah this month, for travel during 2013.

Economy class tickets are worth one point, while business class bookings get two points, with a total of 20 required to qualify.

For more information email [perthsales@malaysiaairlines.com](mailto:perthsales@malaysiaairlines.com).

## Escape interest free

**FLIGHT** Centre's Escape Travel brand this month launched a new six month interest-free finance option which allows travellers to pay off their holiday in a series of easy repayments.

Provided by Lombard Finance, the option is available on any holiday package priced over \$999.

Finance is available only to approved applicants for a Lombard 55 Visa Card, and is subject to a \$60 application fee and monthly fees of \$2.90.

Minimum monthly payments of 3% or \$30 are required.

## Our sales team in Victoria needs a dynamic leader.

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## Prem Economy return

**JAPAN** Airlines will resume offering Premium Economy Class tickets via its Boeing 777-200ER aircraft on flights between Tokyo and Sydney from Jun to Nov.

The aircraft operates in a three-class configuration, with flat-beds in Business Class and the JAL Sky Shell in Premium Economy.

From Dec, JAL will become the first carrier to operate *Dreamliner* services to Sydney (TD 01 May).

## Extraordinary WA film

**WESTERN** Australia Tourism Minister Kim Hames has unveiled a new promotional campaign to lure more visitors to the state, entitled "1001 Extraordinary Experiences".

Central to the pitch is a rapid fire film made from 1001 selected photos taken by travellers, from 6,000 originally submitted.

In addition to the film, the site contains a range of travel specials and information on the various WA destinations showcased.

The film is available to view at [www.bit.ly/waextexp](http://www.bit.ly/waextexp).

## See Kong & Stay deal

**ACCOR** has launched a series of accom packages in Melbourne inclusive of tickets to King Kong on stage, opening this month.

Stay & See packages start from \$470 per room for 1-night accom and tickets to King Kong.

Call 1300 306 341 for details.

## Barking up at BIG4

**FIFTY** BIG4 member holiday parks are now classified as dog-friendly, the company has said.

Visitors wishing to bring their canine companion during a stay must consult with the park manager first, with more details on the pooch-friendly parks available at [www.big4.com.au](http://www.big4.com.au).

## Moorea Madness card

**ATTRACTIONS** and restaurants in the Tahiti island of Moorea are available at discounts of up to 25% off with the Tahiti Tourisme 2013 Moorea Madness discount card, released yesterday.

Phone 1300 655 563 for details on available deals and how to buy.

## BG now e-ticketable

**BIMAN** Bangladesh Airlines (BG) has become the latest carrier made available for interline e-ticketing through Hahn Air, with the service activated yesterday.



## Industry Appointments

**WELCOME** to Industry Appointments, *Travel Daily's* Thu feature which has the latest job appointments from across the industry. If you have just appointed someone to a new position and would like to update the industry, send us an email at [appointments@traveldaily.com.au](mailto:appointments@traveldaily.com.au).

**Adriana Petkov** has commenced in her new role as Public Relations Manager at **Oman Tourism**. Petkov joins the firm from her most recent role with Viking River Cruises.

To be based in the **Tourism Australia** office in London from late Aug, **Denise von Wald** has been named as the new Regional General Manager United Kingdom & Northern Europe, promoting the country to the UK.

**China Southern Airlines** has continued to beef up its Australian presence, appointing **Azad Rehman** to lead its new Customer Relations Team. Other new teams exclusively handle group bookings, Sky Pearl frequent flyer enquiries and bookings as well as CZ social media accounts.

Newly opened **Fraser Suites Perth** has a new General Manager in **Mariusz Tymosiewicz**, who started in the role at the beginning of this month. He moves to head up the Perth hotel from his role at Fraser Suites Sydney.

Tasked with leading the Operations team & driving further expansion of the group in Asia-Pacific, **Andrew Turner** has been hired by **Silverneedle Hospitality** as its Executive Vice President of Hotel Operations.

**David Dingle** will assume the title of ceo **Cunard Line** and ceo **P&O Cruises World Cruising**, based in the UK, as a result of a management shuffle which will see the departures of Peter Shanks and Carol Marlow.

**Sabre Airline Solutions** has recruited **John Tan** as its new managing director & chief representative in China, replacing Melody Shan.

**Yvonne La Penotiere** has been named as the new chief marketing officer for **Brand USA**. She will be central to the strategies of the organisation and will oversee the implementation of Brand USA's marketing plans.

