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Travel Daily

First with the news

Friday 8th March 2013

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Win SQ Regatta tickets

SINGAPORE Airlines has released a second round of prizes for *Travel Daily* readers to attend the upcoming Sydney International Rowing Regatta.

SIA is the 'presenting partner' of the event which will take place at Penrith in the city's west from 19-24 Mar, with more than 2200 athletes competing in 100 different rowing events.

A total of 20 prize packs are up for grabs, each including four general entry admission tickets on either Sat 23 Mar or Sun 24 Mar, a catered lunch at the event - and a bonus gourmet picnic hamper delivered to your workplace.

To win one of these prizes simply answer these questions:

1. List three new attractions that will be included in the Singapore Stopover Holiday Program from 01 April 2013.
2. Name one of the Recommended Transfer Experiences offered at Changi Airport for transits of 3-4 hours.
3. How long has SilkAir been flying to the Top End?

Send your answers in to sq_sydsales@singaporeair.com.sg

Cunard: pax rely on agents

TRAVEL consultants will remain a crucial component of Cunard's booking process, the company's president and md has stated.

In Sydney aboard *Queen Mary 2* yesterday, Peter Shanks told trade media that online direct enquiries have escalated, but not to the detriment of traditional agents.

"The role of the travel agent is to provide recommendations and reassurance," Shanks said.

"Recommendation" in the form of aiding client cruise choice, and "reassurance" that the correct product matches their needs.

Shanks said the power of the telephone or face-to-face contact "is significantly more important", compared to a faceless web-based booking engine, he said.

The UK-based cruise executive also revealed a new evolution of Cunard's marketing is set to be

rolled out for 2014 that will see a greater emphasis on promoting a "luxury holiday experience".

In a "significant change" away from the line's past and current marketing focused on history and heritage, Cunard is "loosening up a little bit to attract more people who want a holiday."

"Having done some significant research in a number of markets, we're finding a growing number of luxury travellers want to come to Cunard for the first time."

"While we still want to attract our regular Cunarders, we're seeing a growing number of people coming to us seeking a luxury holiday," Shanks said.

Also new for 2014 will be the deployment of *Queen Elizabeth 2* to the Mediterranean for the summer season, from Jun to Nov.

Shanks said shifting *QE* from Southampton to the Med would be greatly appealing to the local market over traditionally "very strong departure months."

Cunard will offer a mix of seven-, 14- and 21-night itineraries in the Med - more on Cunard on **page 4**.

Seven pages of news

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

- AA Appointments jobs
- Qantas Holidays



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Travel Daily

First with the news

Friday 8th March 2013

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Sunlover new Broom

MICHAEL Broom has been promoted to National Sales Manager Wholesale for the AOT Group - a role in which he is responsible for the relationship with retail trade partners for both the Sunlover Holidays and Air New Zealand Holidays brands.

The new role comes after the restructuring of AOT's sales and marketing department, with Jason Williams taking the role of Director of Marketing.

Agents urged to get social

THE mind-boggling growth of social media platforms such as Facebook and Twitter are providing a vital new way for the Australian travel industry to engage with its customers.

That was the conclusion of Kim McKay from Sydney PR agency Klick Communications, who was one of the high profile presenters at **TD's** Travel Agent Mini Conference in Sydney on Wed.

McKay highlighted the "stages of travel" which include the well known dreaming, planning, booking and experiencing phases, plus the new social media-enabled stage which is "sharing".

If agents can encourage their clients to share their trips - which is now so easy via social media - it influences others to dream, plan

and book, she said.

McKay gave examples of how this had changed in recent years, contrasting the old idea of a "slide night" when a traveller returned from holiday, with the instant Facebook or Instagram updates which now occur as people move around the globe.

"It's possible to influence how this sharing is done," McKay said, with ideas as simple as suggesting a common 'hashtag' for clients to use so their posts are visible to other travel agency customers.

When engaging with clients via social media, an important principle to remember about the type of content to use is WIST or "would I share this?" she added.

And although the social media landscape can seem daunting, basic principles apply, with McKay saying "consumers still get excited about useful, brilliant products, services and experiences".

Travel Daily TV has compiled a video showcasing this week's **TD** mini conference, which can be viewed by clicking the logo (right) or online at www.traveldaily.com.au/videos.

Knives out in USA

THE US Transportation Security Administration has lifted a ban on pocket knives as carry-on items.

Effective 25, Apr knives with blades shorter than 6cm and less than 1cm wide will be permitted, as long as the blade is not fixed or does not lock into place.

The new regulations, which lift a ban in place since the 9/11 terror attacks, will also allow some sporting equipment to be carried onto aircraft, including ski poles, hockey sticks, pool cues and up to two golf clubs.

Other items are still banned, incl box cutters and razor blades - as well as pitchforks, stun guns, swords, spears and ammunition.

Unions representing flight attendants said the changes were a "poor and short-sighted decision by the TSA".



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PER QF club revamp

QANTAS Loyalty ceo Lesley Grant this week officially unveiled the expanded Qantas Club at Perth Airport.

The 400 square metre lounge is about 30% larger than previously, allowing it to cater for an additional 140 people.

The upgrade is part of the wider transformation of PER, where Qantas will obtain exclusive use of Terminals 3 and 4 seeing all Qantas Group domestic and regional services - including Jetstar, QantasLink and Network Aviation - will operate from the same precinct.

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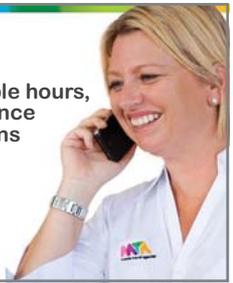
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CMV Australia on sale now

VOYAGES on the upcoming Australian season of the 620-passenger *Astor* (TD 07 Feb) are finally available for sale, with Cruise and Maritime Voyages having now launched its new website and the 2013-14 summer brochure.

A national sales office for the company has been established in the Sydney suburb of Cammeray and www.cmvaustralia.com is

now online.

CMV UK chairman and md Christian Verhounig has spent the last week visiting Sydney, Perth and Fremantle, and said "we are genuinely encouraged by the positive response that we received from members of Australia's travel industry to our decision to bring *Astor* to Australia.

"There appears already to be much anticipation surrounding her arrival in December," he said.

The ship will be based in Australia for at least the next three summers, with the 2013/14 season offering 15 itineraries sailing out of Fremantle.

These include a four night "Wine, Food and Fitness Cruise" departing on 16 Dec 2013, and a 35-night "Grand Round Australian Circumnavigation" sailing on 28 Jan 2014 and calling at Kangaroo Island, Hobart, Port Arthur, Melbourne, Eden, Sydney, Brisbane, Cairns, Darwin, Lombok, Komodo Island and Broome.

Early booking discounts of up to 25% are available through to 15 May - for more details see the website or call 1300 307 934.

New Murray cruises

GOOD water levels on the Murray River has seen Captain Cook Cruises announce a new seven night cruise to Loxton.

A seven night Mannum to Loxton voyage will depart 29 Nov 2013, with the return cruise Loxton to Mannum on 06 Dec.

Both cruises will be operated by the *PS Murray Princess* paddle wheeler, taking in more than 339km of the mighty Murray, passing through three locks.

Day trips on offer will include visits to historic ports, museums, vineyards, sacred Aboriginal sites and a native wildlife shelter.

The cruises are priced from \$1799ppts including accom, all meals, guided nature walks and excursions and complimentary coach transfers to and from Adelaide - captaincook.com.au.

NZ mega-famil

TOURISM New Zealand will run a huge trade familiarisation event in May, including 300 agents from Australia (courtesy of Emirates) and 140 from the UK, Europe, North America and Mexico (courtesy of Air New Zealand).



Window Seat

AN unfailingly honest staffer at Atlanta International Airport in the USA has turned in \$7,000 in cash that she found lying by the road next to the terminal.

The parking lot cashier immediately reported the envelope containing 70 \$100 bills to the police.

"I couldn't keep the money but I didn't do that. I'm an honest citizen...I believe in doing the right thing," she said.