Bringing over 20 years experience in HR, **Nelida Pino** has joined the team at **Intercontinental Hotels Group** as the new Director of Human Resources Australasia. Pino has worked as a specialist consultant for a number of organisations including GTA International and Novell.



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- Advertising, electronic, direct and loyalty marketing
- Tertiary qualification in Tourism and/or Marketing preferred
- Experience working with a luxury travel product would be desirable
- Excellent written and oral communication skills
- Strong organisational and time management skills
- Experience managing a dynamic team

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You will have extensive experience in dealing with luxury cruise product, preferably expedition.

The Guest Services Agent will also be required to assist with other administrative tasks as required, and to follow up and assist with passenger enquiries, brochure requests, and data entry.

Experience in selling Antarctica, the Kimberley, South Pacific, Galapagos or the Arctic would be an advantage.

- Experience in a similar role essential
- Outstanding customer services skills
- Excellent verbal & communication skills
- Ability to work in a team and under pressure
- Experience with a cruise reservation system
- Excellent attention to detail
- Good time management skills

Please email Resume to [jobs@orionexpeditions.com](mailto:jobs@orionexpeditions.com)

## Stars to be housemates in 2014



**IN LESS** than one year's time, Terminal 2 at London Heathrow will become the home of 23 carriers in the Star Alliance.

Members of the airline group currently operate more than 20% of the departing capacity from London's main gateway, and the move of all the carriers under one roof will contribute to a halving of minimum connecting times to just 45 minutes.

Another benefit will see the alliance able to transform its hub into a customised automated service centre for its collective passengers, allowing carriers to share facilities more efficiently.

Once fully integrated and operational, the 26 Star Alliance carriers, which as of later this month will become 27 with the

### BA teams up with PG

**BRITISH** Airways has formed a codeshare agreement with Thai regional carrier Bangkok Airways, allowing BA pax to fly straight from the UK to ports such as Phuket, Chiang Mai & Koh Samui on a single ticket.

PG services between Singapore and Koh Samui will also carry a BA code under the new deal.

## Connected at Meritus

**MERITUS** Hotels & Resorts will now offer wi-fi internet for free in all rooms and public areas in its chain of properties in Singapore, Malaysia, China and Bali.

induction of EVA Airways, will operate a combined 136 flights per day to 51 global destinations.

**Pictured** above celebrating the start of the countdown before all the carriers move in together, from left is Sebastian Mikosz, LOT Polish Airlines; Harry Hohmeister, SWISS; Tewolde Gebremariam, Ethiopian; Christoph Franz, Lufthansa; Rickard Gustafson, SAS; Calin Rovinescu, Air Canada; Nico Bezuidenhout, SAA; Temel Kotil, Turkish Airlines; Christopher Luxon, Air New Zealand; Shinobe Osamu, ANA; Tawfik Assy, EGYPTAIR and Mark Schwab from Star Alliance.

### Snowy biking trails

**MORE** than \$10m is being spent in the Snowy Mountains region of NSW for new mountain bike tracks and facilities aimed at further boosting already increasing visitor numbers.

Approx \$6m is being spent on a 17km Thredbo Valley Trail, which links the Thredbo Alpine Village with Lake Crackenback Resort.

Although a year-round activity, the investment is being made to position the region highly as a key destination in warmer months.

## WIN A SCENIC TOURS EUROPE RIVER CRUISE



Throughout June, **Travel Daily** is giving readers the chance to win an all-inclusive luxury river cruise for two valued at over \$20,000, courtesy of **Scenic Tours** and **Swiss International Air Lines**.

The prize includes two return economy class fares (ex major capital city) on Swiss International Air Lines and a Category E cabin on the 15 Days Jewels of Europe River Cruise (Amsterdam to Budapest) valid for travel in March, October or November 2014.

Every day **Travel Daily** will ask a different question – just read the issue and email us your answer. There will be 19 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 all-inclusive luxury.

Email your answers to: [scenictourcomp@traveldaily.com.au](mailto:scenictourcomp@traveldaily.com.au).

### Q.4: Name the new daily non-stop Asian route served by SWISS from 12 May 2013



[Click here for terms & conditions](#)



### Virgin Hotels in NYC

**MANHATTAN** will be the home to a new Virgin Hotels property in 2016, the company has said.

To be located on 29th Street, near Madison Square Garden and south of Times Square, the property will offer 300 rooms.