Officers later received a call from a man asking about the money, who was given it back after he was able to identify "specific writing on the envelope and how the money was wrapped".

PERHAPS this is taking the concept of Earth Hour too far.

Between 8:30pm-9:30pm on 23 Mar, the hour in which cities and suburbs worldwide will turn off their lights in recognition of global energy conservation, the St Regis Resort Bali in Nusa Dua is hosting a "decadent sensory culinary experience," or in other words...eating in the dark.

A sacred fire dance ritual will begin the countdown towards the hour of darkness, at which point guests will be blindfolded and escorted to the resort's Kayuputi Restaurant.

A five-course "blind tasting" degustation menu will then be served up, with accompanying wine pairs & chocolate martinis.

Reservations are essential for the sensory dining experience, which is priced from AU\$161.



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LATAM pick oneworld

LATAM American carrier LATAM Airlines has announced it will join the oneworld alliance, although an exact full integration date has not yet been determined.

Brazilian partner carrier of LATAM, TAM Airlines will leave the Star Alliance in order to become a full member of oneworld along with long-haul merger partner and current member LAN Airlines.

TAM's Paraguayan subsidiary will follow its parent shortly after.

Management of TAM have said they will work with both the Star Alliance and oneworld to ensure a seamless transition, with full integration expected by mid 2014.

The announcement was made during a convening of the group's governing board in Hong Kong, with ceo Bruce Ashby saying he was pleased at LATAM's decision.

"This solidifies oneworld's long-standing position as the alliance leader in Latin America and provides an even more attractive proposition for frequent international travellers the world over," Ashby commented.

LAN Colombia will also become a oneworld affiliate member, expected by the end of this year.

Cunard Aussie stats surge 50%

AUSTRALIAN pax numbers sailing with Cunard in 2012 increased an impressive 50% year-on-year to 13,000, driven by sales on *Queen Mary 2's* circumnavigation of the country.

Figures are tipped to grow by as much as 20% in 2013, Cunard's president and managing director Peter Shanks said yesterday while in Sydney on a whistle-stop visit down under.

The Aussie market is Cunard's fourth highest global source, and while "still small, is quite substantial," Shanks said.

Only the UK, North America and Germany outpace Australia.

"Success of Cunard in Australia is through our deployment.

"Cunard's model is a little bit different as ships are deployed into World Cruises which touch Australia, coupled with local deployment of *QM2*."

Shanks said the World Cruise



sectors to/from Asia, Africa and South America to/from Australia have proven "very successful".

He said the repositioning of *Queen Victoria* to the Med (pg 1), where it will offer seven-, 14- and 21-night itineraries, would appeal to Aussies that liked to combine cruise sectors with land touring.

Other changes for 2014 see Cunard crank up the number of Transatlantic crossings on *QM2* to 18, including new eight-night sailings that visit Halifax and two 'Birthday Crossings' on 09 and 16 May 2014 to celebrate the ship's 10th anniversary.

Celebrations will be capped off with a 'Three Queens' event on 09 May in Southampton, where *Queen Mary 2*, *Queen Victoria* and *Queen Elizabeth* will meet up in Southampton.

Questioned by *TD* about any potential future Cunard ship orders, Shanks said Cunard was happy with its current fleet count.

MEANWHILE, Shanks referred to Aussie billionaire Clive Palmer's plan to build the *Titanic 2* as "not appropriate" for the cruise sector out of respect for passengers that perished on the original *Titanic*.

Shanks is pictured enjoying the sun at Circular Quay yesterday.

Two Oman agt famils

OMAN Tourism is offering two agent famils in 2013 (*TD* yest.).

The 'Tales of the Ancient World' famil is run in conjunction with Tourism Jordan and Sun Island Tours, and the 'My Beautiful Oman' trip has been developed by Oman World Tourism.

For details on each famil, see www.tourismoman.com.au.

WIN TICKETS TO

The Addams Family
THE BROADWAY MUSICAL

Every day this week, we are giving readers the chance to win a double pass to *The Addams Family* at The Capitol Theatre 7.00pm on Tuesday 19th March.

The *Addams Family* is a smash-hit musical comedy that brings the darkly delirious world of Gomez, Morticia, Uncle Fester, Grandma, Wednesday, Pugsley and of course, Lurch to spooky spectacular life.

Come meet the family. We'll leave the lights off for you.

To win, simply be the first person to send through the correct answer to the question below to: addamsfamily@traveldaily.com.au.

Who is playing the part of Gomez Addams?



Congratulations to yesterday's lucky winner, **Gary Quass** from **Travelocity**.

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We are currently seeking a highly motivated Travel Consultant. This role is an exciting opportunity, working in our growing cruise wholesale division.

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Discover the World Marketing has over 80 offices in more than 60 countries, and is the largest travel representation company with more than 70 clients worldwide. Our Australian office represents a variety of international travel companies such as airlines and cruise lines and also operates a successful wholesale business.

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Please send all applications to: hr@discovertheworld.com.au

Applications close on the 8th of April and only successful candidates will be contacted.

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Massive UK travel agency cuts

BRITISH travel agency giant Thomas Cook has announced the closure of 195 of its high street travel agencies, along with the removal of 2500 jobs.

The latest move follows the previous closure of 149 other stores, and will leave Thomas Cook with 874 outlets across the UK and Northern Ireland.

“Even after these changes we will still have one of the largest retail networks in UK travel,” the company said.

Last year Thomas Cook reported a massive pre-tax loss of £485.3 million (A\$711 million) due to a “difficult trading environment and higher fuel costs”.

About 1600 of the job losses will be from the frontline stores, with a further 1100 administrative positions to go.

“It is essential that we operate

with the right number of people as we move forward into the next era for our company, allowing us to meet the future needs of our customers more effectively,” said ceo Peter Fankhauser.

He said the proposals would mean a “better, more profitable Thomas Cook that continues to be a major employer in the UK”.

VA/TT tie-up delayed

THE Australian Competition & Consumer Commission has again pushed back a decision date for Virgin Australia’s proposed acquisition of Tiger Airways Australia beyond 14 Mar, until an unspecified date.

VA today said it would respond to the regulator’s request for further info on the pact, and that it “will continue to liaise with the ACCC regarding the transaction.”

Friday 8th Mar 2013

New EY regional role

WAYNE Borland has been appointed to the newly created position of Regional Business Manager, Asia Pacific South for Etihad Airways.

Borland moves from the airline’s Australian commercial team, where he’s been National Sales Manager Industry for the last two years.

He’ll be based in EY’s regional HQ in Sydney, reporting to Vice President Asia Pacific South and Australasia, Lindsay White.

Borland’s new role will see him provide “business and analytical support” to White and Etihad gms stationed in Indonesia, Malaysia, Singapore, Vietnam and the Philippines.

USA German campaign

US TOURISM marketing body Brand USA has announced the Nov launch of a major consumer marketing campaign in Germany.

The TV, digital and print promotion will showcase the diversity of experiences available in the USA, inviting German travellers to “discover this land like never before”.

It will run initially for two months, and be extended via strategic partnerships with the travel trade.

Ancillaries in Sabre

STAR Alliance member Aegean Airlines has extended its agreement with Sabre, allowing the sale of pre-paid baggage via Sabre-connected travel agents.

The system will allow consultants to view the discounted prepaid baggage option at both the shopping and pricing stage of a fare search.

Air Astana-TK pact

KAZAKHSTAN-based Air Astana has signed a letter of intent with Turkish Airlines to establish a new codeshare agreement on routes between Kazakhstan and Turkey.

The pact is scheduled to take effect from May this year, linking Istanbul with both Almaty and Astana.

Technology Update

Today’s Technology Update is brought to you by Sabre Pacific.

Maximising mobile for your agency



Today Australians are 3x more likely to own a smartphone than just

three years ago with almost 50% owning a smartphone and 25% owning a tablet.

So how can you use this growing trend in your agency?

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Use mobile to provide VIP service when you are out of the office with Abacus Mobile. The only purpose built HTML5 application which empowers you to provide stand-out service in the event of an emergency.

Or use mobile to stay connected to your travellers when they are on the go with real-time updates on their itinerary, and location-based messaging through TripCase.