### Delta drops Memphis

**CONSISTENTLY** falling demand for the destination has led Delta Air Lines to shelve Memphis as one of its hub cities.

DL says it was losing money on services from Memphis for some time, with flights to all ports to be cut to 60 daily from 03 Sep.

### New EY c'share carrier

**ETIHAD** Airways has signed a new codeshare agreement with Belarus carrier Belavia, coinciding with the carrier increasing flights to Minsk to daily from 15 Jun.

### Elephants in the tank

**MELBOURNE** Aquarium will this month open its newest Bay of Rays attraction, one of 12 new themed zones to open as part of a five-month, \$8m refurbishment.

The new exhibit will house the world's only display of Elephant Sharks and Shovelnose Rays, with the facility relaunching in Sep as SEA LIFE Melbourne Aquarium.

**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](http://www.traveldaily.com.au).

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## Executives . . .



Helene Taylor - CEO

*We are currently recruiting for confidential executive roles  
Please contact me for a confidential chat [helene@tmsap.com](mailto:helene@tmsap.com)*

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## WANT YOUR CAREER SEARCH HANDLED BY AN EXPERT? CALL AA

### ARE YOU TECH SAVVY?

#### PRODUCT MANAGER SYDNEY EXCELLENT SALARY PACKAGE

This key role will see you influencing a team to deliver the overall commercial performance of this technical product to meet market requirements. You will be liaising with key stakeholders and third party developers to ensure the market requirements are met. Essentially, you will have a strong technical background; have excellent commercial acumen, plus account management and leadership skills.

### DOES ONLINE EXCITE YOU?

#### ONLINE PRODUCT MANAGER PERTH EXCELLENT SALARY PACKAGE

Are you well connected and have strong commercial relationships? Have you worked across various mediums in B2B, have strong product knowledge and are target driven? If so, you may be the perfect match for this new role. Essentially you will come from selling and relationship driven background. You will have proven negotiation skills and excellent verbal and written communication skills.

### MIX IT UP IN THE MICE MARKET

#### BUSINESS DEVELOPMENT MANAGER BRISBANE – SALARY PKG \$100K OTE +

Experienced in the MICE market in Queensland? Know how to drive and get new business over the line? Then come and join this leading event management company in a newly created role. This BDM role will reward you like no other in the market currently – amazing incentives, inspirational leadership and long term career development. Proven MICE sales experience a must.

### LOVE ORGANISING BIG TICKET EVENTS?

#### SENIOR EVENTS DIRECTOR/ TEAM LEAD SYDNEY – SALARY PACKAGE OTE \$90K+

If your experience lies within conference & incentive program management and you have managed event teams, this is a rare opportunity to join an industry leader. You'll be well versed in the creation and delivery of unique, motivational and exciting events for corporate clients, including incentive groups, conferences and launches. Top salary pkg and global career progression on offer.

### GOOGLE THIS

#### ONLINE INDUSTRY SALES/PRODUCT MANAGER SYDNEY – SALARY PACKAGE OTE \$120K

If you are passionate about product and have established key relationships, this dynamic travel online provider needs you! Due to expansion they are looking to grow their sales team. Your primary objective will be to develop and secure dynamic travel products from new and existing clientele for their direct consumers. You will be rewarded with a top salary & enjoy working in a fun, funky environment

### DON'T YOU DESERVE MORE?

#### CORPORATE BDM X 4 MEL, SYD & BNE – SALARY PACKAGE ote \$120K+

If you have the passion for sales and love building new relationships your talents will be rewarded here. You'll be joining a leading corporate TMC offering a long term career and the real opportunity of progression. With a leading brand behind you, you'll be able to take aim at an amazing salary package and work with fantastic unique clients. Apply for this role and watch your future career soar.

### HIT THE ROAD JACK

#### INDUSTRY SALES MANAGER MELB - SALARY PACKAGE to \$80K+

Do you have the ability to make an impression with the VIC travel agency market and be remembered? This fantastic travel product is looking for a new sales manager to take over the VIC territory and manage the relationships across the state. You will be self motivated working from your home based office and be willing to get out and about to build sales in your region. A go-getter attitude will win here!

### KNOW HOW TO SCHMOOZE YOUR SUPPLIERS?

#### PRODUCT SPECIALIST BRISBANE – SALARY PACKAGE TO \$85K

Are you a smart negotiator? Pride yourself on your supplier relationship skills? In this challenging role you will liaise with product managers and retail businesses to identify new business opportunities along with maximising current supplier relationships. Working on a large marketing strategy your knowledge of the industry and strong business development skills will be the key to success.