Earlier this year we enhanced the TripCase website and mobile app. This week we announced that PNR changes are now updated in real-time and we launched TripCase in more than 20 languages, so no matter what language your traveller speaks, we are improving to help you better serve them. We have many more enhancements like these in the pipeline so stay tuned!

It’s clear that the mobile revolution is here to stay. At Sabre Pacific our strategy remains clearly focused on empowering Sabre-connected agents to provide the Best Service in the industry through these tools.

So talk to us if you want to harness the power of mobile to Better Serve your travellers.

Gai Tyrrell, CEO, Sabre Pacific





Airport Services Manager Perth

Cathay Pacific Airways is looking for a highly motivated and experienced Airport Services Manager to lead the Perth Airport operations.

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- Ability to manage all aspects of the supplier relationship in accordance with Company standards
- Demonstrates an ability to drive continuous improvement
- Embrace, manage and successfully deliver change
- Exceptional communication and presentation skills
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- Strong analytical skills
- Must have the right to live and work in Australia.

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If you have the above skills and are confident of achieving complete success, please send your resume to: Lynn Schey, Personnel Manager, Australia, lynn_schey@cathaypacific.com

Applications close on Monday 18 March 2013

Please note: Only those applicants who are successful in gaining an interview will be notified.

HAL to cruise the reef

A 19-DAY cruise from Melbourne to Singapore, operated by the *MS Volendam* will form part of the Holland America Line's 2013/14 Asian schedule.

The 20 Nov sailing visits Sydney, the Great Barrier Reef, Darwin, Bali and more & has been included in the company schedule, which also features longer 'Collectors Voyages' on the *MS Rotterdam*, visiting many Asian ports incl Japan, China, Myanmar & India.

Strong start to 2013

GLOBAL air travel pax numbers for Jan from IATA show a strong continuation from last year, with demand up 2.7% year-on-year.

The positive result comes despite global Chinese New Year festivities this year held in Feb.

More than half of growth in air travel numbers between Oct-Jan occurred in the Asia-Pacific region, while load factors remained steady at 77.8% for the month.

MEANWHILE, IATA has urged world Governments to keep their air industries secure by not over-regulating and managing risk.

IATA director general Tony Tyler said the industry could shut down entirely if regulations eliminating risk altogether were introduced.

Aquarium for Cairns

FEDERAL Government funding under the Tourism Major Project Facilitation (TMPF) program has been granted for the construction of a new Aquarium and Reef Research attraction in Cairns.

The three-storey attraction will feature up to 70 exhibits and over 5000 fish, plants and animals.

Daylight savings check

LAN Airlines has requested all customers travelling into and out of Chile between 09 Mar-27 Apr to verify their flight times due to the extension of Daylight Savings.

Some flight schedules may be affected by the change, with pax able to check at www.lan.com.

Twice daily to Delhi

CHINA Southern Airlines will increase its services between its Guangzhou hub and New Delhi to twice daily from 31 Mar, with the additional flight to be operated by an Airbus A330-200 aircraft.

Beverly Hills Getaway

GUESTS staying one, two or three nights in a number of hotels in the Los Angeles suburb of Beverly Hills before 31 May will be eligible for a US\$100 hotel credit, free breakfast, room upgrades and VIP Rodeo Drive shopping cards as part of a Spring promo.

The full list of participating hotels to book promotional rates is available at www.bit.ly/bevspring.

Business Development Manager NSW, P&O Cruises

With a local cruising history of 80 years, P&O Cruises is Australia's most loved cruise line. From the Pacific Islands, Papua New Guinea and New Zealand, to the best of Australia's east and southern coasts, P&O Cruises delivers some of the southern hemisphere's most incredible destinations.

P&O Cruises is part of the world's leading cruise holiday company, Carnival Corporation (represented in the Asia Pacific region by Carnival Australia). Growth in the Australian cruise market is outpacing all international markets with brands managed by Carnival Australia (including P&O Cruises, Princess Cruises, Cunard, Carnival Cruise Lines, Seabourn and Holland America Line) representing the majority of the local cruise industry.

Reporting to the Director of Sales and supported by a sales planning team, the Business Development Manager is responsible for building a strong geographic presence in order to achieve sales targets through industry relationships and business partnerships. The incumbent will be responsible for educating trade and consumer channels on the unique selling points of P&O Cruises, and driving incremental revenue through existing and new channels.

Key responsibilities include:

- being the face of P&O Cruises in the territory, maintaining a high profile and professional standing
- developing and implementing business plans
- promoting our exciting products and services through on-site sales calls, telephone and written communication
- supporting the development of local marketing for agents
- managing product education events, presentations and training
- preparing and delivering financial reporting to key accounts across the territory

We seek applications from enthusiastic and energetic individuals with a passion for travel and cruising who demonstrate:

- success in exceeding sales results, either in an 'on the road' territory management role or within retail travel
- strong relationship building and influencing skills
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
- the ability and willingness to travel frequently across the territory and attend functions on evenings or weekends as required

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/1053758

Business Development Manager NSW, Princess Cruises

Princess Cruises is the third largest cruise ship operator in the world and part of the world's leading cruise holiday company, Carnival Corporation (represented in the Asia Pacific region by Carnival Australia). Known as the Destination Experts, Princess Cruises visits more than 330 ports around the world. Locally, Princess Cruises has operated cruises for more than 10 years and has three ships departing from Sydney, Brisbane, Melbourne and Fremantle. Princess Cruises is a multi-award winning cruise line having won AFTA's Best Cruise Operator for four years running.

Reporting to the Head of Sales and supported by a sales planning team, the Business Development Manager is responsible for building a strong geographic presence in order to achieve sales targets through industry relationships and business partnerships. The incumbent will be responsible for educating trade and consumer channels on the benefits of this premium cruise brand, and driving incremental revenue through existing and new channels.

Key responsibilities include:

- being the face of Princess Cruises in the territory, maintaining a high profile and professional standing
- developing and implementing business plans
- promoting our premium products and services through on-site sales calls, telephone and written communication
- supporting the development of local marketing for agents
- managing product education events, presentations and training
- preparing and delivering financial reporting to key accounts across the territory

We seek applications from confident and experienced sales professionals with a passion for travel and cruising who demonstrate:

- success in exceeding sales results, either in an 'on the road' territory management role or within retail travel
- the ability to strategise, and plan a territory in order to achieve challenging goals
- strong relationship building and influencing skills
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
- the ability and willingness to travel frequently across the territory and attend functions on evenings or weekends as required

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/1053754



Travel Daily Abu Dhabi winner

CONGRATULATIONS fo Florina Vanderwaals from TravelManagers, who was the lucky winner of last month's fabulous **TD** comp.

We received thousands of entries in the competition, in which readers were asked a series of daily questions about Abu Dhabi.



Florina has won a trip for two to Abu Dhabi, including return Coral Economy class tickets flying Etihad Airways; a four night stay at the Fairmont Bab Al Bahr; return airport transfers; a City Tour and a Dune Dinner Safari

courtesy of Arabian Adventures. She's pictured with Michael Woods, Country Manager for the Abu Dhabi Tourism & Culture Authority and Jovana Kuljaca, National Sales Manager Corporate, Etihad Airways.

MAS boosting Brissie

FREQUENCIES between Kuala Lumpur and Brisbane will be increased from five weekly to a daily operation from 20 Jun, Malaysia Airlines has announced.

Airbus A330-300 aircraft will fly the services, boosting capacity to 1960 weekly seats each way.

A spokesperson for MAS said the service had been received well by the Brisbane market.

Travel Daily
First with the news

Friday 8th Mar 2013

Wego Hotwire deals

TRAVEL search aggregator Wego has partnered with Hotwire to combine global hotel inventories.

P&O Trade Marketing Manager

Throughout our 80 year history P&O Cruises has remained Australia's most loved cruise line. Besides being the experts in 'how to holiday', we're passionate, innovative and progressive. A new opportunity exists for a proactive and innovative marketing/communications professional to join us during an exciting new phase.