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**EVER  
THOUGHT  
OF A CAREER  
IN TRAVEL  
RECRUITMENT?**

## **A Career in Travel Recruitment Sydney - \$82K OTE - Ref 101SJ1**

Fantastic opportunity to work for one of the Australia's leading travel industry recruitment specialists. Having worked hard to establish our business in both Australia and the UK, we are now looking to add to our team of consultants based in SYDNEY with the addition of either a experienced Recruitment Consultant or Trainee Recruitment Consultant, who have previously worked within the travel industry.

This is an excellent opportunity for someone with lots of drive and determination to develop their sales and customer service skills working for a well established company. The ideal candidate will be bright, articulate, computer literate, and have a minimum of 2 years work experience within the travel industry, preferably in a sales orientated role.

Enjoy a working environment where no 2 days are the same, as well as excellent salary package, uncapped commission, merit based rewards and great career opportunities! Previous experience working within the recruitment industry will be rewarded with a higher basic salary, generous quarterly bonuses and other financial rewards incentives.

**If you enjoy the challenges of business development and want to utilise your travel industry knowledge, please contact Sarah Johnson on 02 9113 7272 or click [APPLY](#)**

### **Product Executive**

**Brisbane - Base + Super + Incentives - Ref 622DB1**

Are you passionate about South Pacific? Would you love to be part of a fantastic travel product team? Are you looking for part time? This is a rare opportunity for an experienced Travel Consultant to join an amazing company. Due to current growth they are looking for a part time product executive to join their team. Working specifically on the South Pacific you will be working behind the scenes using your current knowledge with a great opportunity to learn new skills!

**For more information, please call Deborah on (02) 9113 7272 or click [APPLY](#)**

### **Specialist Travel Consultant**

**Sydney CBD - Great base + OTE \$120K - Ref 4721b1**

A dream consultant's role! Work in modern offices with a friendly team and supportive management selling a product that's amazing! Paint the picture of luxury for retail clientele who want to travel to the romantic and beautiful South Pacific. I seek a fantastic consultant with a great passion for the South Pacific and at least a year of travel sales under their belt. You will be rewarded with a great base salary and the chance to earn lucrative commission on top!

**For more information, please call Lynsey on (02) 9113 7272 or click [APPLY](#)**

### **Cruise Travel Consultant**

**Melbourne - Base + Super + Incentives - Ref 637DB1**

Do you have experience in selling cruises? Are you a dedicated Cruise Travel Consultant? A fantastic position has become available for a global industry leader, who need a Cruise specialist for its dedicated and busy cruise team. A fantastic company to join for excellent benefits and career progression! You will be offering the highest level of customer service whilst being sales focused to meet all targets set. This is a fantastic opportunity!

**For more information, please call Patrizia on (02) 9113 7272 or click [APPLY](#)**

### **Calypso Travel Consultant Experts**

**Brisbane - Base + Super + incentives - Ref 874SJ1**

I am looking for travel industry professionals with calypso experience for a number of back office roles in administration, product loading, inventory and airfare loading. My client is a recognised travel company whose looking for someone to join their head office division and assist with numerous behind the scenes roles. If you have strong travel industry experience, native calypso skills experience, this could be the right move for you. Don't delay, apply today!

**For more information, please call Patrizia on (02) 9113 7272 or click [APPLY](#)**

### **Medical Corporate Consultant**

**Sydney CBD - \$65-75K + Super - Ref 365BP1**

SOS! We are searching for an experienced Medical Corporate Travel Consultant. This is a detailed and exciting role that requires someone with medical travel booking experience and who's fare savvy! Working office hours Monday to Friday in a central CBD location. This agency has a fantastic industry reputation and you will be rewarded with an extremely competitive salary package if successful. Please get in touch today as this unique role will fill quickly!

**For more information, please call Briarna on (02) 9113 7272 or click [APPLY](#)**

### **Cruise Travel Consultant**

**Adelaide - Base + Excellent Commission - Ref 593NC1**

This is a rare and fantastic chance to grow the cruise department for this independent company! If you have a true love for cruise, are fully accredited and have fantastic travel consulting experience, this is the role for you to make your own! Earn a fab base and excellent commission on offer. If you have brilliant cruise and product knowledge, are well travelled, fantastic airfares, an eye for sales and GDS knowledge - what are you waiting for now? Call me now!

**For more information, please call Natalie on (02) 9113 7272 or click [APPLY](#)**

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