The Trade Marketing Manager will be responsible for developing, driving and implementing trade marketing strategies to ensure agents are well informed, well equipped and motivated to sell P&O Australia, P&O UK and Cunard in a highly competitive and cluttered environment. This role is dedicated to generating awareness and demand of our key messages, programs and promotional campaigns amongst our travel agent community.

Key responsibilities will include:

- overall management of our B2B site for P&O AU/UK and Cunard brands
- manage trade advertising schedule including delivery of advertising materials to trade publications
- ongoing review of key sales messages and development of accompanying sales toolkits to bring them to life
- ensure field sales teams and call centre are well informed and equipped to promote key sales messages
- develop agent incentive calendar as part of the annual trade marketing calendar
- develop and implement innovative agent incentives to support key sales messages and key campaign periods and review regularly to ensure maximum ROI
- work very closely with stakeholders from across the business in delivering the above - including marketing, market planning, sales, internal communications and external agencies

We seek applications from proactive and innovative marketing/communications professionals who bring:

- 4+ years experience in a consumer or trade marketing/communications role, across multiple channels
- experience developing communication strategies in a competitive environment
- experience using website content management platforms
- strong relationship building and stakeholder engagement/management skills
- excellent time management, self organisation and prioritisation skills

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/105548


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WANTED

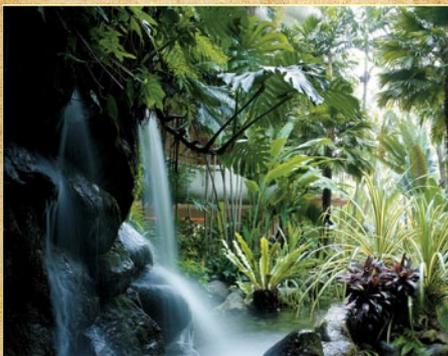
Mr/Miss Singapore-Know-It-All

Guilty of knowing the best off-the-beaten track experiences to find the Real Singapore

Stand to win a Get Lost and Find the Real Singapore adventure for two. Includes return economy class airfares, 2 nights stay at Shangri-La Hotel, Singapore & 2 nights stay at Shangri-La's Rasa Sentosa Resort & Spa and attractions passes.

Just answer the daily question on Singapore in TD's newsletter for the month of March (20 questions in total). The prize will go to the reader with the most number of correct entries and the most creative caption for the last question.

Email your answer to: singaporecomp@traveldaily.com.au



Q.6: What is the name of Shangri-La Hotel, Singapore's nature-inspired wing which is amongst 15 acres of lush tropical landscaping?

Brought to you by:

[Click here for Terms & Conditions and to view all questions](#)


SHANGRI-LA
HOTELS and RESORTS



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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REALITY BITES!

Does your job depress you more than reality TV?
Do you wish you could be voted off the island or out
of the kitchen? Let AA introduce you to your next job
and you will think you have won the grand prize!

***HOT JOB* SHIPS AHOY! CRUISE CONSULTANT**

SYDNEY INNER WEST – GREAT BASE + COMMISSION

Are you passionate about cruising? Want join the fastest growing sector of the industry? This award winning client is looking for 2 talented cruise consultants to join their award winning team. From P & O to Silverseas and everything in between, book the entire fantastic cruise packages on offer. Beautiful offices located in the inner west close to transport. If you have 12 months cruise experience or Calypso. Apply to work with this amazing company today.

***NEW * WORK IN THE NATIONS CAPITAL RETAIL CONSULTANT**

CANBERRA – GREAT BASE + COMMISSION

Are you living in Canberra and looking for a new challenge? Do you want to work for one of the best in the business? Our client is looking for an experienced and motivated retail consultant to join their friendly, well established team. Book everything from a villa in Bora Bora to an exciting round the world vacation. Great offices located in the South of Canberra, with high walk in traffic. Do you have 2 years experience? Why not make the move today.

IGNITE YOUR PASSION FOR TRAVEL AGAIN! WHOLESALE CONSULTANTS

MELBOURNE (INNER) - SALARY PACKAGE TO \$70K (OTE)

We have a NEW Wholesale role in Melbourne! This well known wholesaler is looking for their next superstar consultant! You will be responsible for selling worldwide holidays inclusive of air and land arrangements to your loyal travel agents. From Bali one day to Europe the next, your days are filled with variety and fun! This social team environment will see you loving travel again and earning an executive salary! Call us today!

CHECK OUT THIS ROLE WITH A DIFFERENCE WHOLESALE TRAVEL CONSULTANT

VICTORIA - GEELONG – SALARY PACKAGE TO \$55K (DOE)

We have an exciting wholesale role that will see you kissing goodbye the Melbourne commute and working close to home! This well established wholesale agency will see you working with loyal agents booking off the beaten track adventures to outback Australia, Africa and other worldwide destinations. Working with a niche product your days will be filled with variety and fun! Register today to find out more!

CRUISE THROUGH LIFE WITH THIS ROLE CRUISE WHOLESALE CONSULTANT

PERTH – SALARY PACKAGE TO \$45K (DOE +OTE)

Do you love cruising? Are you an experienced consultant who would like to specialise in all things cruise? We have a rare opportunity in Perth to work for a leading cruise wholesaler! Selling worldwide cruising packages to your exclusive agents, you will work Monday – Friday hours, be offered a competitive salary and exciting cruise famils and inspections! This role could be yours if you have a min 2 years exp. Call us today!

PERFECT ROLE FOR A JUNIOR CONSULTANT! RETAIL TRAVEL CONSULTANT

ADELAIDE – SALARY PACKAGE TO \$40K (DOE)

We have an exciting retail position in the heart of Adelaide that will see you working for an award winning agency! This sensational new role could be yours if you have a minimum 12 months travel industry experience and previous knowledge using a GDS- this is the perfect role for all those juniors out there as full training and support will be provided. Don't delay, apply today and start your new role NOW!

ONE WAY TICKET TO THE TOP TICKETING CONSULTANTS

BRISBANE CBD – SALARY PACKAGE TO \$55K OTE

Looking to step away form consulting? Love a fast paced environment? Then don't let this superb role pass you by. This leading travel company is looking for experienced travel consultants to assist them in their fares and ticketing dept. You will be responsible for handling all aspects of ticketing for agents. You may also assist in calculating taxes, additional collection charges and fares advice. Enjoy top \$\$, ongoing training and fantastic career progression. Call to find out more.

LEADER OF THE PACK RETAIL TRAVEL MANAGER

TOWNSVILLE - TOP INDUSTRY PACKAGE

Experienced retail travel managers – don't let this rare gem pass you by. We currently have the opportunity for an experienced manager or 2IC to step into a retail travel manager position for a reputable national travel brand. Along with managing the daily running of the office, train and motivating team members you will also handle the leisure travel plans of a range of clientele. A top salary pkg will be on offer along with \$\$ bonuses and head office support.

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SYDNEY SHOW STOPPERS!

Earn 1000 Bonus Trip points on every NSW booking you make with **viva! holidays**

SYDNEY
Destination NSW

Bookings must be made and deposited 25 Feb – 24 Mar 13 for departures 25 Feb – 30 Jun 13. Conditions apply.



★ **VIP Bali** ★

Earn **DOUBLE** Trip points on every Bali booking you make with **Viva! Holidays**

Bookings must be made and deposited 18 Feb – 17 Mar 13 for departures 18 Feb – 30 Jun 13. Conditions apply.



Great Holiday INGREDIENTS!

Family Fun in **Fiji**

Earn 1,000 bonus Trip points on every Fiji booking you make with **viva! holidays**

Bookings must be made and deposited 4-31 Mar 13 for departures 1 Apr-30 Jun 13. Conditions apply.



G'day Disneyland!

Earn 1000 bonus Trip points on every **Qantas Holidays** and **Viva! Holidays** booking that includes accommodation at **Disneyland Hotel**, **Disney's Paradise Pier Hotel**, or **Disney's Grand Californian Hotel & Spa**

Discover **NEW** packages including Australian-exclusive "G'Day Disneyland" offers!

Bookings must be made and deposited 1 Feb – 17 Mar 2013 for departures 1 – 26 May 2013. Conditions apply.

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